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TOBACCO

Complete

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXXI. No. 1-26.

OCTOBER 29, 1925
apr

Per Annum, \$3.00
This Issue 25 Cents

Wisconsin Cigar Binders

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We have them in all sizes, qualities and yield to meet your need.

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The price is much more reasonable than any other binder.

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They blend well with Havana, Porto Rico and other types of fillers.

They are used by manufacturers large and small everywhere.

Our prices are very reasonable.

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SMOKING
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ST. LOUIS, MO.

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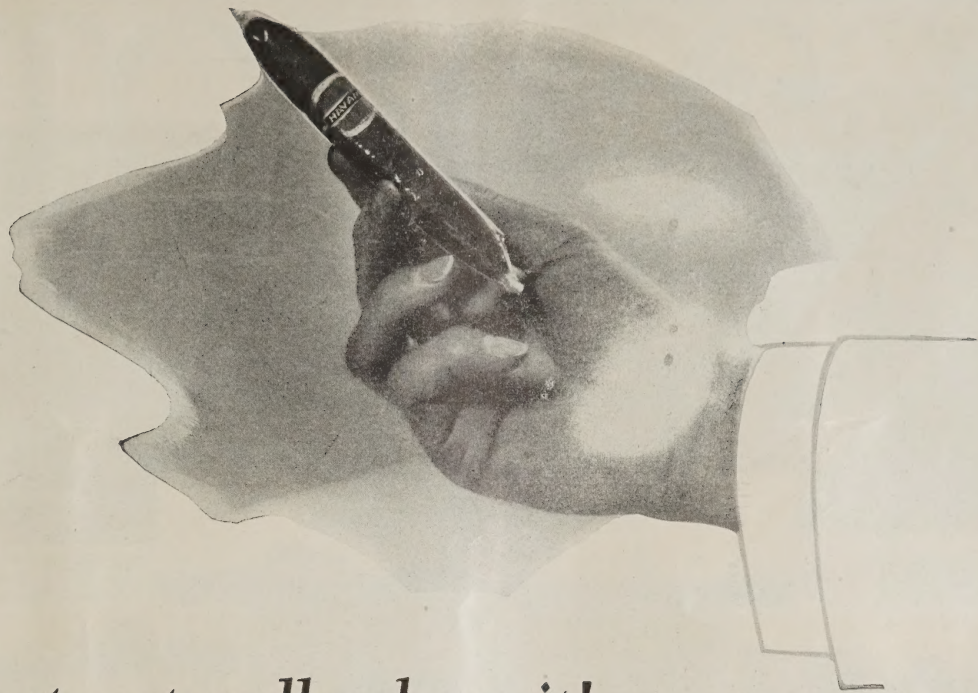
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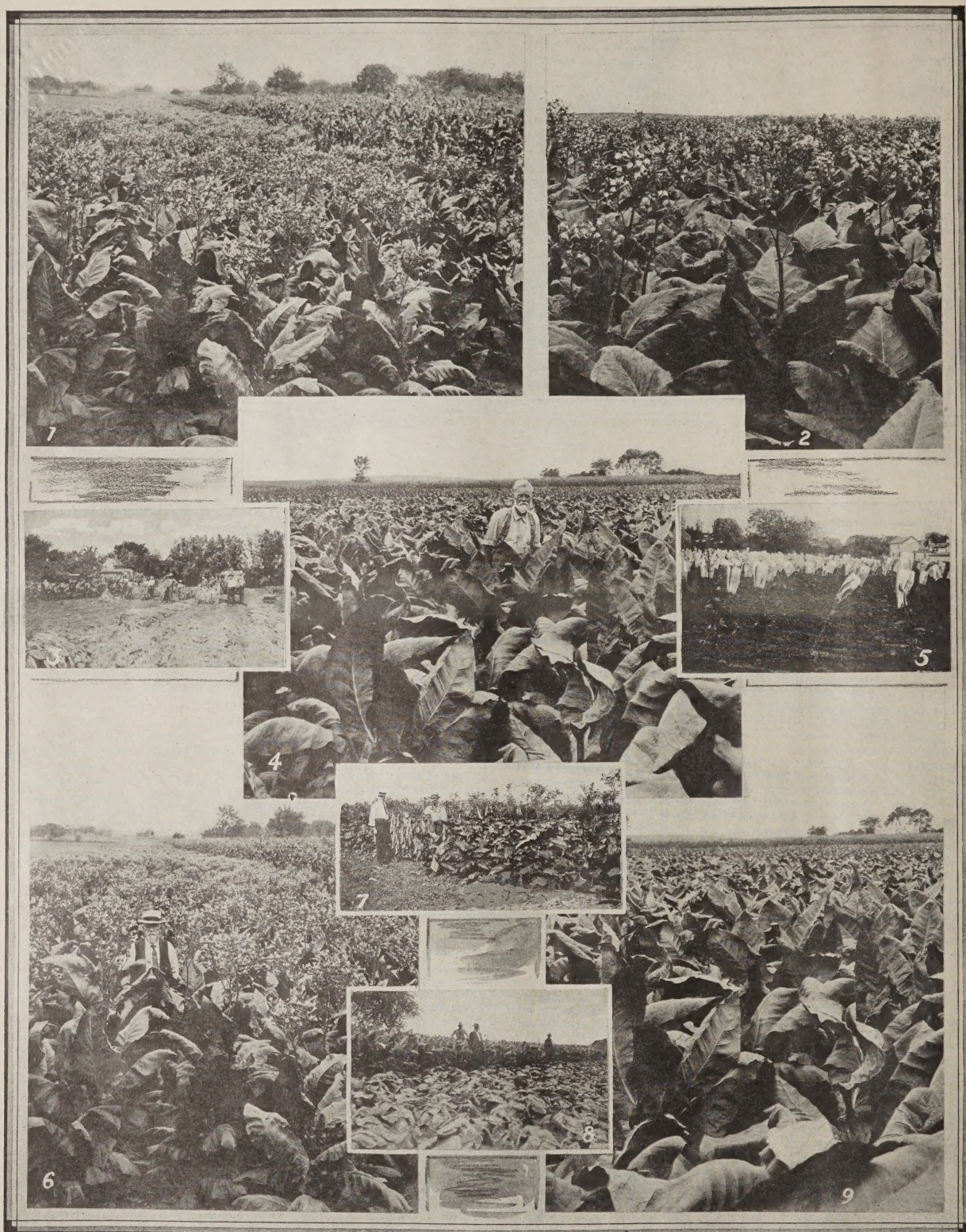
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W. T. Pomeroy & Company's seed tobacco. No. 1. One acre improved Connecticut Havana No. 38 seed piece; fertilized with 500 pounds per acre Armour's Big Crop Wisconsin Tobacco Grower, 2-12-4. Note the size and quality of leaf. Grown by T. S. Biggar, Edgerton, Wis. No. 2. One acre Pomeroy Seed Piece Improved Connecticut Havana No. 38. Growth was so tall it was impossible to get camera above plant. No. 3. Harvesting scene in Wisconsin. No. 4. Five acres Improved Connecticut Havana No. 38, grown by Laro K. Lier, R. F. D. Cambridge, Wis. Mr. Lier, standing in field says, "This is the first year I have ever fertilized my tobacco—I will never grow another crop of tobacco without using fertilizer." No. 5. Seed stalks wearing "hoods" to protect their "heads." No. 6. One acre improved Connecticut Havana No. 38 seed piece. Note the size and quality of leaf. Mr. Pomeroy, the patriarch himself, in the picture. No. 7. Harvesting. No. 8. Fine field of Wisconsin tobacco. No. 9. Five acres Improved Connecticut Havana No. 38 tobacco.

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WISCONSIN OHIO



Culture of Tobacco in Wisconsin and Ohio Continues to Progress

Since 1839 Wisconsin Has Produced Cigar Leaf—Binder Types Lead Market—
From the 115 Pounds Originally Grown the Industry Has Developed to Sixty-
Five Million Pounds—Ohio One of First Northern States to Market Cigar Types

By DR. ARTHUR SELWYN BROWN

passed to eternal rest in 1894, leaving a son to carry on his beloved industry.

He stated some years before his demise, in the course of an address on tobacco raising, that he took up his early work in tobacco culture with the object of ultimate profit, but he also had in view the potential importance of the tobacco industries to the northern states.

The present flourishing state of the tobacco industry in the north is a fitting monument to Mr. Pomeroy and the gallant band of pioneers who cooperated with him in demonstrating that tobacco could be profitably cultivated in temperate climates.

When the state became more settled and broadened out economically, more farmers planted tobacco crops; and, in 1886, good prices were secured for a heavy crop. The crops between 1888 and 1891 were generally good, and prices often advanced to twelve and one-half cents per pound. The crop in 1892 was large and of good quality. Prices ranged from seven to twelve cents per pound. The 1896 to 1899 crops were good, and sold for satisfactory prices.

Highest in Value

Tobacco, today, stands highest in farm values in Wisconsin, and is rapidly advancing towards a higher goal. The average acreage is about 44,000, with a production of 53,000,000 pounds of tobacco, valued at over \$6,000,000. War prices in 1918 ran the value of the crop, for that year, up to \$20,000,000.

The general yield varies between 1,000 and 2,000 pounds of cured leaf per acre, and prices range between seven cents to forty-two cents per pound. This results in an average farm return of about \$140 per acre. Production costs are between \$50 and \$75 per acre. Over a half dozen varieties of tobacco are found to flourish in Wisconsin soils. But the soils of the state are best suited for cigar binder types.

This is in the best demand, and suits the soil better than other types of leaf. The finest leaf is grown in the sandy loam soils of

the state, which have been suitably fertilized. When ample fertilizing materials have been fed to the land, and climatic conditions are favorable during the growing period, Wisconsin binder-leaf tobacco becomes highly prized by domestic cigar makers, and invariably brings good returns to the growers.

Good Wrapper Crops, Too

Vernon and Crawford counties enjoy a fine reputation for good cigar wrapper crops. Prof. James Johnson and C. M. Slagg, in a bulletin issued by the Agricultural Experiment Station of the University of Wisconsin, have clearly shown the conditions necessary to quality in Wisconsin binder-leaf.

They say: "The leaf must be sound and have sufficient size to permit the cutting of at least one binder from each side of the leaf. It is very important that the leaf have good 'burn,' but this is usually taken for granted with Wisconsin tobacco if the general appearance is desirable. The color of the leaf (including uniformity of color), the texture, grain and relative coarseness of the leaf structure and the body or thickness of the leaf, are of primary importance. The size of the veins, elasticity, flavor, aroma, and style are also to be considered.

"The buyers of binder leaf ordinarily prefer a medium-sized leaf (22-24 inches long) of a light brown uniform color, close grained, of medium body, and good elasticity. A number of so-called varieties of tobacco are grown commercially in Wisconsin. Many of these, although under different names, are practically identical, and make up what properly may be called the Havana Seed or Spanish type.

"In some cases fairly marked differences in yield and appearance of the plants are observable, and in other cases the variety name has been so well established as to warrant its continued use. Of the Havana Seed types the Connecticut Havana, Comstock Spanish and Connecticut Havana No. 38 varieties are regarded as standard for this type.

Many Types

"Another group of varieties which is usually

FREQUENTLY we think of tobacco as a tropical crop and we forget the fact that the plant is so hardy that it can be acclimatised to flourish almost up to the Arctic Circle. Our northern states and Canada long ago experimented with tobacco culture; and after many long continued experiments, growers succeeded in acclimatising the plant, and in raising fine, marketable crops.

Ralph Pomeroy, of Madison, Wisconsin, was one of the most intelligent and successful of the pioneer growers. He raised a crop on his farm at Syrene Prairie, Wisconsin, in 1854, which he sold in Madison for four and one-half cents per pound.

Shortly afterwards, Mr. Pomeroy secured a new farm near Edgerton, in the same state, and he undertook to improve tobacco culture. He made a thorough study of the best agricultural practices in the principal tobacco countries, and he carried out a long series of experiments. All his results were shown to his neighboring farmers, and these were helped in every way to improve the character of Wisconsin tobacco.

The results of this generosity have been valuable, not only to the citizens of Wisconsin and Ohio, but also to the United States, because these northern states have become important producers of tobacco crops, which have resulted in the accumulation of much wealth, and have stimulated commerce and industry generally. It is interesting to notice that the Pomeroy farm still retains its prominence in tobacco culture.

Crops in Demand

Its crops are always eagerly purchased by buyers, and have yielded many profitable returns. The crop from these properties in 1922 sold for as high as twenty-five cents per pound. Ralph Pomeroy lived to see the great success of his pioneer work in northern tobacco growing; and, after an adventurous career, and greatly honored by the people of his state, he

classed as 'Big-Seed' are grown, but the classification of these is not in all cases distinct, and varieties which cannot be classed in either of these types can be found. 'Big-Seed' types usually have a larger leaf, and take on a more distinct drooping habit of growth than the Havana Seed types.

"On the whole they are not considered so desirable for binder purposes as Havana Seed, although they usually give a larger yield per acre. This has been found, in many cases, to be due as much to greater resistance to root-rot as to an inherent power to give greater yield. Consequently, on new ground, free from root-rot, there is really no good reason for growing these types.

"The Wisconsin Experiment Station, in recent years, has attempted to obtain a strain of tobacco with a habit of growth and quality similar to Havana Seed, but with marked resistance to root-rot. It has not as yet entirely succeeded, but a strain distributed by the Experiment Station as 'Resistant Cigar Binder Seed' has been widely grown, and, on the whole, very favorably received. Further improvement along this line is anticipated.

Tobacco Seed Produced

"Several tobacco growers and dealers in Wisconsin grow and sell tobacco seed. Such seed is reliable in most instances as to variety, name and germinating capacity. Growers who sell seed only occasionally may not always furnish a product, so reliable as to variety, name or germination.

"A large amount of seed is exchanged and sold, of course, between individuals personally acquainted or through recommendations from buyers. Tobacco seed is a very small expense in connection with growing the crop, since it usually sells for fifty cents an ounce, an amount sufficient for from two to four acres.

"Many growers select their own seed, a good practice when a desirable type has been obtained. Where more than one strain of tobacco is grown in close proximity, however, mixing is likely to result, due to crossing through the flowers. This can be prevented by 'bagging' the seed heads. This is done by inverting a twelve-pound size manila paper bag over the flower head as soon as it is strong enough to support the bag.

"First remove all open flowers or pods which may have formed. The seed plants saved should be of uniform type; and if plants are saved which are thought to be of different strains, the seed should be saved separately.

"If a 'pure strain' of seed is being used, variation should not occur, and the likelihood of any improvement being made by selection is very small. Careful attention to selection will help to keep the seed up to the original standard by eliminating any undesirable types which may creep in.

"In Wisconsin the seed is usually sown between April 15 and May 1, although on steamed beds seeds it may be sown as late as May 7, with fair certainty of having plants for transplanting by June 20 to 30.

Essentials for Curing

"The essentials for the proper curing of tobacco are favorable weather conditions, a properly built shed, and a thorough knowledge of the practical principles of managing and curing. A large portion of the poorly cured tobacco produced in Wisconsin can be attributed to the fact that many of the sheds are improperly constructed, and others are badly in need of repair.

"Sheds with leaking roofs and broken ventilators cannot be relied upon to cure tobacco evenly. A model curing barn allows a perfect circulation of air when desired, and permits a rapid drying out, but can be closed tightly so as effectively to keep out or retain a moist atmosphere when desired.

"On the whole, relatively high temperatures

and moderately humid weather are most favorable for curing. The rate of curing is much reduced by low temperatures. Very moist weather extending over a considerable period of time is liable to result in damage, and the grower must then rely upon his judgment in handling the curing process to prevent damage."

These directions are similar to those followed in other tobacco growing districts. But every district has its own peculiarities, and only a large number of experiments, such as those carried out by the most progressive growers and the Experiment Stations, under the supervision of experts, can give the necessary experience to enable all adverse conditions to be met and overcome in any center.

Improved Strain

Professor James Johnson has been a strong advocate of an improved strain of leaf, which he has called Connecticut-Havana No. 38. He began experiments with this type in 1908, and has met with much encouragement in the results.

He finds that this type has desirable habits of growth, the leaves being quite erect in position, rendering the necessary field operations simpler than usual. The leaves are uniform in size from top to bottom of the plant, and are somewhat broader in proportion to their length when compared with those grown from Havana Seed.

It also bears more leaves than plants of the Havana type, and, naturally, gives a heavier crop. Under Wisconsin growing conditions it is claimed that this local strain is in no way inferior in quality to Connecticut-Havana plants.

The steady development of tobacco culture in Wisconsin is clearly disclosed by the census returns. In 1839, the crop amounted to 115 pounds of leaf. In 1869, it increased to 960,813 pounds. The returns in 1889 aggregated 19,389,166 pounds, and in 1899, 45,500,480 pounds.

The next large increase was in 1914, when the crop amounted to 53,808,000 pounds, and in 1918, to 65,170,000 pounds. The 1918 crop was the largest ever harvested in the state. This steady, progressive increase in production shows the basic soundness of the tobacco industry in Wisconsin, and indicates that there is no limit to the expansion of the tobacco growing industry.

The same persistent skill and business acumen, which have built up the industry to its present degree of success, are capable of doing much greater things when conditions call for further efforts in production and in improved quality.

Numerous Factories

There are 616 factories engaged in the manufacture of tobacco in Wisconsin, and of these 556 are manufacturers of cigars. The annual output of cigars in Wisconsin according to the latest available figures amounted to 86,364,583. These statistics indicate how tobacco growing in the state leads to the development of important auxiliary industries.

The importance of marketing methods has been clearly appreciated by Wisconsin growers. They have gone in for cooperative marketing with a strong determination to succeed and forge ahead, both in production and crop values. How well they are doing is shown by a recent review of Five Years of Cooperative Tobacco Marketing, recently issued by the Department of Agriculture, Washington.

This report shows that in round figures thirty-five percent of the 1924 tobacco crop in the United States was delivered to cooperative associations for marketing. The percentage was lower than that for the crops of 1922 and 1923, but higher than the percentage for 1921 or any preceding year.

The Record in Pounds

The quantities of tobacco received by the seven large associations each year, since 1921,

have varied from 128,000,000 pounds in that year to 699,000,000 in 1923. As the total United States crop has varied from year to year, the most interesting figures are those showing the relation of the portion of the crop marketed cooperatively to the total crop. These figures are given in the following table:

Season	Tobacco Produced in United States lbs	Tobacco Received by Associations lbs	per cent
1920-21	1,582,225,000	6,533,100	12.0
1921-22	1,069,693,000	128,003,213	48.3
1922-23	1,246,837,000	602,643,756	48.3
1923-24	1,515,110,000	699,421,889	46.1
1924-25	1,242,623,000	431,460,233	34.7

/a U. S. Department of Agriculture yearbook, 1924, P. 821.

Were data available, regarding the quantities of tobacco handled by about a dozen associations, the total figures given above would be increased slightly, but not enough to change the percentage materially.

Associations Not New

The cooperative marketing of tobacco is not a new activity. According to the records of the Department of Agriculture there were eighteen associations engaged in handling tobacco on a cooperative basis in 1913. Seven of these were in Ohio, one in West Virginia and ten in Kentucky.

They were of small enterprise, as is indicated by the fact that their total annual business amounted to but \$2,500,000. Two years later the number of active organizations had increased to forty-three, with an estimated membership of 17,849, and an annual business of \$6,450,000.

About 1920 the regional type of association for the cooperative marketing of tobacco was developed. This new kind of organization aimed to serve the growers of an entire producing region. The first of these farmers' enterprises was the Maryland Tobacco Growers' Association, formed in 1920. This organization undertook to serve all the growers in the Southern Maryland producing section.

In 1921 the Burley Tobacco Growers' Cooperative Association began functioning at Lexington; and the same year the Virginia and Carolinas' association, the Dark Tobacco Association, the Connecticut Valley and the Wisconsin associations also began operating. In 1923 the Miami Valley association began business.

Membership and Production

In the following table the associations are listed in their chronological order and their present membership is given:

Association	Year Organized	Number of Members, 1925
Maryland Tobacco Growers' Assn., Baltimore, Md.	1920	4,600
Burley Tobacco Growers' Coop. Assn., Lexington, Ky.	1921	108,300
Tobacco Growers' Coop. Assn. (of Va., N. C., & S. C.), Raleigh, N. C.	1922	97,500
Dark Tobacco Growers' Coop. Assn., Hopkinsville, Ky.	1922	71,000
Connecticut Valley Tobacco Assn., Hartford, Conn.	1922	4,200
Northern Wisconsin Coop. Tobacco Pool, Madison, Wis.	1922	7,800
Miami Valley Tobacco Growers' Assn., Dayton, Ohio	1923	4,900
Total		298,300

These associations are probably handling 98% of the tobacco marketed cooperatively in the United States. The number of pounds received from the different crops by each association is given below:

	1921-22 Pounds	1922-23 Pounds	1923-24 Pounds	1924-25 Pounds
Burley	119,914,613	197,009,743	245,307,781	171,344,953
Va., N. C. & S. C.	163,543,820	180,137,952	103,834,844	103,834,844
Dark	175,057,787	173,568,632	90,391,821	90,391,821
Conn.	26,901,714	35,111,079	30,740,308	30,740,308
Mid. ¹	8,088,660	9,500,000	14,700,000	15,143,000
Wis.	30,630,692	30,654,445	14,953,685	14,953,685
Miami		19,742,000	5,051,622	5,051,622
Total	128,003,213	602,643,756	699,421,889	431,460,233

¹ To August 10, 1925. ² To August 31, 1925. ³ To September 5, 1925. ⁴ For the year 1920-21 Maryland received 6,533,100 pounds.

While the sum given above as the total for the 1924-25 crop will be increased slightly when (Continued on page 15)

Miami Valley Tobacco Again Supreme Despite Many "Tribulations"

How the Farmer and the Pool Recovered from a Depressing Situation—Detail of Conditions—Farm Grading Replaced by Warehouse Method—Selling Old Crop and Packing New—Costs of Operation—Improved Methods—Optimistic Outlook

By FRED SHEAFFER

*President of Miami Valley Tobacco Growers
Co-operative Association*

MUCH has been written and heard of the worth of the co-operative marketing plan of disposing of farm products, and of the benefits derived by farmers affiliated with such movement.

Comparatively little has been written, however, of the struggles and trials confronting each individual association, and of the great amount of educational work necessary for the ultimate success of such ventures.

As in any and all business ventures, too much cannot be expected in the first few years of operation of any co-operative marketing association. There are bound to be mistakes, natural ones, but often misconstrued, and only through such mistakes can corrections be made, so that in the end a perfect-working machine can be operating for the best interests of the grower-members of the organization.

Probably in no community in the country has the co-operative marketing plan of operation for the disposition of farm products received as severe a test as that given the Miami Valley Tobacco Growers Co-operative Association.

Many Difficulties

This organization has met and withstood, to date, every conceivable situation and condition, many of which would cause an ordinary business organization to cease operations, in the two years of its existence. And now it is about to enter the third crop year, with every indication for a bright future, and for greater co-operation from the growers than has been given in the past, and for greater production on their part, for the success of the association.

The crop year, now closing, has been probably the most stormy experienced by any co-operative marketing association in any district in the country.

Despite criticisms, some just, but most of them unjust, false charges, misunderstandings of promises made to growers during the first crop year and which present officers naturally could not fill; and last, but not least, a minority group of disgruntled grower members and trouble makers, the association has just completed what is regarded as the most successful crop year in the history of the Miami Valley.

This statement is made on the basis of grade, quality and quantity of tobacco raised and produced by the farmers affiliated with the organization.

To fully understand the situation, however, it is best to begin from the time the present officers took hold of the organization in November of 1924, and review, in detail, some of the trials and experiences they have had to confront and bear.

Review of Conditions

Conditions in the association when change of management was effected, were anything but good. There remained on hand in the association's warehouses, 43,000 cases of tobacco of the 1923 crop, which represented tobacco of the second and third grades, and frosted tobaccos.

With growers clamoring for payments on their crop, officers first were beset with the problem of disposing of the tobacco at a price that would, in a measure, reimburse the growers somewhat in keeping with the promises that the first officers of the organization had made to them when they signed up for the five years.

To begin with, advances on the tobacco were made far in excess of the proportion of what

such tobaccos could be sold for, and some growers received a greater advance than others, despite the quality or grade of the tobacco sent to the warehouse.

This was the first problem of the officers;



Upper: Connecticut type grown near Verona, Darke County, Ohio. Lower: Priming for binders; note mammoth size; both grown by Walter Heller, of Greenville, first time in Ohio. Photos by courtesy of J. H. Smalley, of Smalley & Company, packers, of Verona.

accordingly months were spent in checking over such advances and preparing and equalizing payment on the second advance to the growers.

Farmers, when apprised of such a move, nat-

urally could not see the purpose of such equalization, and disgruntled ones made a vigorous complaint. It took several months more to explain to them how matters were handled wrongly the first year, and why such equalization was necessary.

Farm Grading

Then again, tobacco shipped to the association warehouses during the first year was graded on the farm, and the farmer was entrusted with the task of seeing to it that all tobaccos were packed and shipped in marketable condition. After the tobaccos reached the warehouses they were placed together, regardless of size, or contents, were not opened; and still, not knowing exactly what the cases contained, the farmers could not understand why it was necessary to check over all such tobacco, and size and pack it according to quality, and the like.

Noting, at once, that the tobacco in the condition it was in, as received in the warehouses, was unmarketable, the association set about to engage a sales manager who could handle and supervise such crops, and dispose of it to the best advantage to the association and to the grower.

Accordingly, Morris E. Stern, recognized as one of the leading tobacco brokers in this part of the country, and an expert in the knowledge of tobacco handling, was appointed to the position of sales manager.

By careful and tedious checking and rechecking and sampling of all the tobacco on hand, the tobaccos were sized and repacked in accordance with grade and quality, and prepared in other ways for the market.

Old Crop Sold

It is indeed a creditable matter to be able to say that within six months after Mr. Stern took hold of the position, he had disposed of the 43,000 cases of tobacco of the 1923 crops.

Tobacco merchants throughout the country, who heard of his achievement under conditions as they existed, were loud in their praises of Mr. Stern and his work, and they stated freely that growers of the association were indeed fortunate in being able to dispose of the tobacco at a price exceedingly above what the tobacco ordinarily would have brought on the market under the same conditions.

Profiting in the mistakes made by officers during the first year of the operation of the pool, heads of the association this year began to do their share toward educating the growers in the proper methods of planting, cultivating, packing and stripping tobacco, so that the tobacco, when finally placed on the market, would bring higher returns to the association, and, of course, to the growers themselves.

Very Satisfactory Year

How well they have succeeded is shown by the fact that the year 1925 will go down in the history of the Miami Valley tobacco trade as the best tobacco year for farmers, from the standpoint of quantity of production, quality of tobacco, and of the high grade given that tobacco, from a survey in the field, which can be credited mainly to educational work carried on among the growers.

In all, it is expected that the Miami Valley will produce about 40,000,000 pounds of tobacco, which is about sixty percent more than was produced in 1924.

It is also well to note that the quality of the



Various scenes in the famous Miami tobacco belt, showing the bumper crop about to be harvested for the cigar factories of the nation.

tobacco grown this year is far better than produced in 1923.

While educational work was being carried on among the growers in the fields, and while farmers were preparing for a better crop for the year 1925, officers were busily taking care of the 1924 crop, which was ready for shipment to the warehouses.

This latter work, of course, was carried on soon after the officers took hold of the management of the association. First of all, the growers were instructed in proper methods of sizing their tobacco, so that all leaves of one size could be boxed together for better distribution on the market.

Farm Grading Eliminated

Then, again, instead of having the tobacco graded on the farms, the growers were ordered to deliver their tobacco to the respective warehouses of the association, where the work of sampling was conducted. Samples were then sent to the association warehouse in Dayton, where they were inspected under the direction of Charles Strobel, who has been engaged in this work for more than forty years.

On arrival in the warehouses, samples were taken from different parts of each case, and then sampled and graded for quality and size, after which they were consigned to warehouses where other cases of similar quality and grade were stored and repacked.

Where tobacco was found to be affected by rot, or high case, it was given immediate attention at the warehouses, thereby saving the farmers the loss of their crops.

In this manner, much of the tobacco, that ordinarily would have been a total loss, was saved.

Improved Methods

By grading the tobacco in the association warehouses, instead of on the farms, officers of the association could get a better idea of what the cases of tobacco contained, and to judge the quality and grade of the tobacco therein.

As soon as the tobacco was graded, the cases were marked with the grower's crop number, grade and quality of the tobacco which he sent to the pool.

A crop sheet then was prepared, a copy of which was sent to the farmers, giving them a detailed report of how their crop was graded and what they could expect in the way of financial returns for their efforts.

As soon as all of the tobacco was received and graded, an advance payment, based on seventy-five per cent of the loan value of the crop, was made to the growers. Further payments were promised as the tobacco was disposed of on the market, in accordance with the marketing agreement entered into by the growers at the time of the sign-up for the establishment of the organization.

This above mentioned method of handling the crops has proven its worth, and is held to be far superior to that employed by the association in the first year of its existence; greater efficiency and better results being obtained.

Court Actions

In mid-season the officers of the association

were confronted with a court suit instituted by a group of disgruntled members, who sought to have a receiver appointed. They wanted to have their crop contracts returned to them, their contention being that fifty-one per cent of the membership had signed a petition calling for such an amendment to the bylaws. This would permit of them resigning from membership in the pool at will, and to have their contracts returned to them with such a decision.

What is regarded as a complete victory was scored by the association when attorneys for the plaintiff and complaining growers called off the suit several weeks after it was filed. Their contention was that there were no grounds for such action. This decision was reached after their attorneys had gone over the books and records of the association, aided by officers of the pool, and after they had seen for themselves the great savings effected in the operation of the association during the year 1924, over that of the preceding period.

A victory also was scored by the pool during the latter part of the year in the decision of the Court of Appeals of the Fourth Ohio District at Georgetown, judges of which ruled that the crop pooling contract of the Burley Tobacco Growers Co-operative Association was valid and binding upon the growers. This had been one of the contentions of the disgruntled members of the pool, but as the Burley growers' contracts are written similar to those of the Miami Valley growers, the one case was held applicable to the growers here.

In the matter of the return of the crop con-

(Continued on page 17)

Scientific Soil Development Will Do Much For Tobacco Farmers

Soil Science and Seed Mean Money to Leaf Growers—Competition a Matter of Co-Operation With Facts—Worn Out Land Prevented by Knowledge — Seed Science Will Eliminate Root-Rot—Plant Breeding Benefits Crop—Better Crops

SOIL, SEED AND SCIENCE form an excellent combination. When you get right down to fundamentals of production and marketing the successful tobacco grower is the one who can produce tobacco cheaper and better than his neighbors; and, by virtue of this fact, profitably market a larger quantity at a lower price, or command a higher price because of recognized quality. To do this, the grower must rely upon either intuition, luck or science. Intuition and luck are rather hazardous sources of profits, and science may fail; but, when it does, it is because of lack of sufficient scientific knowledge, or because of unavoidable circumstances. This lack of sufficient scientific knowledge is nowhere more generally recognized than by those who are constantly trying to discover new truths. On the other hand, there is abundant evidence that

By PROF. JAMES JOHNSON

*Wisconsin Agricultural Experiment Station and
United States Department of Agriculture*

the scientific knowledge now available is not adequately utilized in agricultural practice.

Take the matter of soils as an illustration. All observing tobacco growers recognize and admit that soils have been undergoing changes, during the past twenty-five or fifty years, which makes it seem no longer possible to maintain the yield and quality of leaf produced a generation ago. These changes in the soil have not come about suddenly, nor is the change completed by any means. It may be likened to a slow but insidious chronic disease that sometimes has its victim wholly or partially incapacitated, but at other times is conquered by vironment or other temporary remedial measures. The farmer should not be misled, by

occasional good crops, into believing that his future problems are simple; nor, on the other hand, should he be misled by occasional crop failures into a belief that his land is "worn-out." Somewhere between these extremes lies an average which is steadily being lowered, except as it is compensated for by new and improved methods of combating the decline. In fact, through science there are excellent prospects that the soil may be made to yield better crops than ever before.

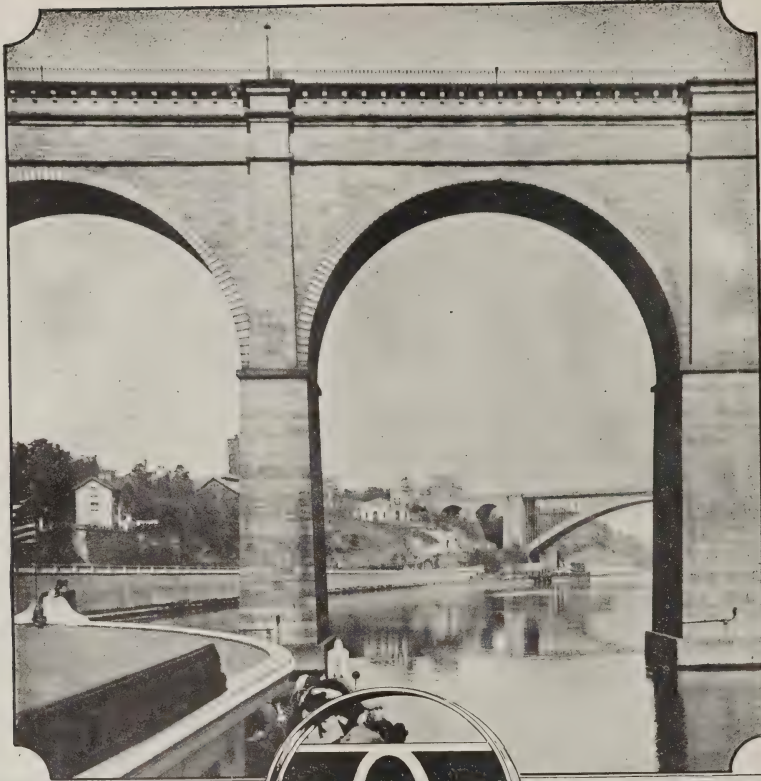
Soil Science and Tobacco

Science has long since demonstrated that soils may be mined of their fertility, and that unless plant food is returned to the soil, the land will eventually wear out. This the tobacco grower has known for years. But plant food is not the only soil factor which determines its productivity. More recently it has



Connecticut Havana 38 at left, and Havana 142 at right. Planted at same time and given same care on land infested with root-rot. Havana 142 is being tried widely.

Ordinary standup white Burley at left, resistant standup with Burley at right. On root-rot infested soils the resistant strains completely outgrows the ordinary strain.

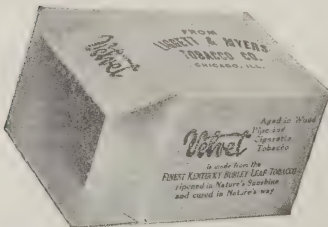


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come to be generally recognized that a tobacco soil may become a reservoir of a disease, which may partially or completely ruin crop prospects. Although this disease, now known as root-rot, undoubtedly caused large losses decades ago, it is only within the last ten years that growers have had a speaking acquaintance with it. There can be no question but that the disease will increase from year to year, and lower the productivity of tobacco soils, except as it is combated by improvements of one sort or another.

A third factor has recently come to the front as an important element in the productivity of tobacco soils. For present purposes it can be referred to as "crop-effects," that is, the influence of one crop on the yield and quality of

the succeeding crop. This sounds like an old theory, which it is, but it may soon be put in the realms of scientific fact in such a way that the tobacco grower may profit by this knowledge in planning his rotations. It seems at least evident that most farm rotations act deleteriously on the growth of tobacco, and that no rotation at all favors root-rot, so that good crops could eventually only be secured by permitting the land to go back to its virgin state for a period of years; that is, "resting" the land before again planting to tobacco. The situation is not, however, as hopeless as this. Continuous culture of tobacco on the same land would ordinarily be profitable if it were not for root-rot, and this is where the importance of the science of the seed comes in.

It has been found that it is possible, by breeding, to develop commercial types of tobacco which are very resistant or practically immune to this menacing root-rot disease. Nature has provided the way, and all that it is necessary for man to do is to develop the necessary patience and good judgment, and to perform the necessary work to bring about the required result. A beginning has only been made, but while the work is only in its infancy, a few strains of tobacco have been developed which are being grown commercially and look promising. The ideal has not yet been reached, and may not be for years to come, but when the need and the demand becomes sufficiently great, science will already be there "with the goods," or ready to lead the way.

Wisconsin Offers Fine Cigar Leaf to Expectant Manufacturers

This Year's Crop a Bumper and Banner One—Cigar Manufacturers Should Be Informed About It in Detail—Half of Crop is Binder—Peculiar Market Has Prevailed—Situation Now Cleared—Pool in Good Shape—Leaf Men Active



ISCONSIN'S sheds are curing the 1925 crop of tobacco, a crop that many packers hold is the best one the State has ever grown. The drastic acreage cut, resulting from the poor crop of '24 and its poor prices to the grower, has been wiped out by the big leafy yield of the acreage actually planted, so the state's crop will be almost normal this year.

Never in history, perhaps, has a crop gone into the shed in this state with such an absolute lack of blemish. There is no hailcut, no worm-eaten, windwipt, nor rusty tobacco to be found in any consequence. Root-rot and wildfire were merely names, and memories like the "vacant chair."

The thin ripe leaves of the '25 crop are totally devoid of "darks," except a few top leaves of some of the late crops in the stemming districts. Fine curing weather has been the rule, and the golden-brown of the hanging tobacco is eloquent testimony of the manner in which the tobacco is responding to the favorable weather conditions. The leaf is spready and thin, and burns as freely as any tobacco ever burned. Burn is a problem that seldom bothers the user of Wisconsin tobacco, and the crop of 1925 burns as freely as a high grade wrapper.

Very Little Damage

Practically the only damage sustained this year by the growing tobacco was a thin strip of hail near Viroqua, with damage totalling under a thousand acres, and a rather protracted dry spell in Trempeleau and Buffalo counties. As neither one of these counties raise much tobacco, that damage was also slight. All in all, the curing crop is one of the greatest promise, and this fact is welcomed by the whole cigar industry.

Just as the industry has forged underway to success in its long struggle to put a nickel cigar on the market that is a really good smoke, it is most opportune that Wisconsin has produced a spready, light colored binder of the freest burn. All indications of the day point to the fact that the Wisconsin packer will be in a position to offer good binders of high yield, at prices that will be right to the long suffering cigar manufacturer.

The nickel cigar that leads the smoker to swear off cigars, for some other form of smoke, is a deadly enemy to a troubled industry, and will never help raise cigar consumption to the ten billion mark. It should no longer be necessary for the small manufacturer, of limited purchasing power, to resort to shoddy materials if he wants to make a class A cigar at a profit, if the other tobaccos in the smoke are as plentiful

By "BADGER"

and as high in quality as the '25 binders will be.

Not only for the five cent class, but for all classes of cigars that are made with a domestic binder, will there be found goods of exceptional quality in Wisconsin. The finest and fluffiest northern will be marketed in abundance out of the '25 crop, and the intermediate B and C class binders of the northern will be on hand, also.

With the crop almost made, the packers, and

sheds should prevent any damage happening to the hanging tobacco.

Manufacturing Information

The avenues of information to, the sources of raw material for many manufacturers are often unsatisfactory things. It is not surprising that most cigar manufacturers will not know about the exceptional quality of the light colored Wisconsin crop of 1925 except by hearsay. The writer had this well exemplified the other day while conversing with a visiting packer from the northern tobacco belt. A man of long and successful experience in the tobacco business, he is a keen judge of tobacco. He was shown a sample of southern tobacco of exceptional quality, and he raved over it, as many of the old timers are doing.

"Why," he said, "I never had any idea that you had any such tobacco as this down here this year! I knew you had a fine crop, but this is the best southern I have ever seen."

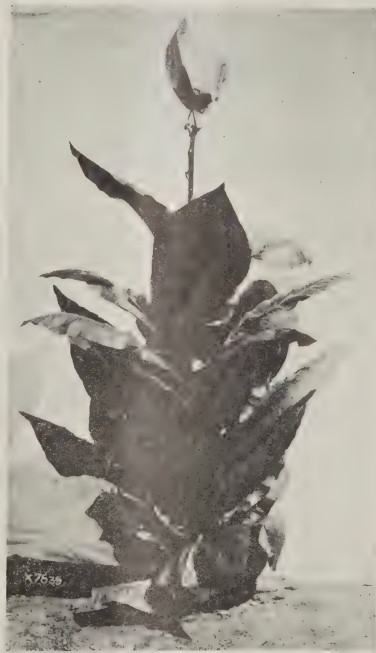
"Well," was the response, "Could anything be more timely for manufacturers of A, B, and C cigars, if put up for sale at reasonable prices, than Wisconsin '25, such as this?"

"No," he answered, "But they do not know about it! Not even some of the big companies—they do not know! Here I am, a neighbor, and I did not know about it. It is the same with the northern as with the southern, the best northern is the best that I have ever seen. If inertia has kept me until now from finding out the quality of the southern of my own state, it might keep the manufacturer from knowing about it for a long time."

Half Binder Crop

An analysis of the 1925 Wisconsin crop can perhaps be summed up by saying that fifty to sixty percent of the crop will be high class binders. If it were a boom year for the cigar industry, the entire crop would be usable almost, except the shorts and seconds in it. The northern fields have not quite the same high uniformity the southern have, but the good northern, perhaps slightly under fifty percent, is as much above the northern average, as the southern is above the southern average.

The small patch of northern which was hailed this year, and the drouth in Trempeleau and Buffalo counties, are the reasons the north has a slightly lower binder content than has the southern. As it is, the Federal Department of Agriculture, in its official crop estimate, placed the Wisconsin condition as of ninety-five, or five points higher than the nearest other cigar leaf producing state. Just what the Federal estimate would have been without the acreage



Seed-plant of Havana 142. Besides being practically immune to root-rot, this type possesses other desirable characters such as a large number of leaves. Shows promise of good quality.

Photo by courtesy of Prof. James Johnson of the University of Wisconsin.

the pool alike, will pass on to the trade a memorable crop. The only risk it has still to run is shed damage, and the danger of high case at the time it will be taken down. Shed damage risk is practically over for the intelligent grower, as all of the crops but the latest ones are well cured out by now, and intelligent care of the

The SUNSET TRAIL, a stand-pat 5c. cigar for ten years, is the product of a reliable factory devoted to the policy of making nothing but a 5c. cigar.... It does not aspire to higher-priced merchandise because it knows that the best products on earth are the products of profound concentration and, furthermore, that there is a permanent place in the consumer-demand for a low-priced cigar of such high quality as only mass production and devoted concentration can produce.... The SUNSET TRAIL 5c. CIGAR can be had in three attractively convincing styles of packing.... Single-Banded, Five-In-Foil and in Lithographed Tins.... Our proposition to Brokers and Jobbers is very attractive.... Write the makers.... The Roby Cigar Company of Barnesville, Ohio.

cut of a full twenty-five percent for 1925, it would be difficult to imagine.

The source of supply of raw material is an important one to any industry. Those prophets who maintain that signs are not lacking to indicate the industry is beginning to turn the corner, will find no opposition insofar as the raw material question is considered. It is the first bumper crop Wisconsin has produced since the post war deflation.

If the horizontal cut in revenue is carried out according to the frantic pleas of the manufacturers of the trade, another load will be partially lightened, even if the tax load will still be heavier than healthy conditions would warrant after the cut is made.

Hard Knocks for All

Any summary of the annual condition of the state of Wisconsin would be entirely inadequate without a word concerning the big farmers' co-op. To say that it has not had cruel struggles, and its full share of hard knocks, would be absurd, and should infuriate no one.

Any such depression as the entire cigar business has endured, the past few years, is bound to bring its full share of trials and disappointments to every corporation in every line of the industry. If it has drawn more than its share of attention, it must be remembered that it is the biggest tobacco concern in the state, and publicity is the inevitable attribute of all giants. Its shareholders are the rank and file of a good share of the farmers of the state, and their experience in commerce has not been as wide and comprehensive as the packer, or manufacturer. But the pool is still at the old stand, doing business the same as ever. It is well financed, and has built up an able organization.

Peculiar Market

An October review of the year's market brings out the fact that the market in this state has been a peculiar one this year. It has also been a changeable one, and has varied from the usual in more ways than one. Instead of the periodical dull season for three months after the holiday rush, the market for old goods in this state remained very zippy and full of vigor until well into March.

Then, about the time the market would ordinarily begin to pick up, it went into a quietude packers will never forget. The market was just as dead as it could possibly get for almost three months.

During the last part of June small inquiries and deals began to be made. The movement gradually grew in volume, and has maintained a steady pace since, but it has been distinguished from any former season by the multiplicity of small sales. The hand-to-mouth buying, so evident in other industries, had become the rule in the state almost overnight.

Small Deals

Not over eight or nine deals of blocks of four hundred cases, or over at a time were consummated all summer and fall. More deals from fifty to two hundred cases of binders were made, but the astounding part was the number of shipments of under fifty cases, and their frequency. Packers' grumbles at the smallness of the average sale soon gave away to astonishment at the way the piles in their storages melted away under the steady nibbling of small shipments. About three hundred cases a week has been the average amount of tobacco shipped out of Wisconsin points by small doses the past few months.

Meanwhile, the market for bulked B's had

been still livelier during the summer, and at this writing the market for old Wisconsin bulked B's has been sucked as dry as a bone, with would-be buyers still asking for them. The only B's available will be the '24 B's, which will shortly come out of the resweating bulks, and, incidentally, a B of surprising mildness and free burn.

Anxious seekers of B's have requested that samples of the '24 be sent to them as soon as the bulk shall be torn down, in spite of the fact they are still a month, or so, away from being finished. The Wisconsin B's disappeared during the war on account of the high prices for stemming, which reached thirty cents a pound in the bundle.

But, in 1920, they again appeared, and the B's of the last three years have certainly established a reputation. They have established the unique record of having every buyer who has used Wisconsin B's, since then, repeat his orders every year. This has caused an ever increasing demand for Wisconsin B's the last few years.

Market Now Cleared

So October, 1925, finds Wisconsin in good shape to meet the good new crop. The old war

It can be seen what a small supply is on hand, when one remembers that fifty thousand cases are the ordinary minimum for any one year; and, especially so when under fifteen thousand cases must supply the trade until after the good 1925 crop shall be sampled in the fall of 1926.

Never in the history of the state has such a small supply of old goods been on hand to meet the requirements of the general trade. Even the big factories, that have their own branches in this state, such as the General Cigar, Fendrich, American Cigar, etc., whose supplies are not included in the above tabulations of '23 tobacco only, even they are reported to be shy on their usual amount of binder goods.

Ready for Business

So it can easily be seen that the condition in this state is unusually healthy, and that there is an actual scarcity of goods to supply the trade until the crack '25 crop is ready for use. The federal agricultural department officially estimated the 1925 crop, as of October 1, at forty-eight million pounds, as compared to the September 1 estimate of forty-five million pounds, or an increase of six and two-thirds percent.

No description of the October situation in Wisconsin would be complete without a brief



One of the early experiments with resistant strains. The rows that fail to grow are ordinary burleys; the others are selections for resistant types.

baby packings of 1918, '19, and '20, put up by the various local Societies of Equity, have been cleared away, as have the various holdover packings of packers.

The '21 and '22 have gone by the boards, except a small amount of '22 still held by the farmers' pool; under a thousand cases in all. The '23 binders, the crop being sold this past summer and this autumn, have been well bitten into. There is no northern of that beautiful crop left, and less than three thousand cases of southern, not enough to last to the coming holidays, are held today outside of the pool.

Totalling the entire amount of '22 and '23 binders for sale in the state, both in and out of the pool, the amount will be under ten thousand cases; perhaps eight thousand would be as good as any guess.

The '24 crop was the poorest ever grown in the state, taking the general average, and but a few thousand cases were found of good binder quality. There were only six thousand cases of binders packed out of the '24 crop, both in and out of the pool, and but a few hundred cases of B's and shorts.

mention of the Wisconsin Leaf Tobacco Dealers' Association, that young organization which has given such a good account of itself while still a mere infant of less than two years.

Formed at the first annual golf tourney at Edgerton last year, it has given every man in the tobacco trade in this state sterling service in matters that are actual and real, and has resulted in the saving of money.

Its officers are Andrew McIntosh, Edgerton, president; W. T. Jefferson, Sparta, vice-president; Walter Mabbett, Edgerton, secretary; and Henry Scott, Stoughton, treasurer. They were reelected as signal appreciation, by the members of the association, for their energetic and able representation of the organization last year.

Fighting Freight Rates

But a short time after the organization of the association last year, at that memorable event in Edgerton, one of those occasions arose that only an association could successfully cope with. The railroads began a campaign to wipe out the concentration freight rates, in fact, if not in

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name, a campaign against which no individual could have coped, and which would have cost the dealers in this state thousands of dollars a year in increased tariff on concentration shipments.

By their opportune appearance, and concerted able action in conjunction with the association's traffic attorney, they have succeeded in fighting the measure to a standstill, temporarily, at least, and the hopes of permanent success are high. By this brilliant success, alone, they have justified the existence of the association in the eyes of every tobacco man in the state.

Protecting the Dealers

The officers of the association also appeared before the marketing commission at Madison on October 13 in regard to determining the application of the new wholesale produce dealers' law to tobacco dealers. The new law is to go into effect January 1, 1926. The three sections most pertinent to the tobacco dealers were declared, by Alvin C. Reis, assistant attorney general, and also counsel for the department of markets, to be the following ones:

1. No person shall act, or purport to act, as wholesale produce dealer after January 1, 1926, without a license issued by the department.
2. The department, upon application by a wholesale produce dealer, accompanied by a fee of \$5, and upon presentation of satisfactory evidence as to reputability and reliability of the applicant, and upon the filing of the bond as herein provided, shall issue to such wholesale produce dealer a license to act as such.
3. The department may, after public hearing, issue such general orders as are reasonably necessary to assure fair business dealings by wholesale produce dealers with persons from whom they may buy produce, or for whom they act as agent to sell produce.

Tobacco Dealers Loophole

Under the law no produce dealer will be able to complain about cars consigned to them, and it is aimed at "scalpers." It was not meant to apply to tobacco dealers, but the marketing department has to face the application of the law in spite of that inadvertence, unless the dealer can prove that he is a manufacturer, one of the provided loopholes in the act.

A committee is to be appointed by the association to appear at a later hearing and present arguments to prove that the packer processes the tobacco, and it is no longer a perishable product when it leaves his hands, thereby following in the footsteps of the pea canners, who evaded coming under the application of the law in that manner.

It is in such ways that the association has demonstrated its usefulness in this state. Ever since its inception it has operated hand in hand with the national associations in all common problems, such as the present agitation to reduce the revenue horizontally on cigars, and to abolish the nuisance tax. It is a close knit, actively functioning body, and the packers and

dealers of the state are fortunate in having it.

Seed Problem

The seed question has been another problem that has beset the industry of the state for many years, and is now being gradually overcome. Once more the pure strains of Spanish-Connecticut and Connecticut-Havana are standard types in all of the good growing sections. The old hybrid strains, with their output of many dark leaves and many stiff ones, are still used somewhat in the stemming districts, but they are no more to be commonly found in the binder territories.

The fertilizer question has been coped with most successfully by encouraging the dairy industry among the Wisconsin growers. It is, perhaps, the main reason that the burn of Wisconsin is never a problem as serious as in other sections of the country. This is because of the large herds of ravenous eating Holsteins which are forced fed the year round in order to insure a high flow of milk. A copious supply of barn yard manure, well spread out on the field, is the surest guarantee of a free burning binder of quality, and the Wisconsin farmer is the best dairy man in the United States.

Basically Sound

Thus we find the basic conditions of the Wisconsin tobacco industry in unusually sound condition, and able to take the fullest advantage of any upturn in the nation's business. Should the sales of A and B cigars curve upward on the charts of coming months and years, the Wisconsin grower and packer will flourish accordingly.

The binders, for the higher classes of cigars raised in this state, have been eagerly snatched up every year, with every sign of a still hungry market at the last sale. And with the smallest supply of tobacco in cases in many, many years, the decks are cleared for the oncoming crop of the 1925.

A copious supply of binders for that good nickel cigar should be available at reasonable prices; and, as much as the industry should need in coming years. The Wisconsin dealer realizes that the poor nickel cigar must go by the boards forever, if the industry is to prosper; and, as important, the nickel cigars must be good, and be kept good if the ten billion mark is to be reached. The B class cigar will be always with us. It has a distinct place in the industry. And it must be the A and the B cigars that shall furnish the bulk of the increase among the wage earning smokers.

Cigars Must Be Sold in Quantity

Finishing these musings, which are perhaps as hazy as distant hills in these days of Indian Summer, and speaking of the ten billion mark for cigars, how many cigarettes would be sold a year if they were merchandised one at a time, instead of twenty at a time?

Who would you get to sponge a smoke off of away from a store? Is not a man, with a package of goods to smoke in his pocket, a

traveling donator when with friends while these smokes last? It seems to the writer that the eternal question of what is wrong with the cigar industry has dwelled enough upon the length of the smoke, the multitude of shapes, and the dopey after effect of big cigars on inside workers, etc., but it appears to me that the method of merchandising them is rather medieval as long as it concentrates upon selling them one at a time.

Culture of Tobacco

(Continued from page 6)

the revised reports are made by the associations, the figures are approximately correct.

Pool Progress

The comparative figures show that the Wisconsin tobacco growers are not resting on the past fame of their industry, but are live wires forging ahead to greater achievements. At a recent meeting of the Pool, held in Madison, Wisconsin, the following statement was issued to members:

In 1922 your pool established a grading system where none existed before, and each year since has improved that grading system, and now tobacco is sold on a basis of quality and that was what you hoped for in 1921. The pool has not "dumped" any tobacco, as was done in 1921, but has succeeded in marketing the crops orderly; that is, each crop over a period of six months to one and one-half years, instead of three months, as was the old practice. Your pool is a tremendous factor in the Wisconsin tobacco market.

This statement shows how Wisconsin growers feel about the prospects of their industry. It is a virile statement breathing the well grounded enthusiasm of the Pool members and growers.

Ohio Got Early Start

Ohio started ahead of Wisconsin. The early records show that in 1839, Ohio marketed a crop of 5,942,275 pounds of tobacco, compared with only 115 pounds in Wisconsin. The Ohio production in 1914 was 78,120,000 pounds valued at \$6,875,000, from an acreage of 86,800. This is compared with 53,808,000 pounds, valued at \$5,919,000, from an acreage of 45,600, in Wisconsin.

The Ohio crop in 1924 amounted to 17,000,000 pounds, and this year's is estimated at over 30,000,000 pounds. Again compared with the Wisconsin crop of 37,000,000 pounds in 1924, with an estimated crop of 48,000,000 pounds in 1925. The crop conditions in Ohio and Wisconsin this year have been exceptionally good, and fine figures are anticipated for the new crops.

The tobacco pioneers in Ohio were hardy, aggressive men, who laid the foundation for their industry well. The history of the industry has been checkered; but the growers have risen above all adverse influences, and have developed an active, economically valuable, and expanding industry. The outlook for the future of the industry today is most hopeful.



Twenty acre field of the Fred Eckhart Company's plantation in Viroqua, Wisconsin, of the improved Spanish Connecticut stock from their own seed.

GREEN'S TOBACCO COMPANY

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Established 1888



facts, a careful check up of the signatures of the growers who signed the petitions calling for the bylaws' amendment, showed that the required fifty-one per cent of the growers necessary for the adoption of the amendment, never was obtained.

It can readily be seen from the above that the work of the officers of the association during the year was anything but easy and pleasant.

Bright Outlook

However, every cloud has a silver lining and prospects now are for one of the best years in the history of the pool next year, with an even larger production and better prices and conditions for the farmers.

One of the chief problems of the association during the year has been the education of the growers to the co-operative marketing plan of distribution of crop funds, and the sales methods. Many of the farmers could not understand fully these phases of the plan.

One of the most pleasing features of the operation of the co-operative marketing system, and which proved conclusively its value to any community of growers, was the final report on the activities of the association for the 1923 crop year.

It had been the contention of the disgruntled members of the pool that most of the profits obtained in the sale of their crops was being wasted on office administration and salaries. This was proven to be untrue, as shown by figures in this report.

Operation Charges

It is shown, for instance, that there were 19,787,954 pounds of tobacco delivered to the association during the crop year, while total

office administration and field service, or, in other words, total expense, on the crop, was \$414,508.

On the per pound basis the actual cost of operation of the pool for the year was slightly over two cents a pound. Many packers in the valley, who have been engaged in the tobacco business for years, marvelled at such a record and many stated that under the same circumstances they could not have operated for less than twice that amount.

Co-operative marketing was not the only function of the pool during the year, but co-operative buying also figured in such operation, for the benefit and saving to the farmers. Paris green was purchased and sold to the farmers at cost.

At the same time, seeds were distributed to the growers by the association from those grown especially for that purpose by farmers who give this matter their special attention.

Other Benefits

Farmers who so desired had their land analyzed, and experts determined what grade of tobacco was best suited for cultivation on it. In this manner the best, and only the best, crops were grown on land that was best suited to that respective grade.

The primary purpose of such educational work, naturally, is for the purpose of bringing back to its former high place on the tobacco market of the country the Ohio and Miami Valley grown tobacco.

For years the Miami Valley has been recognized as the leading community in the country which supplied the cigar manufacturers in the general trade with the bulk of their filler tobaccos. Within late years, however, production

has decreased to a certain extent, and other fields necessarily have been called upon to supply the demand for such fillers.

With the organization of the Tobacco Growers' Co-operative Association, it was the chief aim to raise the standard of the tobacco grown in the Miami Valley.

Increased Production

With the educational program of the association well under way, prospects are very good for improving the grade of Miami Valley grown tobacco. Increased production, with the idea of popularizing it to an even greater extent than at present, if possible.

The association stands ready at all times to supply Gebhart, Spanish and Dutch tobaccos of the finest grades, all sized, packed in accordance with marketable standards, and ready for the manufacturer. When desired, the association also can resueat such tobaccos for the buyers.

Tobacco of the 1924 crops has been prepared for market, and samples have also been made ready for Mr. Stern. He is now accepting bids on this crop, and he has received numerous tentative purchasing offers, to be delivered as soon as the need is felt by manufacturers.

Taken all in all, the Miami Valley Tobacco Growers Co-operative Association has passed through its worst period, and everything looks bright for the future if the growers will get behind the pool and the officers they elect to serve them in an official way.

Indications now are that such support will be forthcoming, and with another year similar to the one just closing, in the matter of planting, cultivating and curing periods, the association truly will be on its way to permanent successful operation.

"Tobacco's" Directory of Tobacco Trade in Wisconsin and Ohio

Cigar Manufacturers in the District of Wisconsin

All Milwaukee, unless otherwise indicated.

Factory Number

- 1 E. H. Steffens, 210 E. Main st., Platteville.
- 2 Seth Warner Cigar Co. (Chas. J. Holdeman), 267 14th st.
- 3 Chas. R. Wurtz, 461 3rd st.
- 4 Thora Cigar Co., Inc., 389 10th st.
- 5 Miller Cigar Co., Inc., 316 Main st., Watertown.
- 6 Morris Levin, 716 Walnut st.
- 7 Ernest Viertel, P. O. Box 108, Stevens Point.
- 8 A. G. Dezoma Co., R. No. 1, South Sheridan rd., Kenosha.
- 9 Carl A. F. Tuck, 400 Ceape st., Oshkosh.
- 10 Albert Kachelski, 315 Madison st., Beaver Dam.
- 11 Vitalio Jordan, 450 E. Water st.
- 12 James M. Mulhain, High st., Mineral Point.
- 13 Joseph Kruta, 431 11th av.
- 14 R. E. Schulkoski, Shawano.
- 15 Martin & Rowell, 161 S. Main st., Fond du Lac.
- 16 Joseph W. Wais, Cashton.
- 17 Dunike Bros., Medford.
- 18 Joseph Kern, 3303 Center st.
- 19 Paul Janke, Howards Grove, Sheboygan, R. No. 2.
- 20 White House Cigar Co. (Wm. Herman), 104 S. Chestnut st., Marshfield.
- 21 Christian Meyer, 2319 Roosevelt av., Two Rivers.
- 22 William Kloth, 1401 16th st.
- 23 Frank L. Kehl, 540 Broadway, Sheboygan Falls.
- 24 Bernard Ullrich, Campbellport.
- 25 Zev Cigar Co. (George Walters), 1909 Galena st.
- 26 George Mattert, 627 2nd av.
- 27 Aschenbach Bros., 1803 N. 13th st., Sheboygan.
- 28 Henry B. Frey, Beloit st., Darien.
- 29 Felsheim Cigar Mfg. Co., Main st., Arcadia.
- 31 Reinken & Son, 835 S. 8th st., Manitowoc.

- 33 William Luck, 626 18th st.
- 34 James Murray, Minocqua.
- 35 Frank B. Riegel, 107 S. Vine st., Marshfield.
- 36 John Stier, 564 Walnut st., Appleton.
- 37 Simon Orsikowsky, Browntown.
- 38 Emil Dubrenil, 642 12th st.
- 39 Schluter Bros., 105 W. Main st., Watertown.
- 40 Ferdinand A. Krueger, 408 Division st., Watertown.
- 41 Miller & Doelz, 102 W. Main st., Platteville.
- 42 Pausch & Reinke, 15 Main st., Oshkosh.
- 43 Emil Franke, Baileys Harbor.
- 44 Mrs. Jacob Miller, 512½ Bridge st., Chippewa Falls.
- 45 Wm. H. Brawn, Glidden.
- 46 Castillo Cigar Co., 400 North st., Appleton.
- 47 Wilkowski Bros., 113 N. 1st st., Watertown.
- 48 Greenwood Bros., 730 St. Lawrence av., Beloit.
- 49 Alfred Manheimer, 636 N. 5th st., Manitowoc.
- 52 Emil Guenther, 1401 Pint st., La Crosse.
- 53 Manuel Orgaz, 457 23rd st.
- 54 Herrick Cigar Co., 2619 Vine st.
- 56 Famous Cigar Co., 591 5th st.
- 57 Geo. F. Koeppe, R. 1, Rock Elm.
- 58 Christ Aagaard, 708 Main st., Marinette.
- 59 Ed. Lipchow, 827 E. Payne st., Monroe.
- 60 Jacob Stern, 609 Pleasant st., Janesville.
- 61 Octavio Dugas, 1218 Galena st.
- 62 Jacob L. Polack, 1019 John av., Superior.
- 63 Wm. H. Greenwood, 371 W. Grand av., Beloit.
- 64 Wm. Ehrhardt, Reedsville.
- 65 Anderson Bros., Inc., 409 E. Main st., Menominee.
- 66 John Stulp, 951 College av., Appleton.
- 67 G. C. Kelin, Michigan st., Butternut.
- 69 John Borger, 687 34th st.
- 69 Felix Lassa, 921 10th av.
- 70 Emil A. Feige, 250 S. Main st., Hartford.
- 71 Edward Wells, Darien.
- 72 Elmer Hinman, 221 Walworth av., Delavan.
- 73 Edward T. Tolhurst, 96 Silver st., Hurley.
- 74 Louis Kindling Co., Inc., Stoughton.
- 75 Marcus Mussler, 1723 Cold Spring av., West Allis.
- 76 Charles F. West, 764 1st av., Eau Claire.
- 77 Gustave P. Richter, 837 40th st.
- 78 Chas. W. Bailey, 617 Prentice av., Ashland.
- 79 John R. Andrews, 704 18th st.
- 79 Peter Eggner, 805 Plankinton av., Cudahy.
- 80 Oneida Cigar Factory, 7½ King st., Rhinelander.
- 81 Frank Gutzel, Independence.
- 82 August Deeg, 571 3rd st.
- 84 I. Jendrzek, 803 10th av.
- 83 M. H. Goettmann, 9 Ceape st., Oshkosh.
- 85 Brawn Bros., 628 Jefferson st., Wausau.
- 86 Leonard De Less, 320 W. Farmers st., Monroe.
- 88 La Prenda Cigar Co., 102 Wis. st.
- 89 Norman & Terrill, 142 High st., Mineral Point.
- 91 New Holstein Cigar Co., 1910 Wisconsin av., New Holstein.
- 92 Alfred Anderson, 1222 Market st., La Crosse.
- 93 Sampson Leviash, 302 W. Water st.
- 95 Gallatin & Ising, 20½ Main st., Oshkosh.
- 96 Thos. F. McKeigue, 102-04-107 N. Franklin st., Janesville.
- 97 Fred G. Schultz, 703 Grant st., Kenosha.
- 100 Wm. H. Rau, Chilton.
- 101 John Hueth, 312 Main st., Green Bay.
- 102 Felix L. Roberge, 213 Water st., Eau Claire.
- 103 Franz Brunko, Mayville.
- 104 Max Huck, 2 N. Herman st., Mayville.
- 106 Wm. Schulenburg, 426 N. Locust st., Reedsburg.
- 105 Hans Rurup, 146 5th st., Spooner.
- 107 Rutten Bros. Co., 111 Crook st., Green Bay.
- 108 John Beck, Montgomery Bld.
- 111 Fred Jahnke, 1105 8th st.
- 112 Peter J. Babler, Monticello.
- 113 Jacob Jacoby, 782 Durkee st., Appleton.
- 114 Fred G. Schuette, Cedarburg.
- 115 Albert J. Hoffmann, 419 N. Main st., Rice Lake.
- 116 George Micka, 1 Rush st., Moniac.
- 117 Frederick Stussy, 308 Madison st., Eau Claire.
- 118 Joseph Kaas, 2446 Galena st.
- 119 Chas. C. Campbell, Shullsburg.
- 120 John K. Wiesenanger, 524 E. Water st.
- 122 Progress Cigar Co. (Albert Huse), 650 Pine st., Burlington.
- 123 Ruesch Bros. (Robert Ruesch), Medford.
- 124 Jacob Reis, 1142 Main st., Green Bay.
- 125 Lawrence Klinker, Tony.
- 126 Richard Sonnemann, 207 E. Doty av., Neenah.
- 127 Edmund Hussner, 900 Drew st., Appleton.
- 128 Joseph Surplice, 804 Chicago st., Green Bay.
- 129 Theo. J. Hueming, 638 S. Pine st., Burlington.
- 130 Charles Schunck, Jr., 121 S. Washington st., Green Bay.
- 131 Charles A. Jordan, S. Main st., Monticello.
- 132 Jules J. Bebean, 914 N. Jackson st., Green Bay.
- 133 Fernandez Celestino, 338 E. Water st.
- 134 Henry Roembach, Washington av., Kilbourn.
- 135 Kienzi Cigar Co., 110 3rd st., Watertown.
- 136 Schmid & Son, 129 Wisconsin av., Neenah.
- 137 La Salle Cigar Co., 869 Holton st.
- 138 Fred. M. Schwark, Main st., Alma.
- 139 Davis Herman, 519 Jackson st.
- 140 Hayden Blair, 507 2nd st., Merrill.
- 141 Van Cigar Co., 1267 Cherry st., Green Bay.
- 142 Jas. W. Fitzhenry, 1922 Wisconsin st., Marinette.
- 143 Chas. Bauermann, 25 N. Wisconsin st., Elkhorn.
- 144 Anton L. Kryshak, 310 3rd st., Wausau.

ANDREW JENSON & SON

Packers of
**WISCONSIN
LEAF
TOBACCO**



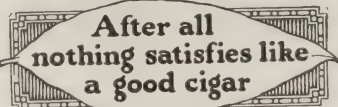
EDGERTON, WISCONSIN

Fully equipped for Resweating
Seedleaf Types of Tobacco ~

- 45 Charles Christen, 222 Division st., Watertown.
- 46 Emil Joha, 909 22nd st.
- 47 Oscar Hyatt, Brodhead.
- 48 Reid Ribbon Cigar Factory, 672 10th av., N., Wisconsin Rapids.
- 49 Louis Marowally, 607 Bridge st., Chippewa Falls.
- 50 Theodore Ziel, Prairie du Chien.
- 51 Frank J. Huber, 308 W. 2nd st., Ashland.
- 52 Sylvester Smits, Front st., De Pere.
- 53 Robt. W. Parsons, 409 W. 2nd st., Ashland.
- 54 Fred A. Sampson, 515 Glendale av., Tomah.
- 55 Arthur Ressel, 1282 Teutonia av.
- 56 Morris Abrams, 768 15th st.
- 57 Menominee Cigar Co., 606 15th av., Menominee.
- 58 Fred C. Reuter, 7 St. John's pl., New London.
- 59 Emil A. Heideman, West Salem.
- 60 Oscar Rehwaldt, 1833 N. 7th st., Sheboygan.
- 61 Frank J. Jonas (Mi Daily Cigar Co.), 407 Brawley st., Stevens Point.
- 62 Moses Lannoye, 312 Main st., Green Bay.
- 63 (Mrs.) Frank W. Bebo, 211 N. Church st., Sturgeon Bay.
- 64 Bollinger Bros. & Pepin, 802 High st., Chippewa Falls.
- 65 Joeanie Jovi, 537 3rd st.
- 66 Henry J. Kohlman, 1010 Park av., Racine.
- 67 Kate L. Grebly, 402 S. 4th st., Delavan.
- 68 F. C. Brockhausen, 135 Arthur av.
- 69 Badger Cigar Co., 444 E. Water st.
- 70 De Gremer & Co., Grand av., Neillsville.
- 71 James P. Johnson, 602 Douglas av., Racine.
- 72 John Strenge, 2005 Vine st.
- 73 John Rybicki, 209 Union st., Stevens Point.
- 74 Charles Rossberg, 601 Johnson st., La Crosse.
- 75 Wm. F. Kexel, 506 Woolcock st., Jefferson.
- 76 S. Rah Kerne, 2018 Clarke st.
- 77 Art's Cigar Co., 627 20th st.
- 78 Albert H. Klotz, 281 Scott st.
- 79 Fred Evert, Jr., 122 N. Main st., Prairie du Chien.
- 80 Herman M. Helbig, 806 E. Prospect st., Durand.
- 81 August Bartz, 314 5th st., Baraboo.
- 82 Burlington Cigar Co., 685 Reynolds st., Burlington.
- 83 Pasquale Marchetta, 723 Lloyd st.
- 84 Louis H. Schultz, 170 Main st., Reedsburg.
- 85 Anton Klestinski, 1009 N. 1st., Stevens Point.
- 86 Henry J. Ammann, Keil.
- 87 Otto Zarleng, 3019 Cherry st.
- 88 William Rediske, Mayville.
- 89 Joseph Gabat, Bangor.
- 90 Henry Becker, 426 Chestnut st., Port Washington.
- 91 Sam Stein (Post Office Cigar Co.), 596 7th st.
- 92 Edwin B. Richards, 46 E. 7th st., Fond du Lac.
- 93 Gus'ave Francke and John Klein, 1722 Fond du Lac av.
- 94 Reinhard Klabunde, 2514 Center st.
- 95 Jack Kniaz, 775-9th st.
- 96 Frank Malbon, 116 Corn Exchange, Janesville.
- 97 Rob. Lill, 821 S. 8th st., Manitowoc.
- 98 S. H. Luchsing, New Glarus.
- 99 James Francis, 134 Main st., Darlington.
- 100 Wenzel Schmirler, 81 Cleveland st., Oshkosh.
- 101 Harry Kaufman, R. No. 4 Box 9A1-West Allis.
- 102 Geo. M. Frenard, 100 Park av., Oconto.
- 103 Edward H. Knebel, 318 Gridley av., Platteville.
- 104 Pearl Cigar Co., 1909 Galena st.
- 105 Chas. Schmirler, 5 B'dway, Stanley.
- 106 Jack Gervacie, 285 Jackson st.
- 107 Chas. J. Weigel, 1419 S. 6th st., La Crosse.
- 108 Charles Springer, 218 High st., Mineral Point.
- 109 Fred Fischer, 1481 12th st.
- 110 George Luell, 212 Lake av., Ladysmith.
- 111 John G. Bitzer, 312 Farnum st., La Crosse.
- 112 Carl G. Trettin, 2nd st., Kaukauna.
- 113 H. J. Broezel & Son, Mauston.
- 114 Michael J. Wirth, New Holstein.
- 115 Wacław Kryszak, 604 Grant st.
- 116 Geo. Gollwitz, 115 Ann st., Waukesha.
- 117 Madero Cigar & Tobacco Co., Inc., 314 Madison st., Eau Claire.
- 118 Chas. Plotz, 1630 Vliet st.
- 119 James Baker, 7 E. King st., Rhineland.
- 120 Franz Schmidt, Thiensville.
- 121 Walter C. Jackson, Abbotsford.
- 122 Geo. M. Schneider, 310 E. Market st., Monroe.
- 123 Tony Saffrau, 240 Grove st.
- 124 Jacob J. Veling, 731 Lane st., Baraboo.
- 125 Albert Major, 413 King st., La Crosse.
- 126 Wm. H. Stark, 263 North st., Kenosha.
- 127 Nicholas Reinartz, West Bend.
- 128 Carl Liechti, Verona, Wis.
- 129 John Sery, 71 40th st.
- 130 H. Derksen & Sons Co., Inc., 148 Main st., Oshkosh.
- 131 Herman Furkert, 1014 Weil st.
- 132 Chick Cigar Co., 516 N. 4th st., La Crosse.
- 133 Louis Golper, 413-11th av.
- 134 Bruno W. Thom, 907 Western av., Janesville.
- 135 Coleman Cigar Co., 1921 Tower av., Superior.
- 136 A. Trier & Sons, 1810 N. 10th st., Sheboygan.
- 137 William Blunk, 493 32nd st.
- 138 Mi Lola Cigar Co., S'a. C.
- 139 Hebert Bros., 201 Bridge st., Chippewa Falls.
- 140 O'Brien & Rietdorf, 414th st., Hudson.
- 141 David Awerdick, 2nd 6th st., Oshkosh.
- 142 A. L. Wunderlich, Fountain City.
- 143 Mary Yarc, 805 82nd st., West Allis.
- 144 M. Rommelpfanger, 1304 21st st., Two Rivers.
- 145 Diegos Santos (Mi Vera Havana Cigar Factory), 102 Wisconsin st.
- 146 Robert Tunley, 517 Sherman st.
- 147 Marvin Marlow, Diamond Bluff.
- 148 H. G. Marquardt, 405 2nd av., Durand.
- 149 Raimund Gstoettner, 1428 Cherry st.
- 150 John E. Rauh, 715 Greenfield av.
- 151 John J. Schmetzer, 265 N. Park av., Neenah.
- 152 John Jacob Hahn, 212 N. Pleasant st., Kenosha.
- 153 Stanley Drabant, Sobieski.
- 154 John Henry Haas, Barton.
- 155 August C. Netzel, 609. Bellis st., Wausau.
- 156 John Liska, Jr., Hillsboro.
- 157 Sun Prairie Cigar Co., Railroad st., Sun Prairie.
- 158 Geo. Gondert, 1329 Erie st., Racine.
- 159 Zausch Bros., 624 Grand av., Port Washington.
- 160 Robert Frankel, 2804 Douglas av., Racine.
- 161 Robert J. Hahn, 879 23rd av.
- 162 Paul M. Steinke, 1016 White Rock av., Waukesha.
- 163 Emil Klos, 731 Jackson st., Wausau.
- 164 Michael Laffin, 272 W. Water st.
- 165 Emil Klenck, 190 4th av., Wauwatosa.
- 166 Frank Wolfram, 1453 Richard st.
- 167 Herman Kratke, Clintonville.
- 168 Wm. P. Mueller, 296 4th av.
- 169 John Penfinkel, 720 Franklin st., Stevens Point.
- 170 Wm. D. Castro, 491 Broadway.
- 171 Fred D. Bu-hop, 1410 1/2 New Jersey av., Sheboygan.
- 172 George Barth, R. 7, Green Bay.
- 173 Wm. & Val Fryuys, 117 Grand av., Wausau.
- 174 F. Behling, 936 16th st.
- 175 Henry Kishman, 93 28th st.
- 176 Patrick H. Garvin, 6 Wright st., Elkhorn.
- 177 Herman C. Henning, 604 E. South st., Stoughton.
- 178 Fred W. Kehl, 109 4th st., Marshfield.
- 179 Edward S. Esker, 802 Main st., Stevens Point.
- 180 Famo Cigar Co., Inc., 144 W. Water st.
- 181 William F. Lieske, 828 Hohart st., Eau Claire.
- 182 Bernard J. Plesser, 1026 College av., Appleton.
- 183 Albert Beyer, Sta. D., R. 2.
- 184 John M. Schroeder, West Bend.
- 185 Albert Kuickelbine, 722 S. 23rd st., Manitowoc.
- 186 Joseph Shabart, 1001 41st st.
- 187 Conrad Barthen, 336 W. Eim st., Chippewa Falls.
- 188 Geo. H. Bilington, 357 Highland av., Beloit.
- 189 Robert Leistikow, 728 Washington st., Wausau.
- 190 Celia Thaxter Cigar Co., 1004 4th av., Antigo.
- 191 Herman Vieweger, 992 30th av.
- 192 L. F. Schwahn & Co., 685 Fremont st., Appleton.
- 193 Jas. S. Chamberlain, 1706 Winter st., Superior.
- 194 Jaun Arocena, 450 City Hall sq.
- 195 Henry Dufenhorst, 346 Scott st.
- 196 Wm. J. Carnot, 405 Park st., Kaukauna.
- 197 Charles Horn, 407 Adams st., La Crosse.
- 198 Ashland Cigar & Tobacco Co., 301 W. 2nd st., Ashland.
- 199 Henry E. Neumann, 119 2nd st., Watertown.
- 200 Charles Jungman, 2314 1/2 Kilbourn av.
- 201 Wm. A. Bordley, Park Falls.
- 202 Wm. Schimmel & Son, 120 Main st., Watertown.
- 203 F. Gruetzmacher, 209 Main st., Ripon.
- 204 H. L. Tank, 327 Chestnut st.
- 205 Michael Frank, 435 4th av.
- 206 Frank Schlueter, 1289 21st st.
- 207 H. E. Sonnemann, 915 Garfield st., Watertown.
- 208 Fred C. Marx, 1106 Tower av., Superior.
- 209 Sylvester F. Trinko, Ridgeland.
- 210 F. Dernbach & Sons, 605 1st st., Wisconsin Rapids.
- 211 S'ariba Bros., Hammond Bldg., Superior.
- 212 Theodore Lucas, 113 Washington st., Portage.
- 213 Anton Eckert, 1427 Villa st., Racine.
- 214 E. G. B. Cigar Co., 1089 5th st.
- 215 William A. Peets, 530 Van Buren st.
- 216 Alex Rystikan, 910 S. 24th st., Manitowoc.
- 217 Wm. Kruger, 1036 Church st., Beloit.
- 218 Chas. R. Martin, Main st., Oregon.
- 219 Walter Buschman, 3523 Chestnut st.
- 220 Anthony Bell, 1158 34th st.
- 221 Jos. Hoffmann, 685 49th st.
- 222 United Cigar Co., 752 9th st.
- 223 Frank G. Peterson, Tainter ave., Rice Lake.
- 224 Chas. W. Hoffmann, R. 2, Stanley.
- 225 Na-han Dutch, 114 S. Park st., Madison.
- 226 Pamperin Cigar Co., Inc., 113 S. 2nd st., La Crosse.
- 227 Mrs. Hulda Jackson, 402 Grant st., Sturgeon Bay.
- 228 Jos. A. Loch, 516 28th st.
- 229 David Markovitz, 113 W. Milwaukee st., Janesville.
- 230 Alex. Wallace, 619 Briggs st., Stevens Point.
- 231 Nelson A. Pfaff, 108 W. Oak st., Sparta.
- 232 Edgerton Cigar Co., 82 Fulton st., Edgerton.
- 233 Fred L. Hess, 642 Williamson st., Madison.
- 234 Wm. B. Beushausen, 439 1/2 E. Grand av., Beloit.
- 235 Elmer F. Potter, 101 1/2 Front st., Beaver Dam.
- 236 Geo. Wieschuegel, 1621 Mississippi st., La Crosse.
- 237 Walter C. Tilley, 58 S. River st., Janesville.
- 238 P. F. Auler, 24 Waugoo st., Oshkosh.
- 239 R. A. Ackermann, 538 34th st.
- 240 Herman J. Otto, 121 Merritt st., Oshkosh.
- 241 Max Huss, Main st., Darlington.
- 242 El Nilo Cigar Co., 695 Holton st.
- 243 Frederick Krebs, 66 Macy st., Fond du Lac.
- 244 Jake Strommen, 410 Main st., Stoughton.
- 245 Robt. Pt Peuder, 950 Main st., Neillsville.
- 246 Mi Wauki Cigar Co., Inc., 396 National av.
- 247 Arimo Cigar Co., 219 Cherry st., Green Bay.
- 248 August Dach, 593 10th av.
- 249 Fisher & Gorehouse, 423 1/2 E. Main st., Waupun.
- 250 Frank Benski, Jr., 430 Mitchell st.
- 251 Pierto Teriaca, 277 Jefferson st.
- 252 Ben Liemandt, 503 6th av.
- 253 A. Fernandez (West Indies Cigar Co.), 364 Providence av.
- 254 Central Cigar Co. (Herman Markowitz), 609 9th st.
- 255 Edward F. Kiddoo, 569 3rd st.
- 256 Aug. W. Tietz, 658 Rankin st., Appleton.
- 257 R. H. Miller & Son, Princeton.
- 258 Mark E. Mason, 27 Main st., Madison.
- 259 Stephen Kachelski, 314 Grove st., Beaver Dam.
- 260 Chas. Farger, 377 Main st., Oshkosh.
- 261 Frank A. Heyden, 744 33rd st.
- 262 Conrad Kopp, P. O. Box 368—Station D.
- 263 Harry Orvis, 326 Westcott st., Kenosha.
- 264 Premosa Cigar Co., 949 Bremen st.
- 265 De Sota Cigar Co., 1035 14th av.
- 266 Knute Anderson, Wausauke.
- 267 F. Zimmermann, 171 Lemon st., Kenosha.
- 268 Thos. Heis, 720 Randall st., Appleton.
- 269 Williams & Brenckle Cigar Mfg. Co., 4409 North av.
- 270 Harry C. Fritz, New Glarus.
- 271 Paul Lehman, 16 Main st., Woodland.
- 272 Joe Glatzel, 1117 Cherry st.
- 273 Sam Wyler, 1815 1/2 Fond du Lac av.
- 274 Frank V. Kroupa, 1242 La Salle st., Racine.
- 275 Fred Wildman, 229 North st., Plymouth.
- 276 Jos. F. Renner, 1317 Vliet st.
- 277 G. J. Froemming, 859 21st st.
- 278 Adolph Maruszski (Erlanda Cig. Co.), 991 Forest Home av.
- 279 Sylvester J. Weber, 373 17th st.
- 280 Fred Kaliebe, 154 Main st., Kenosha.
- 281 Wm. Lohmar, 305 Washington st., Wausau.
- 282 Plymouth Cigar Co., 31 Mill st., Plymouth.
- 283 Conrad Eiffer, 1313 Julia st.
- 284 Theodore Van Caster, 1342 Main st., Green Bay.
- 285 Gus. Baumbach, 1307 12th st.
- 286 Carl Thiel, 420 32nd av.
- 287 Guy B. McGinley (Monroe Cigar Co.), 113 S. Jackson st., Monroe.
- 288 Wm. Misegades, 226 Concord av., Watertown.
- 289 Milwaukee Co-operative Cigar Co. (N. M. Weller), 1005 5th st.
- 290 F. E. Corbeille, 1735 Main st., Racine.
- 291 Enola Cigar Co., Inc., 42 Johnson st.
- 292 Erwin R. Siegler, Cleveland st., Arcadia.
- 293 House & Kunz Cigar Co., 1712 Lloyd st.
- 294 Patrick J. McKieuge, 83 1/2 Main st., Fort A'kinson.
- 295 Frank Garcia, 330 Broadway.
- 296 Joseph Duschinski, 4615 Roger st., West Allis.
- 297 Paul E. Jaeschke, Tomahawk av., Tomahawk.
- 298 Robt. Hahn, 577 Clinton st.
- 299 Calvin W. Styer, 408 Huron st., Berlin.
- 300 John Omon, 761 17th st.
- 301 Jas. F. Hebblethwaite, 2610 Douglas av., Racine.
- 302 Bernhard Goldstein, 709 9th st.
- 303 Herman Ziegenhagen, 115 Juneau av., Juneau.
- 304 Emil Franz, 751 15th st.
- 305 Jos. Schladweiler, R. 5, Kewaskum.
- 306 Peter Heboldt, 823 9th st.
- 307 Lisardo Rodriguez, 330 Broadway.
- 308 August Newman, 109 Main st., Elroy.
- 309 Henry Rauch, 1061 3rd st.
- 310 Peter J. Thissen, Brillton.
- 311 Aigner & Gerhold, 1001 Michigan av., Sheboygan.
- 312 Wm. Kohls, 1327 New Jersey av., Sheboygan.
- 313 John Kleist, R. 1, N. Milwaukee.
- 314 Otto Reichert, Mayville.
- 315 Chas. Fleischmann, 2652 Fond du Lac av.
- 316 Leo Brabets, 1406 Marquette st., Racine.
- 317 Sonora Cigar Co., 774 Teutonia av.
- 318 Standard Cigar Co., 216 Center st., Juneau.
- 319 State Cigar Co., 775 Teutonia av.
- 320 Frank Youngblood, 714 W. Summit st., Monroe.
- 321 Okray & Dhein, 291 3rd st.
- 322 Jos. E. Born, Mill st., Weyauwega.

N. L. CARLE & CO.

JANESVILLE, WIS.



WISCONSIN TOBACCO

It is packed under personal direction of experienced foremen.
The highest quality Tobacco purchased.
It is a Wisconsin concern independent and undominated.
The interest of the Manufacturers are ever considered.
Honest values are furnished to Dealers and Manufacturers.
You can always depend on reliable merchandise.

- 428 August W. Nohls, 201 Watson st., Ripon.
484 Havana Products Co., 311-313 E. Water st.
487 Rubie J. C. Scholl, R. 3, P. O. Box 4, N. Milwaukee.
488 Chas. E. Wilkenson, 120 Garfield av., Wauwatosa.
489 A. G. Graap, 1329 11th st.
491 Fernand J. Colin, Sr., 440 Clinton st.
492 Peter Kalicki, 949 16th av.
493 J. W. West, 461 Milwaukee st.
494 Rudolph Lietz, 744 20th st.
495 Emil H. George, 991 7th st.
496 Fred Kukla, 368 14th av.
497 Chas. Stahl, 1414 Clark st. Manitowoc.
499 Emanuel Weiser, 36th st. and Thurston av., N. Milwaukee.
500 Casper Pfeiffer, 713 Nebraska st., Oshkosh.
501 Arthur F. Erwood, 411 3rd st., Green Bay.
502 Herbert C. Bammessel, 165 Broad st., Oshkosh.
503 Christ Wiesendanger, 1409 Green Bay av.
505 Jos. Kerns, 355 E. Water st.
506 Justin Bros., 28½ N. Main st., Fond du Lac.
510 O. A. Church, 158 W. 2nd st., Fond du Lac.
512 George Schwibinger, 844 9th st.
513 John Maschauer, 427 12th st.
514 F. Canzoner (Havana Cigar Co.), 94 Wis. st.
518 Chas. Bieberitz, 1313 Columbus st., Manitowoc.
519 Aug. Püttler, 1501 11th st.
520 Dominique Foster, 455 16th st.
521 John Schuh, Saukville.
522 Chas. J. Delaney, 11 S. Jackson st., Janesville.
523 Platteville Cigar Co. (A. Z. & W. G. Roselip), 308 Main st., Platteville.
524 Chas. Koch, 1027 5th st.
527 Aug. F. Stahl, 5448 Vliet st.
528 White Tip Cigar Co., 1605 Walnut st.
529 Jul. H. Ressel, 839 27th st.
531 Wm. Benz, 1318 Teutonia av.
532 Walter Gersmehl, Calumet Drive, R. 2, Sheboygan.
533 Fred Nieman, 532 Montgomery st., Pt. Washington.
534 Jos. Nemetz, 1515 Clark st., Manitowoc.
538 John J. Daniel, 101½ Front st., Beaver Dam.
539 Henry F. W. Puls, 2315 Maryland av., Superior.
540 John Kilburg & Son, 117 Maple st., Lancaster.
541 Frank E. Ustruck, 300 Huron st., Berlin.
543 Emil Wenzlaff, Reedsville.
544 Gilbert H. Thompson, 930 18th st., Manitowoc.
546 Fred M. Schulz, 814 Germania st.
547 Hermann A. Affeldt, 413 Jay st., La Crosse.
548 Frank Rosmarynowski, 688 6th av.
549 Ferdinand Knoll, 724 De Pere st., Menasha.
551 John Jerousek, R.F.D., Phillips.
552 Emil C. Rutz, 227 Watson st., Ripon.
553 Arnold Mueller, 345 6th st.
555 Gus. Jenz, 1647 n. St. Claire st., Racine.
557 Andrew Retzer, 907 18th st.
559 Matt Snow, 113 e. 8th st., Ashland.
560 Amora Cigar Co., 494 Market st.
561 Robert Tesch, 1212 Cherry st.
562 John Golder, Sta. "D," R. 2.
565 Wm. Blech, 2123 Vliet st.
566 Oscar Wohlgezogen, Howard's Grove, R. 2, Sheboygan.
570 Edward Pugh, 804 Main st., Neenah.
571 Jos. H. Aschenbrenner, 1602 Meinenke av.
572 Joseph O'Connor, 361 Brady st.
574 Peter Verhalen, Saukville.
575 Tapanola Cigar Co., Inc., 439 National av.
578 Walter Best, Waterford.
579 Scheiber & Steiner, 1214 49th st.
580 George Steinert, 1719 Walnut st.
581 Anton F. Wirm, Mt. Calvary.
582 Conrad G. Reichert, 4526 North av.
583 Jacob Gigler, 926 Main st., Green Bay.
587 James Bros., 307 Iowa st., Dodgeville.
588 Frank Perce, 567 National av.
590 Mathias Pelt, 514 Madison st.
591 Mrs. Minnie Manske, 470 American av.
592 Robt. B. Born, 329 Amory st., Fond du Lac.
593 Isidore Kerns, 471 7th st.
594 Albert Stoffel, 611 Kewaunee st., Racine.
595 M. J. Hermans & Co., 503 Main st., Racine.
598 Arthur J. Woehle, 1148 7th st.
599 Aug. Joedens, 1494 11th st.
601 Andrew G. Poquette, 2728 Parkridge av., Marinette.
605 Jos. Morales, 533 4th st.
606 Gus. Schmidt, 236 n. Broadway, Green Bay.
607 Wm. F. Schmerler, 709 Washington av., Racine.
609 Jacob Schwartzgoebel, sr., 1324 Michigan av., Sheboygan.
611 Jacob Graap, 811 3rd st.
612 O. Walter, 1802 Vliet st.
613 Emil A. Heidemann, 23 Sherman pl., Appleton.
617 Wm. G. J. Schrader, 265½ Middle st., Kenosha.
620 Jos. J. Felsecker, 404 25th st.
621 Alcora Cigar Co., 930 12th st.
622 Linas Cigar Co., 102 S. Catlin st., Edgerton.
623 Adolph Harrer, 319 Clark st.
624 Gustave P. Franke, 41 Main st., Knowles.
625 Andrew M. Hoffmann, 2300 Hall av., Marinette.
626 Wm. Stude, 225 Commerce st., Mineral Point.
630 H. & C. Herrmann, 762 3rd st.
632 Cream City Cigar Co., 708 12th st.
633 Stillier Cigar Co., 1313 n. 12th st., Sheboygan.
634 Wm. Schultze, 936 14th st.
635 Geo. Moershel, 912 37th st.
639 Nic. Weber, 1121 3rd st.
642 Diamond Cigar Co., 490 Cramer st.
643 Frank Konz Cigar Co., 189 n. Main st., Fond du Lac.
644 A. E. Vierheilg, 574 Potter av.
647 Otto C. Wagner, 944 35th st.
648 Otto Kieckhafer, 33 State st., Oshkosh.
649 Andress & Downs, 333 W. Johnson st., Madison.
649 Herman Koehler, 330 w. Johnson st., Madison.
650 Martin Schara, 361 Ceape st., Oshkosh.
651 Arthur W. Dankert, 116 Lee st.
652 La Signa Cigar Co., 1211 Walnut st.
653 Louis Kindling Cigar Co., 348 Broadway.
654 Cirilo Fernandez, 330 Broadway.
656 Arthur R. Dettmann, 1906 State st.
659 Chas. F. Koehler, 1019 Main st., Oconto.
662 Henry J. Ensing, Waterford.
663 John L. Wiechers, 226 Madison st., Waukesha.
665 John Tiegs, Grafton.
666 M. Carmen Cigar Co., 2622 Fond du Lac av.
674 Ike Poepeke, 107 s. Pearl st., New London.
677 Fred J. Ohm, 349 Amory st., Fond du Lac.
678 Leo Gellman, 746 19th st.
682 Aug. Steffen, 920 76th av., West Allis.
686 A. L. Preissinger, 368 15th st.
688 Frank Perse, 567 National av.
689 Troubadour Cigar Co. (Otto Voelker), 105 11th st.
694 Chas. M. Doctor, 716 Atkinson av.
695 Casper J. Kessler, 212 w. Green st., Watertown.
697 National Cigar Co., 427 Grove st.
698 Mathias Strerath, 173½ Austin st.
701 Carl Mews, 1231 Center st.
702 Michael Laiken, 723 8th st.
704 Mrs. Inga Vilim, 155 n. Broadway, Green Bay.
706 Samuel Malakian, 209 Wright st., Waukesha.
712 Fred Holm, 1369 7th st.
717 Henry Pagenkop, 1511 Hopkins st.
719 Oscar A. Leistikow, 1140 46th st.
721 Wm. Brodda, 710 Pine st., Burlington.
723 George Moseler, Mishicot.
725 W. C. Van Velzer & Son, 610 Wisconsin st., Delavan.
732 Henry W. Allen, 465½ Milwaukee st.
734 Fred Karnopp, 940 s. 20th st., Manitowoc.
736 Jas. Trich, 599 St. George St., Green Bay.
739 Julius Waedekin, 1458 12th st.
743 Jacob Mueller, 991 22nd av.
750 M. Becker Cigar Co., Inc., Brillion.
74 Edwin L. Gmsky, 1513 s. 8th st., La Crosse.
75 Jos. P. Riese, 1218½ st. 4th st., La Crosse.
6 J. Wick & Co., 304 Water st., E. Milwaukee.
7 Nicholas Weber, 1121 3rd st.
9 Williams & Brenckle, 4409 North av.
10 Froehling & Son, 161 s. Main st., Fond du Lac.
11 S. K. S. Tobacco Factory, 110 n. Front st., De Pere.
12 Gottlieb J. Froemming, 2109 Meinenke av.
13 Schmitt Bros. Tobacco Wks., 334 e. Water st.
14 Linas Cigar Co., 102 s. Catlin st., Edgerton.
15 Geo. Schmid & Son, 131 Wisconsin av., Neenah.
16 La Signa Cigar Co., 1211 Walnut st.
17 Jensine Peterson, 1701 Spring st., Racine.
18 W. C. Van Velzer & Son, 610 Wisconsin st., Delavan.
20 Ashland Cigar & Tobacco Co., 301 w. 2nd st., Ashland.
21 H. & C. Herrmann, 762 3rd st.
22 Winkelman Tobacco Co., 1338 15th st.
24 Miller Cigar Co., Inc., 106 n. 4th st., Watertown.
26 Robt. W. Parsons, 409 w. 2nd st., Ashland.
27 Louis Marowally, 607 Bridge st., Chippewa Falls.
28 H. Derken & Son, 148 Main st., Oshkosh.
30 Edgerton Cigar Co., 24 Fulton st., Edgerton.
31 F. M. Schwark, Main st., Alma.
33 J. N. Rockwood & Co., 331 e. Water st.
35 Anton L. Kryshak, 310 3rd st., Wausau.
36 Pamperin Cigar Co., Inc., 113 s. 2nd st., La Crosse.
37 William Kuszewski, 5621 Vliet st.
38 Chas. R. Wurtz, 461 3rd st.
39 Fred Stussy, 308 Madison st., Eau Claire.
40 C. W. Sver, 408 Huron st., Berlin.
42 P. T. Liesenfeld, 201 Main st., La Crosse.
43 George Wiesehnegel, 1621 Mississinipi st., La Crosse.
44 Dumke Bros., Front st., Medford.
45 George Schwibinger, 844 9th st.
46 Wm. P. Mueller, 294 4th av.
47 Jacob Stern, 102 Cherry st., Janesville.
49 A. L. Wunderlich, Fountain City.
50 Kuenzi Cigar Co., 110 3rd st., Watertown.
51 Sieble Cig. & Tob. Co., Martin Bldg., Platteville.
52 Arthur Pfeiffer, 283 3rd st.
53 Carl H. Moeller, 1291 Cedar st., Green Bay.
55 Herman Schuelke, 1225 Pennsylvania av., Sheboygan.
56 Casper Pfeiffer, 713 Nebraska st., Oshkosh.
59 A. Z. Roselip, 110 Oak st., Platteville.
61 Peter Bronstad, 6th and West sts., Neillsville.
62 M. J. Hermans & Co., 519 Main st., Racine.
63 John Pechacek, 1605 Walnut st.
64 Wilkowski Bros., 113 n. 1st st., Watertown.
65 Hochstein Bros., 348 e. Water st.
66 Eastern Leaf Tobacco Co., 302 e. Water st.
67 B. J. Plesser, 1026 College av., Appleton.
68 Sternemann Bros. Co., 118-120 w. Water st.
69 Hadden Leaf Tobacco Co., 356 e. Water st.
71 R. H. Miller & Son, Princeton.
73 Schuster Bros. Co., Inc., 300 Broadway, Milwaukee.

Tobacco Manufacturers in District of Wisconsin

(All Milwaukee, unless otherwise stated.)

Factory

Number

- 1 Pansch & Reinke, 15 Main st., Oshkosh.
3 Felix Lassa & Co., 919 10th av.

F. P. McINTOSH

Packer of

Northern Wisconsin Tobacco

Viroqua, Wisconsin

74 Jack Gervacei, R. 1, P. O. Box 9, Racine.

75 Reichert Leaf Tobacco Co., 298 Milwaukee st.

Leaf Tobacco Dealers in the District of Wisconsin

(All Milwaukee, unless otherwise designated)

License Number

- 1 American Cigar Co., Clifton st., Sparta.
- 2 Harper Tobacco Co., Inc., Superior av., Tomah.
- 3 Herman Anderson, R.F.D. No. 1, Janesville.
- 4 P. Lorillard Co., Inc., Rose & Sill sts., La Crosse.
- 5 Ashland Cigar & Tobacco Co., Inc., 301 w. 2nd st., Ashland.
- 6 Eber O. Arthur, 616 w. Milwaukee st., Janesville.
- 7 C. W. Bacon, 143 S. Franklin st., Madison.
- 8 F. S. Baines, Madison & Wall sts., Janesville.
- 9 M. H. Bekkedal & Sons, Main st., Westby.
- 10 F. G. Borden & Sons, College st., Milton.
- 11 A. B. Leaf Tobacco Co., Inc., 409 East Main st., Menominee.
- 12 F. Broughton & Co., Railroad st., Sun Prairie.
- 13 Felix Lassa, 921 10th ave.
- 14 N. L. Carle & Co., 122 n. Franklin st., Janesville.
- 16 Joseph Kruta, 431 11th av.
- 17 Nels E. Nelson, 121 w. Fulton st., Edgerton.
- 18 Herman Buech Cigar Co., Inc., 872 Lapham st.
- 19 Weetman Dickinson & Son, Main & Lawton, Edgerton.
- 20 Eastern Leaf Tobacco Co., 302 e. Water st.
- 21 The Fred Eckhart Co., 518 Railroad av., Verona.
- 22 F. A. Sorenson & Co., Whitehall.
- 23 Edgerton Farmers Warehouse Co., E. Fulton st., Edgerton.
- 24 H. S. Edler & Son, Chippewa Falls.
- 25 MaGee Bros., 222 n. Academy st., Janesville.
- 26 E. M. Calkins, 1808 Pleasant st., Janesville.
- 27 R. S. Pease, R. No. 5, Edgerton.
- 28 Bert Garey, 1109 Pleasant st., Janesville.
- 29 Jos. Froehlich & Sons, 322 e. Water st.
- 30 General Cigar Co., Portage.
- 31 Winkelman Tobacco Co., 1338 15th st.
- 32 Green's Tobacco Co., 207 Academy st., Janesville.
- 33 Fred Grundy, 1121 Pleasant st., Janesville.
- 34 Joseph Grundy, 610 Wall st., Janesville.
- 35 Samuel Grundy, 1109 Pleasant St., Janesville.
- 36 Halverson & Bitter, Stoughton.
- 37 Hansen Bros., Edgerton.
- 39 Emanuel Haskins, 507 Laurel av., Janesville.
- 40 Hadden Leaf Tobacco Co., 356 e. Water st.
- 42 Hochstein Bros., 348 e. Water st.
- 43 Roy E. Hopkins, 7 n. Catlin st., Edgerton.
- 45 L. P. Hayum, Deerfield.
- 46 E. M. Hubbell Sons, 101 Henry st., Edgerton.
- 48 Mi Lola Cigar Co., Green Bay Road Sta. C.
- 49 Jefferson Leaf Tobacco Co., Sparta.
- 50 Andrew Jensen & Son, 103 w. Fulton st., Edgerton.
- 51 Jennie M. Jones, 622 w. Milwaukee st., Janesville.
- 52 W. S. Jones, 1220 Laurel av., Janesville.
- 53 C. J. Jones & Son, 107 n. Franklin st., Janesville.
- 54 L. E. Kennedy, 1121 Pleasant st., Janesville.
- 55 Liggett & Myers Tobacco Co., 814 1st st., Watertown.
- 56 John Linaas, Edgerton.
- 57 Ignatz Jendzejczak, 803 10th ave.
- 58 P. Lorillard Co., Inc., 651 w. Doty st., Madison.
- 59 F. P. McIntosh, 310 Rusk av., Viroqua.

- 60 McIntosh Bros., 121 w. Fulton st., Edgerton.
- 62 Grinde & Connor, Holum st., De Forest.
- 63 F. D. Pepper, Footville.
- 66 Reichert Leaf Tob. Co., 298 Milwaukee st.
- 67 T. O. Rime & Son, Oxfordville.
- 68 J. N. Rockwood & Co., 329 e. Water st.
- 70 G. H. Rumrill, 1010 Holmes st., Janesville.
- 72 The Schuster Bros. Co., Inc., 300 Broadway.
- 73 Henry W. Scott, Stoughton.
- 74 Scotten Dillon Co., 199 w. Fulton st., Edgerton.
- 75 Scotten Dillon Co., 216 n. Franklin st., Janesville.
- 76 John Souلمان & Son, 630 w. Milwaukee st., Janesville.
- 78 Sternemann Bros. Co., 120 w. Water st., Edgerton.
- 79 C. E. Sweeney & Sons, 27 Fulton st., Edgerton.
- 80 Tobacco Sales Co., 452 City Hall sq.
- 81 Weil & Sons, 225 e. Main st., Evansville.
- 82 F. E. Welsh, 1002 Wall st., Janesville.
- 83 J. Wick & Co., 304 e. Water st.
- 85 Oluph A. Peterson, Orfordville.
- 86 Bloch Bros. Co., Inc., 401 West Fulton st., Edgerton.
- 87 Casper J. Kessler, 202 w. Green st., Watertown.
- 89 Charles N. Pulley, Dept. of Markets, Madison.
- 90 Jacob Stern, 102 Cherry st., Janesville.
- 92 Gilbert H. Thompson, 930 18th st., Manitowoc.
- 96 Henry F. Libby, Evansville.
- 97 Chas. F. Auger, 377 Main st., Oshkosh.
- 98 Ole C. Moen, 103 w. Catlin st., Edgerton.
- 99 Herbert J. Holtan, Whitehall.
- 101 A. Maruszewski, 991 Forest Home av.
- 102 Kennedy & McKewan, 202 Riverside st., Janesville.
- 104 Jos. H. Vogt Co., 304 e. Water st.
- 105 Elbert E. Buckingham, 1109 Pleasant st., Janesville.
- 108 Peter Biever, Port Washington.
- 109 Emil H. George, 991 7th st.
- 110 Jas. F. Hebblethwaite, rear of 2610 Douglas av., Racine.
- 111 John G. Bitzer, 1312 Farnam st., La Crosse.
- 112 Frank L. Kellogg, Edgerton.
- 113 Charles J. Weigel, 1419 s. 6th st., La Crosse.
- 114 Zausch Bros., Port Washington.
- 115 Oscar J. Jensen, Edgerton.
- 117 John T. DeForest, 202 Riverside st., Janesville.
- 119 Hen-v. I. Ammann, 618 Fremont st., Kiel.

Cigar Manufacturers in the 10th District of Ohio

Factory Number

- 2 Henry L. Topp, 303 s. Front st., Fremont.
- 3 Wisener Bros., 410 w. Pearl st., Wapakoneta.
- 5 Louis H. Burger, 402 Tyler st., Sandusky.
- 6 Luis Liller, 119 s. Market st., Gaion.
- 9 Standard Cigar Co., 319 Jackson st., Greenville.
- 10 Deisel-Wemmer Co., Park and Mechanic sts., Wapakoneta.
- 11 Frederick R. Cambray, Bailey and Laura sts., Payne.
- 14 Myers & Evilsizor, 422 Railroad st., Urbana.
- 15 Lubetsky Bros. Co., 221-5 s. Main st., Findlay.
- 16 Fred E. Huebner, 131 w. Anglaize st., Wapakoneta.
- 17 Jacob Dietz, 604 w. Market st., Sandusky.
- 19 Oliver Morgan, west side Sycamore st., N. Lewisburg.
- 21 Ignatz Dallett, 2432 Lawton st., Toledo.
- 25 Frederick E. Rogge, 1218 Gordon st., Toledo.
- 28 Grand Eagle Cigar Co., 109 e. Anglaize st., Wapakoneta.
- 29 Willshire Cigar Co., State and Walcott sts., Willshire.

- 31 David A. Schafer, 111 West, st. Findlay.
- 33 Wm. S. Dulin, 214-16 w. Franklin st., Kenton.
- 34 Mary M. Fisher, 101½ e. Anglaize st., Wapakoneta.
- 35 Deisel Wemmer Co., Main and Elm sts., Lima.
- 36 Frederick W. Hoelzel, 302 n. Sandusky st., Bucyrus.
- 37 San Alto Cigar Co., 133 e. Spring st., Lima.
- 39 A. Friedman & Co., 14 Eleventh st., Toledo.
- 41 James H. Snyder, 211 Elm st., Union City.
- 42 Arthur W. McHatton, 2420 Broadway, Toledo.
- 43 Peter J. Schwenzer, 4th and Columbia sts., Minster.
- 45 J. A. Smith, 342 Water st., Bucyrus.
- 47 Charles H. Gordon, Main & Church sts., Oak Harbor.
- 48 Adolph G. Topp, 416½ Croghan st., Fremont.
- 51 Wm. H. Butler, Leipsic.
- 55 Clyde J. Flatter, New Madison.
- 56 Chas. E. Lininger, 125 s. Main st., Celina.
- 57 M. E. Puch & Son, R. 3, Sandusky.
- 58 Edward J. Erney, 1423 Campbell st., Sandusky.
- 59 Collins Park Cigar Co., 2132 Gene-see st., Toledo.
- 60 Herman B. Tohle, 335 n. Union st., Lima.
- 61 Isidore Best, 331 s. Canal st., Delphos.
- 63 Frank Burrows, 612 n. West st., Bellevue.
- 66 Calvin A. Hilleary, Findlay rd., Lima.
- 67 Lubetsky Bros. Co., 2159 North st., E. Lima.
- 73 George F. Lammers, Frankfort and 7th st., Minster.
- 75 James H. Nelson, 1812 Madison st., Toledo.
- 77 Deisel Wemmer Co., 435 n. Main st., Lima.
- 78 Diesel-Wemmer Co., s. Spruce st., St. Marys.
- 80 Henry D. Brinkmeier, Main and Monroe sts., New Bremen.
- 81 Jos. M. Brucken, 346 Washington st., New Bremen.
- 82 Angelo Fedele, 718 n. Jackson st., Lima.
- 83 Wm. Tigneis Son Co., 440-2 s. Main st., Lima.
- 84 John Keller, 543 n. Metcalf st., Lima.
- 86 August C. Mylander, Ottawa st., Oak Harbor.
- 87 Edw. C. Stegeman, 332 e. 2nd st., Delphos.
- 88 Deisel-Wemmer Co., Franklin and First sts., Delphos.
- 89 Adam Staffer, 534 Pearl st., Sandusky.
- 90 Greenville Cigar Mfg. Co., 414 Gray st., Greenville.
- 93 Richard B. Sheeter, 440 e. Harmon st., Delphos.
- 94 Manley Harvey Cigar Co., 417 Walnut st., Greenville.
- 95 Deisel-Wemmer Co., 719-21 Ohio st., Sidney.
- 96 Schetter & Schief, 6 Monument st., Urbana.
- 97 Rosa Weaver, 719 Woodstock st., Toledo.
- 99 Frank E. Millner, 104½ n. Main st., Bellefontaine.
- 100 John Floom, 100 Madison st., Tiffin.
- 103 Charles D. Eastman, 125½ n. Fulton st., Wauseon.
- 105 Strickler & Herring, 705 Rush av., Bellefontaine.
- 107 Ulysses E. Brown, 403 McPherson st., Lima.
- 108 Ripley & Ripley, 1552 Michigan st., Toledo.
- 109 Michael Stelmazak, 727 Junction st., Toledo.
- 111 Emmanuel J. Kreischer, 12 Tully st., Convo.
- 112 John H. Zeis, 120 e. 2nd st., Port Clinton.
- 113 Delphos Cigar Co., 432 n. Main st., Delphos.
- 115 John E. Warwick, 311 Jackson st., Greenville.
- 116 Michael J. Langlosh, Main and Butler sts., Fort Recovery.
- 118 Martin A. Friday, Vermillion.
- 120 Clarence H. J. Lauts, 371 Walnut st., New Bremen.
- 122 Essex Cigar Co., 209-211 e. Spring st., Lima.
- 123 Thomas A. Robinson, s. Main st., N. Baltimore.
- 124 Wm. Teggo Co., 10 s. Perry st., Wapakoneta.
- 125 San Telmo Cigar Mfg. Co., 110 s. Main st., Delphos.
- 127 Charles L. Hodde, 769 Holly st., Lima.
- 128 Charles F. Frederick, 16 Benedict st., Norwalk.
- 131 Wm. L. Zeis, Fifth st., Port Clinton.
- 133 Arthur B. Snyder, 7 w. Market st., Tiffin.
- 136 Cassius Snyder, 122 e. Wayne st., Lima.
- 141 Alfred Reinheiser, 140 First st., Sandusky.
- 142 Wm. Grolle, 669 Fernwood st., Toledo.
- 143 Chas. Prange, 211 w. Spring st., St. Marys.
- 145 Wm. Jones, 10 Ontario st., Toledo.
- 152 Frank Steffenhagen, 317 Tyler st., Sandusky.
- 154 Haas & Zipfel, 47-51 e. Main st., Norwalk.
- 155 Deisel-Wemmer Co., 214 Broadway, Findlay.
- 156 Elmer E. Little, 106 s. Main st., Urbana.
- 158 Frank J. Meyer, 612 Henry st., Bellefontaine.
- 160 Jacob A. Mahnen, 29 Walnut st., New London.
- 161 George M. Nemeyer, 407 s. Main st., Findlay.
- 167 H. Ritter Sons, 161-165 Columbus st., Sandusky.
- 176 Agnes Mischler, 927 w. Washington st., Bellefontaine.
- 178 Deisel-Wemmer Co., 210 w. Columbus st., Bellefontaine.
- 179 Anton Schetter, 1101 Pick st., Toledo.
- 181 Deisel-Wemmer Co., 321½ n. Sandusky st., Bucyrus.
- 183 Deisel-Wemmer Co., Main and Fayette sts., Celina.
- 186 The H. L. Bowers Cigar Co., 115-119 E. Bucyrus st., Crestline.
- 187 Deisel-Wemmer Co., Lot 107 Jackson st., Minster.
- 189 Bernhard H. Macke, 413 w. Livingston st., Celina.
- 191 Henry Uthoff, Main st., Perrysburg.
- 192 Deisel-Wemmer Co., Main and Oak sts., Ottawa.
- 193 Max Bros., Jefferson st., New Madison.
- 194 Joseph Kreimes, 1208 Tyler st., Sandusky.
- 195 Jacob J. Bickel, 519 Pearl st., Sandusky.
- 196 Henry Holderbaum, 36 Elm st., Marblehead.
- 198 Allan H. Wright, Smith st., Hicksville.
- 207 John Whitmer, 62½ e. Perry st., Tiffin.
- 215 W. H. Kildow, 56 e. Perry st., Tiffin.
- 219 Forry Bros., 147 s. Main st., Bellefontaine.
- 228 Arthur W. Knauer, 308 s. Ohio st., Sidney.
- 233 John Elsperman, Jr., 1774 Superior st., Toledo.
- 234 Henry J. Wissel, 143 e. Spring st., St. Marys.
- 242 John Schwable, w. Water st., Oak Harbor.
- 243 Jacob E. Eshleman, 1268 Duane st., Clyde.
- 244 J. D. Leonard, 338½ n. Main st., Lima.
- 253 Arthur L. South, 103 e. Anglaize st., Wapakoneta.
- 254 James Allen Reed, 115 W. Franklin st., Kenton.
- 262 Christuff Sub, 139 Meeks st., Findlay.
- 265 Oswald Kopp, 202 Hayes st., Sandusky.
- 270 Murphy & Koehle, 219 n. Main st., Urbana.
- 275 A. J. Kabat, 656 Forsyth st., Toledo.
- 279 George A. Fisher, 6 w. 3rd st., Port Clinton.
- 280 Augustus N. Mantecon, 310 Monroe st., Toledo.
- 291 Louis M. Berger, 848 w. Central st., Toledo.
- 293 James S. Schlosser, 144 Dexter st., Toledo.
- 297 Wm. J. Gray, 772 Lotus st., Toledo.
- 306 J. E. Kinnamon, 231 Sandusky st., Fostoria.
- 307 Fred N. Steimer, 119 W. Main st., Findlay.
- 311 Napo Cigar Co., 319-21 s. Perry st., Napoleon.
- 314 John J. Downey, 23½ Monument sq., Urbana.

OSCAR J. JENSON

Dealer in Leaf Tobacco

EDGERTON
WISCONSIN

- 325 Frank J. Kaiser, 427 w. State st., Fremont.
 326 Ross F. Walrath, 339 n. Erie st., Toledo.
 355 W. C. Poister, 135 s. Market st., Galion.
 449 Toledo Cigar Co., 1527 Macomber st., Toledo.
 450 Lucile A. Troop, 976 d. North st., Lima.
 454 Louis H. Knostman, 4th & Madison sts., Minster.
 460 Deisel-Wemmer Co., 201 s. Sandusky st., Upped Sandusky.

Tobacco Manufacturers in 10th District of Ohio

Factory Number.

- 1 Pinkerton Tobacco Co., Council st., Toledo.
 5 Charles D. O'Connell, 306 East Market st., Lima.
 6 Elsie Hume Case, 30 w. Main st., Norwalk.
 7 H. Ritters & Sons, 165 Columbus st., Sandusky.
 8 A. Friedman & Co., 14 11th st., Toledo.
 10 Albert I. Seifert, 509 1st st., Toledo.
 11 Ehrhart Leaf Tobacco Co., n. Main Crossing, Versailles.
 12 Murphy & Koehle, 219 n. Main st., Urbana.
 14 George J. Eberwine, 36 Main st., Marblehead.
 16 Henry J. Wessel, 307 n. Chestnut st., St. Marys.
 19 John K. Long, e. Main st., Versailles.
 20 Forry Bros., 721 n. Main st., Bellefontaine.
 25 George Alphas Fisher, 3rd st., Pt. Clinton.
 26 Versailles Tobacco Co., Versailles.
 40 Agnes Mischler, 927 w. Washington st., Sandusky.

Leaf Tobacco Dealers in the Tenth District of Ohio

License Number

- 1 Deisel-Wemmer Co., 435 n. Main st., Lima.
 2 Deisel-Wemmer Co., 313-5 e. Main st., Van Wert.
 4 Albright-Sawyer, 315 Jackson st., Greenville.
 5 J. L. Brenner & Sons, 414 Gray av., Greenville.
 7 B. P. Conkling & Co., Hiddeson av., Greenville.
 8 John H. Cassel, 823 e. Ellem st., Union City.
 9 C. H. Cain & Co., 202 10th st., Greenville.
 10 Darke County Farmers Leaf Tobacco Co., 533 Gray st., Greenville.
 14 Roy H. Hagen, First & Railroad sts., Arcanum.
 18 Robt. Myers & Co., Oakwood st., Bradford.
 19 Max & Max, New Madison.
 22 D. A. Reynolds, George st., Arcanum.
 23 Chas. E. Stoltz, Crowin st., Gettysburg.
 25 Elmer E. Vance, Canal st., Ansonia.
 26 Thomas Warren Winbiger, High st., Ansonia.

- 27 Edward D. Haber, High st., Rossburg.
 30 Aaron K. Haines, n. West st., Versailles.
 32 S. B. Turner & Co., 414 Gray st., Greenville.
 33 Ehrhart Leaf Tobacco Co., 308 E. Wood st., Versailles.
 34 Horner Tobacco Co., Dorwin st., Gettysburg.
 35 Versailles Tobacco Co., Versailles.
 38 Walter F. Heller, 142 w. Water st., Greenville.
 40 Lubetsky Bros., 310 e. Market st., Lima.

Cigar Manufacturers in the 11th District of Ohio

Factory Number.

- 1 The Hanco Cigar Co., Wellston.
 3 Yaus & Baker, Newark.
 8 Jno. H. Swisher & Son, Wellston.
 9 Edw. H. Yarrington, Marysville.
 10 Louis A. Bolte, 208 Wooster st., Marietta.
 16 Whetstone & Son, New Matamoras.
 18 Wm. Tegge & Co., Marysville.
 19 Yaus Cigar Co., Newark.
 20 Wm. Platt, 758 Edward st., Columbus.
 21 Simson Cigar Co., Newark.
 23 A. F. Ehlerman, 321½ Market st., Zanesville.
 24 J. F. Cherry Co., Lancaster.
 25 Jno. H. Swisher & Son, Jackson.
 27 Margaret Murphy, 612 Hamlet st., Columbus.
 28 Carl J. Cly, 346 e. Livingston st., Columbus.
 30 M. F. Clapper, South Zanesville.
 32 Salesville Stogie Co., Salesville.
 34 Garner H. Gilmore, 330 Buckingham st., Newark.
 36 Coon & Markham, 216 Cambria st., Newark.
 37 Geo. P. Mohr, 80 14th av., Columbus.
 28 Carl J. Cly, 346 e. Livingston st., Columbus.
 30 M. F. Clapper, South Zanesville.
 32 Salesville Stogie Co., Salesville.
 34 Garner H. Gilmore, 330 Buckingham st., Newark.
 36 Coon & Markham, 216 Cambria st., Newark.
 37 Geo. P. Mohr, 80 14th av., Columbus.
 38 Howard A. Johnson, Gallipolis.
 39 Harry P. Steinmetz, Lancaster.
 40 E. G. Davis, 1470 Highland st., Columbus.
 41 Thos. E. Taughter, Mt. Vernon.
 44 Herman Wehrenberg, Wellston.
 45 A. C. Damsel, 22 s. 7th st., Zanesville.
 47 W. N. Shartz, 404 2nd av., Gallipolis.
 48 O. O. Osborne, 253 Crestview rd., Columbus.
 49 Hos. J. Schaefer, 34½ s. 4th st., Newark.
 51 Walter Adams, 12 Van Buren st., Zanesville.
 52 Ernest Buse, 468 W. Town st., Columbus.
 53 Cicbran Bros., McConnellsville.
 54 C. W. Fletcher, Beverly.
 55 Bert R. Chaney, 252 2nd av., Gallipolis.
 57 John H. Swisher & Son, Ironton.
 60 John H. Swisher & Son, Manchester.
 63 John H. Swisher & Son, Chillicothe.
 65 J. E. Ward, 302 Harmer st., Marietta.

- 67 Chas. A. Jackson, Marietta.
 68 Chas. E. Wagner, 1183 Oakland st., Columbus.
 69 C. M. Coffman, 530 3rd av., Gallipolis.
 70 Emmett Carpenter, 94 w. State st., Athens.
 72 Harry Risely, Logan.
 73 Bonar Cigar Mfg. Co., 565 Maple av., Newark.
 74 Emmett Neeley, 271 Buckingham st., Newark.
 75 Worstall Cigar Co., Zanesville.
 77 Logan & Davis, 56 Fulton st., Nelsonville.
 78 Fred W. Hoptry, Ironton.
 80 Gro. S. Scherrer, 672 8th av., Marietta.
 81 J. P. Cherry Co., 17 n. 4th st., Newark.
 82 Cherry Cigar Co., Newark.
 83 Weber Cigar Co., Marietta.
 84 Orisson Cigar Co., Marion.
 86 Fred Kochendorfer, 149 Nat'l Drive, Newark.
 87 Samuel Horkin, 894 Parsons av., Columbus.
 90 C. O. Brown, Caldwell.
 94 E. L. Bridge, 1359 e. Engler st., Columbus.
 95 Jno. P. Strohman, 227 e. Main st., Circleville.
 96 Jno. Owen, Nelsonville.
 98 E. F. Moore, Ironton.
 102 Louis Miller, Chillicothe.
 103 Guy J. Cheney, R. 4, Newark.
 110 Anna L. Degan, 1029 Mich. av., Columbus.
 112 Jno. W. Partesius, McConnellsville.
 114 Homer B. House, Batesville.
 115 The Cottage Cigar Co., 51 w. Livingston av., Columbus.
 117 Ohio Cigar Mfg. Co., 115½ e. 5th av., Columbus.
 119 Bartlett & Eastwood, 1112 4th st., Portsmouth.
 120 Herman E. Frost, Fairview.
 127 The Cincinnati Cigar Co., Wellston.
 128 The M. Richman Co., 17½ w. William st., Delaware.
 129 Mazr Cressman Cigar Co., Inc., Newark.
 130 Jno. W. Swisher & Son, Wellston.
 150 Jos. P. Schaefer, Paint st., Chillicothe.
 155 Henry J. Dowd, McArthur.
 156 Frank P. Strigel, 33½ n. Main st., Newark.
 172 Adam Weilbacker, 847 s. 5th st., Columbus.
 174 Adam Miller, Jackson.
 180 James E. Acker, 115 s. Sandusky st., Columbus.
 181 Louis R. Siebert, 216 Mitoff st., Columbus.
 182 Jas. G. Shapely, Washington County, Grandview.
 183 Rarcher Cigar Co., New Matamoras.
 184 Geo. P. Hann, Malta.
 190 W. A. Ravascroft, Athens.
 194 Morris Lederman Marion.
 195 Mazer Cressman Cigar Co., Inc., 133 e. Rich st., Columbus.
 202 Harry Max & Co., Ovaker City.
 230 S. R. Boyer, Marysville.
 241 Mazer Cressman Cigar Co., Inc., 31 W. Chestnut st., Columbus.
 246 Savage Cigar Co., Marietta.
 247 Eugene Gallagher & Bro., 108½ e. Long st., Columbus.
 250 C. J. Cheney, 126 3rd av., Gallipolis.

- 251 Geo. Kelley, 349 Washington av., Columbus.
 253 James M. Hale, 575 s. Grant st., Columbus.
 282 Wharton Bros., Zanesville.

Tobacco Manufacturers in 11th District of Ohio

Factory Number.

- 5 Jno. H. Swisher & Son, 185 Athens st., Jackson.
 6 S. P. Boyer, Marysville.
 12 Wm. G. Fegley, Delaware.

Leaf Tobacco Dealers in the 11th District of Ohio

License Number

- 1 Scott Spears, West Union.
 3 Horace B. Coulter, 5th & Main sts., Newark.
 13 H. Miller & Co., Summerfield.
 17 C. E. Bayes, Peebles.
 25 M. M. Young, Seaman.
 35 Lovett & Kirchner, Harriettsville.
 36 O. E. Werneck, Harriettsville.
 39 G. C. Ejlermann, Caldwell.
 40 Wm. McLaughlin & Son, Sarahsville.
 43 O. V. Holt, R. F. D., West Union.
 44 J. R. Stephen & Sons, Eldon.
 45 George McLaughlin, Harriettsville.
 53 Wm. Thornton, West Union.
 57 Mazer Cressman Cigar Mfg. Co., 47 Chestnut st. e.
 59 F. P. Pieper & Co., Otway.
 60 Jno. H. Swisher & Son, 118 s. Penn av., Wellston.
 68 The J. F. Cherry Co., 357 Buckingham, Newark.
 82 Garcia Cigar Co., Wellston.
 85 Jno. R. Greene, Peebles.
 87 Lonnie O. Clark, Gallipolis.
 90 Lindsey Belleville, Leta.
 96 W. N. Wehr, Batesville.
 97 J. Milton Jones, Otway.

Cigar Manufacturers in the 18th District of Ohio

(All Cleveland, unless otherwise indicated.)
Factory Number.

- 2 Cleveland Co-operative Cigar Co., 3087 w. 100th st.
 3 Carl Miller, 2372 w. 42nd st.
 4 Fred J. Dagenbach, 746 East 95th street.
 5 Robert Koenig, 3038 e. 77th st.
 7 Marvel Cigar Co., 1710 Crestline av.
 8 L. Cinadr, 9601 Fuller av.
 9 Thomas Hanzlicek, 5007 Storer av.
 10 Albert Rosenthal, 11204 Berkshire rd., n. e.
 13 M. A. Monaghan, 1437 Woodward av., Lakewood.
 15 Meir Weitzman, 7816 Quincey av.
 16 Bertha V. Zangerle, 12106 Soika av.
 17 Industrial Cigar Co., Chestnut & South sts., Barnesville.
 18 Otto Yost, 471 Arlington st., E. skron.
 19 Willis Cigar Co., Washington st., Bcalsville.
 20 American Cigar Co., 902 Woodland av.

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- 21 M. A. Frizzell, 1499 Victoria av., Lakewood.
- 22 Frank Hufford, 3254 W. 114th st.
- 23 James E. Wolf, 4161 e. 131st st.
- 24 Mike Shear, 11915 Kinsman rd.,
- 25 John M. Sulzmann, 6802 Superior avenue.
- 27 David Friedman, 6517 Euclid av.
- 29 Lee C. Smith, Belmont.
- 32 Wohl & Comstock Co., 1010 Woodland av.
- 36 Economy Cigar Co., 1 Doyle court, Akron.
- 37 Mamie Kuss, 681 Azar court, Akron.
- 38 J. Hartman, 4336 Broadway.
- 40 Chas. C. Muro, 2141 W. 29th st.
- 42 Clarington Cigar Co., Clarington.
- 48 W. C. Carpenter, 223 n. Water st., Uhrichville.
- 51 Harry M. Gabriel, 113½ e. Washington st., Martins Ferry.
- 52 O. H. Young, 4236 Noble st., Bellaire.
- 55 Barry Cigar Co., Barnesville.
- 58 Lawrence DeLong, 321 29th st., Bellaire.
- 61 John F. Schroeder, 2259 w. 11th st.
- 62 Dave Weinstein, 3352 e. 117th st.
- 63 L. M. Coblitz, 17406 St. Clair av.
- 65 Brague Cigar Co., Barnesville.
- 73 J. H. Ossman, 12808 Bartfield av.
- 75 Jacob Spilka, 975 e. 105th st.
- 79 Savona Cigar Co., 14132 Lorain av.
- 80 Jacob Zoelle, 3068 w. 116th st.
- 81 Thos. M. Milhouse, 646 Hartshorn st., Alliance.
- 82 Jose Modie, 2529 e. 55th st.
- 83 Pearl Lee, Fairview Hill, Rocky River.
- 86 Rapfaele Melarango, 2237 e. 105th street.
- 90 Cleveland Cigarette Co., 1729 Doan av., e. Cleveland.
- 91 American Cigar Co., 54 Adams st., Mansfield.
- 92 Robt. M. Miller, 4402 Lorain av.
- 96 James W. Sharp, 126 s. B'way, New Phil.
- 97 Akron Cigar Co., 985 Clark st., Akron.
- 98 Sam Geschwind, 2714 Lorain av.
- 101 J. B. Shields Cigar Co., 460 Woodland av.
- 103 R. J. Mills, 11307 Knowlton av.
- 105 L. E. Davidson, 26½ New Garden st., Salem.
- 107 John M. Gray, 129 College st., New Phil.
- 108 A. Fessenmacher, 3538 e. 157th st.
- 112 N. Korach, 948 e. 152nd st.
- 114 C. W. Bolon, Bethesda.
- 115 Edward Chanda, 3023 w. 51st st.
- 116 M. M. Gieckler, 3015 Marvin av.
- 120 Russell A. Trexler, 3019 w. 17th st.
- 121 P. J. Dattelbaum, 954 e. 123rd st.
- 122 H. O. Sechler, 1892 e. 59th st.
- 125 Geo. W. Sharp, 104 Public sq., New Phil.
- 127 Casper Rosenberg, 2606 East 9th st.
- 129 Sam Berkowitz, 12913 Kinsman rd.
- 131 Otto Jahnkow, 4299 w. 30th st.
- 134 R. H. Yaus, Bethesda.
- 136 G. W. Heinrich, 20 e. Main st., Massillon.
- 137 Wm. Moritz, 5904 Scovill av.
- 138 Daniel Heimlich, 7908 Wade Park av.
- 139 L. C. Roby Cigar Co., Belmont.
- 140 Paul Ebert, 3225 w. 31st st.
- 142 Monroe Cigar Co., Woodfield.
- 144 Frank Zitnik, 1579 Preston av., Akron.
- 148 J. M. Bowers, 231 St. Clair st., New Phil.
- 150 Kildow Bros., Bethesda.
- 154 Chas. Spanner, 22 Washington st., Mansfield.
- 157 D. E. Watt & Co., Sharline.
- 158 E. B. Tisher, Bethesda.
- 162 Louis F. Kindel, 10413 Union av.
- 163 Owens Cigar Co., Hendrysburg.
- 164 Morris Harris, 6839 Cedar av.
- 166 Mary Koskowitz, 683 East 160th st.
- 169 Geo. W. Greenlee, Clarington.
- 170 J. C. Stafford, 487 e. 114th st.
- 173 Nathan Besuner, 3309 Lorain av.
- 174 J. M. Jackson, Sardis.
- 176 Moses Cleveland Cigar Co., 920 Scovill av.
- 178 Earl Treter, 14126 Shaw av., e. Cleveland.
- 180 U. G. Sharp, 263 e. 9th st., Uhrichsville.
- 181 M. W. Trexler, 270 Pratt st., Ravenna.
- 187 A. Celli, 2219 e. 101st st.
- 189 Suter Cigar Co., Hannibal.
- 195 G. Barth, 7506 Grace av.
- 196 H. Belzer, 3414 Hancock av.
- 197 Fannie Trebezni, 6615 Bonna av.
- 199 J. Feger, 7405 Dearborn av.
- 200 Chas. Sauer, 3228 Lorain av.
- 201 Peoples Tobacco Co., 681 s. Main st., Akron.
- 202 Samuel Letwak, 608 Cornell st., Barberton.
- 203 Crum Cigar Co., Beallsville.
- 204 W. H. Huck, E. Palestine.
- 205 Moeller Cigar Co., 7909 Ferrell av.
- 206 Chas. McDonald, 302 w. South st., Barnesville.
- 208 L. Arenswald, 6033 Broadway.
- 211 Jos. Jindra, 6029 Engel av.
- 212 Mendelsohn Co., 2700 Woodland av.
- 213 Benedict F. Grothouse, 1960 w. 58th street.
- 216 Belmont Cigar Co., Belmont.
- 218 S. Sarbin, 2472 E. 83rd st.
- 221 Jos. Arches, 9203 Empire av.
- 222 Jos. Jankovsky, 5251 Doloff rd.
- 223 Herman Platz, 2717 Lorain av.
- 225 Cleveland Tobacco Co., 1228 Prospect av.
- 226 A. G. Kruse, 4253 w. 36th st.
- 228 Fred G. Sharp, 36 n. College st., Newcomerstown.
- 231 Matousek Cigar Co., 2305 Lorimer rd., Parma.
- 232 J. J. McCauley & Son, 4th & Main sts., Uhrichsville.
- 233 Hantenroder Co., 141 Diamond st., Mansfield.
- 235 C. DeArango, 603 Superior st. w.
- 239 Morris Wilkof, 2522 9th st. w., Canton.
- 241 Mack Cigar Co., Belmont.
- 243 C. K. Miller, 2787 e. 75th st.
- 245 Ernest H. Wlecke, Pearl rd. & Maysdale st.
- 246 Karl F. Toepfer, R. 2, Bridgeport.
- 248 H. D. Eddy, Uhrichville.
- 250 Joseph Loveman, 1207 St. Clair 58th st.
- 252 Jos. Wolf, 5903 Quincy av.
- 264 W. J. Hatch, Plymouth.
- 268 C. O. Burckel, 621 e. 124th st.
- 270 J. C. Newman Cigar Co., 3803 Woodland av.
- 279 Harry Schonberg, 1402 w. 3rd st.
- 289 C. O. Kelly, Bethesda.
- 290 John D. Strahl, Belmont.
- 300 B. Kruse, 1592 e. 31st st.
- 305 Henry B. Sibela, 112 n. High st., Massillon.
- 315 Wm. Woehrmann, 2605 Barber av.
- 319 Ohio Stogie Co., 2218 e. 39th st.
- 324 Ike Simmons, Jefferson & 2nd sts., Martins Ferry.
- 329 Matt Brickel, 1339 Oregon av.
- 330 Chas. Grossman, 3306 St. Clair av.
- 347 H. M. Yost, 835 Akron st., Massillon.
- 352 Edward Reinhart, 7911 Ferrell av.
- 354 Guy B. Warrick, Somerton.
- 359 Robt. A. Wendorf, 12409 Superior av.
- 363 H. F. Weaver, Sterling.
- 373 Jos. Roth, Riverside Drive.
- 381 L. F. Myer, 405½ Lincoln st., Bridgeport.
- 382 Wm. Kneebusch, 3111 Broadview rd.
- 399 John Wandt, 1927 Corning av.
- 404 Herman Koch, 1028 e. 77th st.
- 406 Morrirstown Cigar Co., Morrirstown.
- 407 B. Plent, 99th st. & Calv. Cemetery.
- 413 Arlington Cigar Co., 4901 Central avenue.
- 414 Geo. C. King, 4468 w. 42nd st.
- 415 G. Ripellino, 172 n. Howard st., Akron.
- 416 Frank Csorba, 2648 e. 89th st.
- 422 Jacob Miller, 12105 Superior av.
- 436 W. E. Vail, Bethesda.
- 437 James Kelly, 205½ s. Liberty st., Alliance.
- 439 C. R. Heed, Belmont.
- 441 M. M. M. Cigar Co., 504 Superior street w.
- 444 East Ohio Cigar Co., 45 State st., Niles.
- 460 Wm. Goldring, 1516 Prospect av.
- 461 D. D. Hurlburt, 1628 Belmont st., e. Cleveland.
- 469 Henry Hoppe, Orwell.
- 477 John M. Case, Clarington.
- 478 E. C. Eaton, Belmont.
- 484 F. Daurelio, 901 Lafayette st., Canton.
- 485 Andy Kodrich, Lisbon.
- 495 Fred Samsky, 2142 w. 41st st.
- 500 C. S. Abrams & Co., 624 Prospect avenue.
- 502 H. J. Roth, 26 4th st., Shelby.
- 511 O. E. Quail, 507 Clover st., Canton.
- 516 W. F. Bissinger, 1322 e. 124th st.
- 517 Skala Bros., 3901 Warrent st. s. e.
- 521 A. Erdenberger, 252 n. Main st., Mansfield.
- 523 Manuel Molina, 2911 Hancock av.
- 526 Klafter & Sauber, 118 e. Boardman st., Youngstown.
- 535 Jos. R. Friedman, 1711 Crawford road.
- 537 Somerset Cigar Co., Barnesville.
- 543 Perlin Co., 611 Superior av., w.
- 550 Ohio Cigar Co., Bethesda.
- 553 Cuba Vuelta Cigar Co., 1500 e. 75th place.
- 558 T. J. Reilly, 42 n. Market st., Akron.
- 559 Wm. Freudemann, 150 Carroll st., Akron.
- 565 H. A. Kinney, s. Maple & Hawkins R. 25, Akron.
- 569 Don Aloe Cigar Co., 8805 Superior avenue.
- 570 A. C. Lichtenberg, 10837 Massie av.
- 577 Burk-Walton Cigar Co., 8605 Willard avenue.
- 580 P. H. Wichert, 2620 w. 25th st.
- 581 A. Coafa, 2358 Marion av.
- 582 Abe Rapport, 8121 Quincy av.
- 583 Hudson Cigar Co., Beallsville.
- 585 Eureka Cigar Co., 108 n. Broadway, Lorain.
- 593 J. Ohlczinski, 1516 Allman st.
- 599 Frank Yoder, Wadsworth.
- 627 Chas. Brunning, 3733 Broadway.
- 642 Wm. Burns, 361 S. High st., Akron.
- 646 Planters Cigar Co., Belmont.
- 648 Edward Tengler, 5715 Dibble av.
- 655 Carl Altenbernd, 1911 Willowdale avenue.
- 656 H. Miller & Co., Beallsville.
- 659 G. H. Berger, 414 Jarvis st., Massillon.
- 666 Zamia Cigar Co., 1729 e. 90th st.
- 668 J. H. Repschlager, 1422 Castle av.
- 673 P. F. Schaefer, 4144 Bridge av.
- 674 John Griesheimer, 106 e. Erie st., Massillon.
- 678 A. & S. Brudno, 1281 w. 9th st.
- 685 M. Andre, 1907 St. Clair av.
- 690 F. M. Roby, 442 e. High st., Uhrichsville.
- 691 H. Brinkman, 3523 Wade av.
- 694 L. Schwartz, 7511 Detroit av.
- 695 H. J. Hoefler, 5511 Lorain av.
- 698 Chas. A. Freudenberg, 1432 Florence-dale av., Youngstown.
- 700 C. A. Kildow, Bethesda.
- 703 G. L. Optiz, 2711 Detroit av.
- 713 Chas. Miller, 1977 e. 55th st.
- 722 Leo Erb, 7804 Colgate av.
- 726 J. V. Klima, 3247 w. 41st st.
- 744 H. L. Bowers Cigar Co., 36 e. 3rd st., Mansfield.
- 749 Wm. Beunker, 663 e. 99th st.
- 775 M. Eppele, 8831 e. 53rd st.
- 777 Orrison Cigar Co., Beallsville.
- 785 Chas. Gimble, 267 Wayne st., Mansfield.
- 806 Jos. Petierra, 618 Broadway.
- 810 Carl H. Jeurgens, 157 e. 4th st., Salem.
- 825 J. H. Motter, 7916 Superior av.
- 839 Max Kurlander, 6215 Quincy av.
- 850 Edward Rosenbaum, 603 Superior avenue w.
- 851 Jacob Eisner, 1080 e. 105th st.
- 854 Roby Cigar Co., Barnesville.
- 865 Orrison Cigar Co., Bethesda.
- 867 Geo. J. Kolcum, 9013 Buckeye rd.
- 868 Bolon Bros. Cigar Co., Bethesda.
- 870 Ben Huatman, 9220 St. Clair av.
- 871 LaVerno Cigar Co., 1126 e. 105th st.
- 874 V. Ramsay, Barnesville.
- 876 National Stogie Co., 1096 e. 112th st.
- 904 B. F. Huff & Sons, Bethesda.
- 918 S. Hare, Public sq., New Phil.
- 929 Chas. Braun, 3912 Smith av.
- 949 P. J. Kirchendorfer, 3295 w. 54th st.
- 950 Geo. A. Justice, Beach City.
- 959 J. W. Vaughn & Sons, Bethesda.
- 962 W. C. Poulton, Temperanceville.
- 964 W. C. Brisky, 2965 e. 59th st.
- 967 L. Lobenthal, 2350 e. 29th st.
- 971 J. Zimmerman, 13 Sycamore st., Ashtabula.
- 985 A. C. Intz, 603 Superior st., w.
- 1000 W. G. Stewart, 347 Main st., Wellsville.
- 1007 Fred Everett, 232 Main st., Ravenna.
- 3 A. Erdenberger, 252 n. Main st., Mansfield.
- 4 Wm. L. Hemse, 7800 Broadway.
- 6 Chas. Sauer, 3228 Lorain av.
- 8 Chas. Semon & Sons, 1456 w. 9th st.
- 9 Herman Platz, 2717 Lorain av.
- 12 J. M. Skala, 3901 Warren st., e.
- 14 Jas. E. Wolf, 4161 e. 131st st.
- 17 Edw. F. Pinta, 14006 Lorain av.
- 21 Chas. Grossman, 3306 St. Clair av.
- 22 P. H. Wichert, 2620 W. 25th st.
- 24 Roma Tobacco Co., 12610 Kinsman road.
- 25 Chas. Berger, 5511 Superior av.
- 27 Don Aloe Tobacco Co., 8805 Superior street.
- 29 The Roby Cigar Co., Barnesville.
- 30 Abe Rapport, 8121 Quincy av.
- 31 Fred Everett, 232 Main st., Ravenna.
- 34 Peoples Tobacco Co., 681 s. Main st., Akron.
- 35 Wm. Freudemann, 150 Carroll st., Akron.
- 36 Samuel Geschwind, 2714 Lorain av.
- 37 Casper Rosenberg, 2606 e. 9th st.
- 38 H. Shlesinger & Son, 1420 w. 9th st.
- 40 H. H. Serrer, 6104 Clinton av.
- 44 Neides Tobacco Co., 7903 Woodland avenue.
- 45 Cleveland Tobacco Co., 1228 Prospect avenue.
- 52 Frank Yoder, Wadsworth.
- 53 Eli Elkins, 4416 Woodland av.
- 55 C. S. Abrams & Co., 624 Prospect avenue.
- 57 Ambe Tobacco Co., 2316 St. Clair, avenue.
- 60 Buckeye Tob. Mfg. Co., Bethesda.
- 61 J. V. Klima, 3247 w. 41st st.
- 62 Full Moon Tob. Co., 2965 e. 59th st.
- 64 Buckeye Tob. Co., 2221 e. 71st st.
- 68 Standard Tob. Co., 1327 St. Clair av.
- 69 Siegel Bros., 202 Prospect av.
- 73 Ceramic Cigar Co., 617 Broadway, E. Liverpool.
- 76 S. Jaffa, 8806 Harkness rd.
- 82 Liberty Tob. Co., 8419 Quincy av.
- 83 L. Arenswald, 6033 Broadway.
- 85 Kabat Bros., 4901 Central av.
- 86 P. J. Kirchendorfer, 3295 w. 54th st.
- 92 Edward Reinhart, 7911 Ferrell av.
- 94 L. Lewis, 2178 e. 70th st.
- 96 Bethesda Scrap Tob. Co., Bethesda.
- 98 Perlin Co., 611 w. Superior st.
- 99 Geo. C. King, 4486 w. 42nd st.
- 100 S. N. Hutton, 5478 Broadway.
- 101 John M. Sulzmann, 6802 Superior, avenue.
- 102 Jos. J. Pinta, 4306 Trowbridge av.
- 109 Chic Tobacco Products Co., 1282 Lakeland av., Lakewood.
- 117 L. Schwartz, 7505 Detroit av.
- 118 Halper Tob. Co., 2218 e. 39th st.
- 130 U. S. Domestic Tobacco Co., 3309 Lorain av.
- 139 James W. Sharp, 104 Public sq., New Phila.

Florida Tobacco Keeps Up Brisk Movement

QUINCY, Fla., Oct. 24.—A brisk movement in both 1923 and 1924 tobacco out of Quincy has been in progress since late in September. One feature worthy of note is that a large quantity of the regular Florida-Georgia type has been shipped to factories in the Philippines. The movement of round tip is confined to the United States, but widely distributed. A large portion of the new pack of loose leaf has been sold and shipped already with prices above last season.

Cigar wrapper tobacco moved more rapidly than at any time since early spring. The demand has been strong for low and intermediate grades of the 1924 and 1925 packing, and many new inquiries are made for the low grade from the new 1925 crops, which is now in process of packing. Jerry Daller, of Rosevatt & Waller, of New York, large packers of Porto Rico, bought a considerable quantity of low grade of the new crop for his Porto Rican account. Many of the packers report good sales of high grade 1924, round tip and good prices.

The feeling now is that considerably more acreage will be planted in shade next season than this year, and every one is more optimistic.

Fred B. Griffin, formerly manager of the Connecticut Valley Tobacco Association of Hartford, has been here looking over his tobacco interests in this vicinity.

Tobacco Manufacturers in 18th District of Ohio

(All Cleveland, unless otherwise indicated.)

Factory Number.

1 M. B. Nemoyton, 2668 e. 63rd st.

Cincinnati Business Conditions Growing Better

Various Branches of the Tobacco Industry Showing Continuous Improvement—Holiday Orders Coming in Good Volume—Cigar Factories Operating at Normal Capacity.

CINCINNATI, O., Oct. 24.—A continued betterment of business conditions is reported by practically all concerns in the various branches of the tobacco industry. Orders for holiday goods are beginning to materialize in good volume, and an unusually large demand for Christmas goods is expected this year.

Nearly all of the cigar factories report that they are working at normal capacity. A considerable portion of their product at present is for the holiday trade of course, but the greater part of it is for use in filling orders that come in from day to day, in the course of regular business. Stocks of the majority of the manufacturers have been low, it is explained, and the increased demand for immediate consumption calls for increased manufacturing activity regardless of special goods for the holiday trade.

Manufacturers of miscellaneous tobacco products state that the market is better than it was, with more evenness in the inflow of orders. They report an increasing demand from all sections except those coal fields in which the miners are not at work. This adverse condition, however, is largely offset by the fact that trade is much improved in agricultural and industrial districts.

Retail Registers Ring Rapidly

Local retailers report that their cash registers are working harder than they have worked for some time. While individual sales are smaller than they were in boom times, some state, the aggregate daily number of purchases is large enough to build up a satisfactory cash total. The greater demand continues to be for the less expensive cigars, but some increase in the demand for the

more expensive grades and sizes is reported. As a rule, the retailers anticipate a larger holiday trade this year than last, and they are ordering goods accordingly.

Publicity Proves Profitable

It is thought that the increased amount of publicity now being given to cigars and other tobacco products is doing much to bring the demand back to former levels. Newspapers have contained large advertisements of cigars for the past two weeks, to say nothing of the publicity that has been given them in other ways. There are some who believe that the manufacturers should get together in a co-operative publicity campaign, with the object of educating the public in matters that should be common knowledge, such as the fact that the strength of a cigar does not depend on the color of its wrapper, and so on.

Counsels Caution

In the opinion of one successful jobber, too great a shifting of attention to the holiday trade may react to the disadvantage of the industry. "The holiday activities disrupt the regular routine of business and divert our minds from efforts to build up a steady regular trade, which all will admit is the only kind of business that really pays. That is, we devote most of the last two months of the year to building up a spasmodic trade, and neglect the creation of trade that will be evenly spread over the twelve months of the year. As I see it, the thing works out something like this: because of the intense selling of holiday goods practiced prior to the holiday season, a great many dealers become overstocked, and after the end of the season the demand drops for a few weeks until

the surplus can be reduced,—and in some cases the retailer cuts prices as an inducement."

Veteran Passes Out

August Janzen, Sr., president of the Janzen Grocery Company, large wholesalers of cigars and tobacco, died a few days ago. Although 85 years old, he took an active part in the conduct of the business. Until a few years ago he made frequent trips to different cities, in promoting business matters. He had a host of friends in the tobacco industry, all of whom will hear of his death with the keenest regret.

Latest Fixtures

A feature of the remodeled store of the Dow Drug Company, at Fifth and Main streets, is its handsome cigar department, which occupies the entire Main-street end. The showcases and wall cabinets are the very latest thing, and all of the large stock is fresh and new. Earl Saunders is in charge of the department.

Business Better Than Year Ago

E. D. Stickel, manager for the J. B. Moos Company, jobbers, has returned from a trip to up-state branches. Business is fine, he reported, and holiday orders are beginning to come in at a lively rate. In his opinion, this year's fall and winter trade will be considerably larger than it was last year.

Sweet Hickory is the name of a new cigar that is being introduced by the Jos. R. Peebles Sons Company. It retails at 8 cents, or two for 15.

"Back Again," announce Strohl Bros., retailers, at 523 Walnut street, meaning that once more they are offering Martha Louise candies to their trade.

Wm. Staun, of John Staun & Company, cigar leaf dealers, is back from a trip to Ohio cities. D. B. Bruning, of the same company, is on an extended trip through Illinois and Michigan.

Harry Koking, of the H. F. Koking Tobacco Company, has returned from an extended business trip through Pennsylvania and the east.

"Business is getting better every day,"

reported William Sander, of Wertz & Sander, jobbers, who a short time ago moved their business to 312 East Fifth street. "While we now have more than double the floor space we had, we are beginning to see signs that before long we will be crowded."

La Siesta Brand Waking Up

Arnold Tietig & Sons, cigar manufacturers, at 413 East Fifth street, have revived their La Siesta brand, and it will retail at five cents straight. This is a broad-leaf wrapped cigar that formerly sold at two for 15 cents. "It seems that the demand is now for five-cent and the ten-cent cigar," explained Arnold Tietig, "and for this reason we have revived the La Siesta brand, which we have not been pushing for the past eighteen months, and we are offering it in a five-cent size. It is unfortunate that so many smokers purchase a large cigar merely because of the fact that it is big. A good-quality small cigar can be made to retail at five cents, but a large cigar of good quality cannot be turned out to sell at that low price." August Tietig, of this firm, is on a business tour to Indiana.

Recent visitors at the Cincinnati factory of the Mazer-Cressman Cigar Company, 226 East Third street, were Jacob Mazer, head of the company, L. M. Byger, and J. E. McKennon, factory manager, all from Columbus, Ohio. S. N. Shapiro, manager of the local factory, reported that it is working at full capacity.

Business on Increase

At the jobbing house of Max M. Guggenheim, northwest corner of Third and Sycamore streets, business was reported to be good and on the increase. Mr. Guggenheim commenced in July to make plans for his holiday trade, and it is hardly necessary to report that his forehandedness is being well rewarded by the receipt of a large volume of early orders. While his last year's holiday trade was very large, he expects to do considerably better this year.

(Continued on page 55)

Comas Circular Knife Grinder

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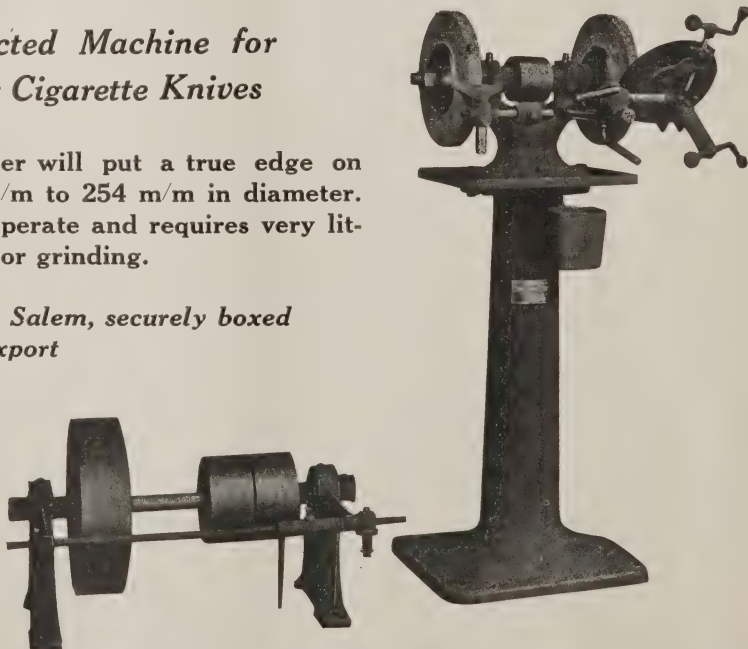
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SALEM, VIRGINIA

U. S. A.



Tobacco Interests Make Strong Appeal for Downward Tax Revision

WASHINGTON, D. C., Oct. 26.—Various branches of the tobacco interests have given their innings before the Ways and Means Committee of the House of Representatives last Saturday in connection with the possible revision of certain sections of the tobacco schedule of the revenue bill. The committee will conclude its hearings this week, following which it will hold executive sessions in an effort to complete a bill to be ready for the House when it convenes Monday, December 7.

Those Presenting Arguments

The tobacco interests heard by the committee Saturday included: Charles Dushkind, of New York, representing Tobacco Merchants Association of United States; William L. Crounse, of New England, representing the National Cigar Leaf Tobacco Association; N. Alsop, of Hartford, Conn., representing the Connecticut Valley Tobacco Association; the Tobacco Producers of New England, Ohio and Wisconsin; and the New England Tobacco Growers' Association; Harvey L. Hirst, of Philadelphia, of Bayuak Cigars, Inc.; George Van Slyke, of Auburn, N. Y.; Emory Davis, of Baltimore, representing the National Wholesale Tobaccoists' Association.

Mr. Dushkind Makes Appeal

There is a steadily growing demand in the smokers of the country for a five cent cigar, declared Mr. Dushkind, who was the first of the tobacco interests. This is evidenced by the fact, he said, that the consumption of nickel cigars has doubled within the past few years, while the demand for ten cent and for fifteen cent cigars shows a decrease.

Mr. Dushkind asked the committee for a per cent reduction from the present rates. He protested against what he called the levying of war time taxes on the industry during peace times. The industry, he told the committee, needs some government help to save it from stagnation. The reducing of the revenue taxes would help a lot along the road. Mr. Dushkind told the committee that the government revenue on cigars was reduced from \$55,500,000 in 1914 to \$44,000,000 in 1924.

In answering questions of the committee, he stated that some of the lost cigar smokers are using pipe, other cigars, and some have given up smoking entirely. He said frankly that the industry is trying to find some way out of its difficulties and the tax reduction is one way.

Representative Garner of Texas, a leading Democratic member of the committee, suggested that he thought that cigar taxes are too high and that the tax on cigarettes and tobacco is too low. Mr. Dushkind said that in spite of the increasing cost in the production of cigars they are still selling at pre-war prices, or nearly so. Before the war, the five cent cigar constituted about 65 per cent of the cigar consumption, while now it is about 45 per cent. It was even higher than this at one time. The nickel cigar, he contended, is coming back into vogue. He also called the attention of the committee to the fact that in addition to paying the high revenue taxes cigar manufacturers are paying the government \$22,000,000 duty on imported raw material.

Seeking Only Fair Play

"We are not asking for a tax reduction in order to increase our profits or to help any branch of our industry," Mr. Dushkind asserted, "but we are looking for it as a means, in fact as the only feasible means in sight, to enable us to give the consumer better value."

With a saving in the taxes of \$2 per 100 on nickel cigars, \$3 on the two fifteen cent class and \$4.50 on the ten cent type, and a proportionate reduction on the other classes, we know that we can give the consumer a cigar that will give more satisfaction, which in turn would undoubtedly lead to increased consumption."

Representatives of Various Branches Heard by the Ways and Means Committee—Charles Dushkind and Others Point Out That Lowering of Import Is Vital to the Cigar Business.

The war is over, Mr. Dushkind reminded the committee, pointing out that the consumer demand, which during the war and the years immediately following, due to the very high wages and extraordinary prosperity which prevailed, was for expensive cigars, has returned to the five, eight and ten cent cigars of pre-war days. The nickel cigar today represents over 45 per cent of the business, a position held by the ten cent cigar during the war period.

"Obviously, after cultivating a taste for higher price cigars, as the consumer did during the war and the short post-war period, he cannot be very much pleased with a cheaper smoke," he explained. But in addition to the high tax, the tobacco manufacturer must pay a duty on the imported tobacco used in his cigars, which averages \$5 per 1,000 on the nickel cigars, most of which have Sumatra wrappers, so that the tax on those cigars, instead of being \$4 per 1,000, really is \$9 per 1,000. In the case of ten cent cigars with Havana fillers, on which the tax is \$9 per 1,000, the total tax and duty is \$18 per 1,000.

"It is clearly apparent, therefore, that there is but one way to meet the situation, and give the consumer better value for his money, and that is a reduction in the internal revenue taxes," he declared.

A reduction in cigar taxes to the pre-war level would result in a greatly increased demand, the tobacco men estimate, so that the actual loss in revenue to the government would be comparatively small. Such a reduction, it was argued, would be in line with the administration's desire to afford relief to the small taxpayer, since the saving would be passed along to the consumer in the form of a better cigars for the same money.

Tax Collections Show Enormous Increase

Taxes collected from the tobacco industry have increased from \$80,000,000 in 1914 to \$345,000,000 in 1925, it was shown by figures submitted to the committee, and in view of this increase and the great advances in the cost of labor and other manufacturing charges, it is absolutely impossible to put out the pre-war grades of cigars at pre-war prices. More people contribute to the government's revenues through the tobacco taxes than through the income tax, and the reduction sought by the cigar industry would be agreed over a large proportion of the population.

Justice Demands Downward Revision

"Conceding that our commodity is a proper subject for peace time taxation," Mr. Dushkind said, "we believe that we may very justly protest against being taxed in times of peace on a war-time basis, and we might confidently submit that in this downward revision of the war revenue act we should receive consideration for relief from the additional taxes imposed on us during the war, and which we are still paying."

Mr. Hirst Makes Short Talk

Harvey L. Hirst, of Philadelphia, during the course of a short appearance, told the committee that the cigar business of the country is in a deplorable condition and he said that the cigar manufacturers are trying to get a price that will be acceptable to the public. Any tax reduction, said he, will go to the consumer. The cigar manufacturers want to give the public the old five cent cigar and he told the committee that in his opinion the cigar manufacturers of the country are today in jeopardy.

Machines Help But All Can't Buy

Mr. Van Slyke told the committee that he thinks tobacco using is increasing

continually, but not that of cigars. The rank and file of smokers, he said, are smoking fewer cigars. He admitted on being questioned by members of the committee that the use of cigar making machines will help the situation somewhat and it may be the only avenue of escape. It is practically impossible for the small manufacturers to purchase these machines, however, he said, because of their high cost. Many small cigar manufacturers are going out of business and the manufacture of cigars is drifting into the hands of a few large firms.

Mr. Alsop Speaks for Growers

Mr. Alsop appeared on behalf of the farmers and he stated to the committee that there are many thousands of tobacco farmers in the country. He took up the question of costs and stated that it costs about \$600 per acre for the construction of curing barns. In New England, said Mr. Alsop, it costs about \$438 per acre to produce tobacco of the wrapper type and they have been getting only about \$300. This has been going on, he said, for more than three years.

He backed up the plea of the cigar manufacturers for a reduction of taxes because he pointed out that while the farmer will not benefit directly he is bound to benefit in the long run. Unless the people smoke more cigars he said the farmers in his section of the country will have to go out of business. The wrapper tobacco cannot be used for any other purpose, he told the committee.

Answering questions of some of the committee members, Mr. Alsop said that it takes about twelve men to work a forty acre wrapper tobacco farm. Also it costs about \$1,000 an acre to grow shape tobacco. He also contended during the course of his argument that if the tax is reduced a good five cent cigar can be produced. He said that it might be that the cigar business of the country is doomed, but he asked that a little oxygen be given to the patient to see if he can be revived or not.

Mr. Ela Asks for Cigar Tax Reduction

Cigar tobacco is essentially a product of the soil, the committee was reminded by Mr. Ela. He said that about 25,000,000 pounds of cigar tobacco is raised each year in the State of Wisconsin and he went on record as favoring the cigar tax reduction.

Mr. Davis Says Smoker Is Not Getting Satisfaction

Mr. Davis, of Baltimore, representing the distributors, said that of course the decreased cigar consumption is reducing the distributors' business, and he also went on record as favoring the reduction asked for.

He told the committee that the smoker has not been able to get the cigar for the price he wants to pay and he thought that a better cigar would be produced if the taxes were reduced. The manufacturer, he said, has done all that he can to produce a good five cent and ten cent cigar to meet the requests of the consumer. The cigar smoker at the present time, he said, cannot get a five cent cigar that will please him, and the cigar manufacturer needs a slight cost reduction to produce a better five cent cigar. This can be accomplished if the tax is reduced.

Brief Filed by National Cigar Leaf Tobacco Association

Mr. Crounse endorsed the plea for the 50 per cent reduction and also asked for the elimination of occupational tax. Mr. Crounse presented a formal statement by Joseph Mendelsohn, as follows:

"On behalf of the National Cigar Leaf Tobacco Association, of whose legislative committee I have the honor to be chairman, and in the interest of all

branches of the cigar industry, from the growers of leaf to the retailers of the finished product, I desire to appeal most urgently to your committee to provide in the tax revision bill, soon to be framed, a reduction of 50 per cent in the war rates now in force. The National Cigar Leaf Tobacco Association, an organization formed more than a quarter of a century ago, includes in its membership practically all the packers, distributors, and exporters of domestic cigar leaf and the importers of foreign cigar tobacco. Our interests are the interests of the entire trade and for many years it has been our duty to present the views of the trade to this and other committees with respect to internal revenue and tariff legislation and other matters bearing upon the welfare of our industry.

"The deplorable conditions that have prevailed during recent years in the cigar industry have for a long time forced upon us the conclusion that the chief obstacle in the way of its growth is the heavy burden of taxation which is still on a maximum war basis. At our annual convention in 1924, when we met at Lancaster, Pa., the center of one of the most important cigar leaf producing districts of the country, and again in June, 1925, when we met at Atlantic City, resolutions were adopted advocating a horizontal reduction in the internal revenue taxes levied by existing law upon cigars. This action was taken after an intensive study of the progress of the cigar manufacturing industry over a period of twenty-three years, during which the production of cigars remained practically stationary in the neighborhood of 7,000,000,000. During that period the output of cigarettes has risen from two and three-quarter billions in 1901 to 75,009,864,510 for the fiscal year ended June 30, 1925. Even more graphic is the comparison of the statistics for the last fiscal year prior to the imposition of the war taxes with the fiscal year 1925. During that period the per capita consumption of cigars has declined from approximately 81 to 61, while that of cigarettes has risen from 347 to 661.

"Since 1900 the number of cigar factories in the United States has declined from 27,674 to 10,605, a reduction of 60 per cent in twenty-five years.

"Equally significant has been the reduction in the number of wages earners employed in making and packing cigars, the decline being due in part to reduced production and in part to the necessity of keeping the cost of production at a minimum, which has compelled manufacturers to introduce cigar making machinery which has displaced much hand labor. During the past five years the number of wage earners in the industry decreased approximately 15 per cent.

"The depressed conditions in the cigar industry have, of course, affected the consumption of tobacco and therefore the demand upon the cigar leaf raising farmers for their product. The official records of the Internal Revenue Bureau show that during the past four years the amount of leaf tobacco annually used in the production of cigars has declined from 183,042,000 pounds to 157,837,000 pounds. It would be difficult to present an argument that would show more graphically than do these figures the influence upon the cigar leaf growing farmers of the country of the conditions which have restricted the consumption and production of cigars and which emphasize the importance of promptly reducing the burdensome war taxes now oppressing this industry, taxes which were cheerfully borne during the war period but which it is now submitted should be lifted in justice to an important branch of a great industry which provides a larger revenue than any other for support of the Federal Government.

"There can be no doubt that the effect upon the cigar industry of the enormous percentage increase in taxation imposed by the war schedule of 1917 has been most disastrous. Prior to the revenue act of 1917 the tax on cigars was a flat \$3.60 per thousand; in fact,

(Continued on page 55)



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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, OCT. 29, 1925

Coming Events

TUESDAY.—Tobacco Table meets at luncheon each Tuesday at the Hotel McAlpin, 34th street and Broadway, New York. New and interesting special features every week. Transients cordially invited.

OCTOBER 31.—Tobacco Table's Halloween Party and Dance, October 31, in the East Room of the Hotel McAlpin, New York. Don't miss this. It promises to be an event long to be remembered.

NOVEMBER 13.—Next regular monthly meeting of the Tobacco Salesmen's Association, New York Branch, takes place Friday, November 13, at Hotel Pennsylvania, 7th avenue and 32nd and 33rd streets, New York. There is always something doing when tobacco salesmen get together. See them in action. Better than a circus!

JANUARY 25 to 30.—The Tobacco and Allied Industries Exposition, January 25 to 30, inclusive, 1926; Grand Central Palace, New York City, under auspices of the Allied Tobacco Exhibitors' Association, whose executive offices are in the Hotel McAlpin, suite 334, New York. Telephone, Pennsylvania 5700, extensions 332-334-336. Call or write, Harry A. Cochrane, managing director; Asa Lemslein, business manager; S. W. Levine, president. Get busy, and arrange to feature your products where they may be seen and inspected by many thousands of potential buyers. Do your part. Help to show the world the vast importance of the tobacco and allied industries.

THE WISCONSIN IDEA

In Wisconsin, particularly around the State Capitol at Madison, you hear much about the Wisconsin Idea. Strangers, not familiar with it, inquire about the matter. Almost anyone around town can explain.

It is, it seems, entirely a political plan. That is, it is a semi-political plan of educating the people of the state in the affairs of their government. It has to do, directly, with the discussion and elucidation of whatever may transpire in a political or economic way for the improvement of the whole state.

And by whole state it is only necessary to say that Wisconsin has some fifty-six thousand square miles of surface upon which the Wisconsin Idea is fostered.

It is fostered, too, by the nearly three million people who live in a state having almost eight billion in natural wealth.

Some of this apparent wealth is in railroads. About seventy-five hundred miles of them. Some of this wealth is in the canning of peas, in which the state of Wisconsin leads the nation.

Some of this wealth is also in hemp. For Wisconsin likewise leads the country in the pro-

duction of this requisite for rope. And some of this wealth is in dairy products, for which almost the entire state is remarkable, and foremost in the production of butter, cheese, milk.

But a tremendous portion of the wealth of Wisconsin is in tobacco. Since 1839, when some one hundred and fifteen pounds of tobacco were grown in the vicinity of Syrene Prairie, the entire state of Wisconsin has been largely interested in tobacco.

Fifteen years later, somewhere along in 1854, tobacco was grown in the now famous Edgerton district. It was not a profitable crop at the time. It sold for four and one-half cents a pound.

But the cigar binder type of tobacco began to be appreciated in the country right after the Civil War. This was in 1869, when the Wisconsin market produced about one million pounds of very fair cigar leaf.

Twenty years later this crop had been increased to nineteen million pounds. And so it went on and on to 1899 when the tobacco sales brought to the Wisconsin folk a total of forty-six million pounds.

That was almost a record. But it was surpassed again in fifteen years when the crop went on to nearly fifty-four million pounds. Then, in 1918, with war conditions demanding every ounce the state could produce, the farmers raised the bumper quantity of sixty-five million pounds!

Since then, with changing cigar manufacturing conditions, the crop has varied. It was about thirty-seven millions of pounds in 1924, and it is fairly estimated that this year's crop will reach forty-eight million pounds.

This increase looks very good. And so does the tobacco look good. Every report from the Wisconsin markets makes the crop look better and better. And prices are going to be normal.

All this spells prosperity for Wisconsin. It means that the cigar leaf tobacco industry will take its place again as an important element in the agricultural affairs of an important state.

It means, too, more prosperity for cigar factories all over the country. They will have more leaf, better leaf, and better cigars.

Cigars, by the way, are also an important item in Wisconsin. More than five hundred factories make cigars in this state. Five hundred and fifty-six were the exact number last reported.

Sixty tobacco factories, too, are listed in the Wisconsin district. This makes a total of six hundred and sixteen factories in the state which produce some sort of tobacco product.

There are 9,777 other factories in Wisconsin. They make all sorts of useful merchandise. And they employ 317,899 workers. This is an imposing number. But it is merely an indication of a state-wide prosperity in which the tobacco business fully shares.

That, then, is really the Wisconsin Idea! Prosperity for Wisconsin—and a crop of tobacco which will make the rest of the nation prosperous, too!

IMPERIUM IN IMPERIO!

Some dusty and musty old Latin scholars got together one day—it was April 6, 1866—in Columbus, Ohio, and they decided that, thereafter, the state motto should be "Imperium in Imperio."

Long, long before that, no one knows exactly how long, the native Iroquois Indians had assembled in more or less scholarly fashion, and debated the same subject. These warriors, however, didn't call it a motto. They didn't know anything about mottoes.

So, instead of a mere motto, which these professors said meant "An Empire Within An Empire," in the President's best American translation, the Iroquois decided upon a name.

This name had a direct geographical connection with the country—and with a great river. Quiet naturally, then, being a great country,

they called it great! And that, it seems, is exactly what this word Ohio means in Iroquois—"Great!"

It is great—it is Ohio! For it is 41,000 square miles in extent, and the present population is well over six millions!

It ranks fourth, in fact, as a state in our nation. Its wealth is prodigious. It is set down as being eighteen and one-half billions!

Its 16,125 factories employ 882,918 people! It has 8,872 miles of railroad. It has five very large cities. It has had the honor of supplying the country with five presidents, and two more presidents from other states, who were born great—born in Ohio!

So much for so much! Greatness is achieved only by energy, by effort, by work! And work made the early Ohio pioneers successful.

On September 10, 1813, this dinky little fleet—minus battleships, cruisers, torpedo boats or submarines—went out to battle a big and some brigantines of the enemy.

You know what happened! Some few hours later Commodore Perry "radioed" word to Washington: "We have met the enemy, and they are ours!"

It has gone down into school books and history, like the similar feat of a contemporary soldier. His name was Moses Cleaveland—not Cleveland—and he was a general in the army. He was charged with the defense of this great frontier—this Empire Within An Empire!

Napoleon, battling for life, at the same time three thousand miles away, made no braver fight. For General Cleaveland, aided by his Buckeye militia and rangers, repeatedly drove the enemy from the State.

When this was accomplished, to the satisfaction of all concerned on the one side, the militia was disbanded, and the frontiersmen returned to their farms.

These farms were simply cleared stretches of the wilderness. On rolling plain, and along lake and river, these hardy men had planted crops. During the war they were ruined. So were their homes, their apparent prospects.

But, remembering the Iroquois idea of the great country, the great state with great resources, these patient people set to work.

Work meant new homes, new crops. But what were these crops to be? Someone along the Miami—where the blockhouse still stands in Dayton—whispered that tobacco was the money crop, the successful crop!

So, many of these sturdy Buckeye planters set out tobacco. They set out enough to produce about six million pounds a few years later—this was in 1839, when records were first available.

And, right along, after that, the Ohio tobacco crop grew apace. It was over seventy-eight million pounds in 1914, when the value was \$1,000,000, on a crop covering 87,000 acres.

Of course, like the trials and tribulations of the early frontiersmen, the Ohio crop has fluctuated considerably in the eleven years since that time.

It receded in fact, to 17,000,000 pounds in 1924. But now, with more favorable marketing conditions arising again for the cigar trade, the crop is conservatively estimated at 40,000,000 pounds for this year.

This means, simply, that the cigar manufacturers will quickly and quietly absorb that much Ohio tobacco—and be glad to do so.

Because the Ohio tobacco is just as great as the Iroquois name has implied. It is again becoming a great crop. It is again a great tobacco for cigar manufacturers to use. It is again becoming a feature crop of the Imperium in Imperio!

And, probably, all the time, that is exactly what those Latin translators had in the back of their minds—this tobacco. For how, otherwise, would they have created such an appropriate slogan-motto for what tobacco means to Ohio—"An Empire Within An Empire!"

J. S. Appeals Court Reverses Trade Commission

Judicial Body Sitting in New York Overrules Orders Issued to American Tobacco Co.—Decision Favorable to Company and Incidentally to Others in Like Position.

A decision that is of far reaching interest to all business, and especially to manufacturers who believe in price stability, was made last week by Judge Rogers, presiding judge of the United States Circuit Court of Appeals, New York, reversing an order of the Federal Trade Commission which directed the American Tobacco Company "to cease and desist from assisting and agreeing to assist any of its dealer-customers in maintaining and enforcing in the re-sale of cigarettes and other tobacco products manufactured by the American Tobacco Company, re-sale prices for such cigarettes and other tobacco products, fixed by any such dealer-customer by agreement, understanding or combination with any other dealer-customer of said the American Tobacco Company."

The litigation between the Federal Trade Commission and the American Tobacco Company grew out of a situation existing in the tobacco jobbing or wholesale business. In many communities throughout the United States the prevailing jobbing prices of tobacco products have been such as to allow a very slender margin of profit. Associations grew up among the jobbers to maintain a price which would enable them to make profit, and in certain cases the American Tobacco company refused to sell to jobbers who sold below the prevailing price and sold at a price which would not give them a profit.

Cited in Fourteen Cases

The Federal Trade Commission fought fourteen proceedings against the American Tobacco Company, joining them with fourteen associations of wholesale dealers in different localities to maintain prices and that activity constituted "unfair competition." Other complaints were made against other manufacturers and wholesale associations, but no charge was made that the manufacturers combined among themselves.

Since the complaints were brought the commission itself, before or after hearings, has dismissed nearly all of these cases. The case against the American Tobacco Company and the Wholesale Tobacco and Cigar Dealers Association of Philadelphia was the only case in which the Commission entered an "Order to Cease and Desist" against the American Tobacco Company. The American Tobacco Company took it to the Circuit Court of Appeals for review. Judge Rogers, in an elaborate opinion, which entirely exonerates the American Tobacco Company of any blame, sums up the conclusions of the court as follows:

Conclusions of the Court

"The examination of the testimony convinces us that what the American Tobacco Company is shown to have done is so far removed from constituting an unfair method of trade that it actually tended to promote fairness of trade and the suppression of unfairness in competition. Practices cannot be regarded as fair which work for the demoralization of the business, and practices cannot be regarded as unfair methods of competition if the manufacturer declines to sell to the wholesaler who demoralizes the legitimate market by selling at a price which is in the business regard as insufficient to enable the business to be conducted at a reasonable profit. The American Tobacco Company was in our opinion within its rights in declaring that it would not sell to jobbers who made it a practice to sell to retailers at a price which made it impossible for the jobbers to carry on their business at a reasonable profit and worked the demoralization of the trade. In holding that the Federal Trade Commission was intended to prevent what the American Tobacco Company did, we are clearly of the opinion that the Commission has misapprehended its intent of the Act."

Act to create a Federal Trade Commission passed September 26, 1914.)

"In an early part of this opinion attention was called to the dissent filed by Commissioner Van Fleet and to his statement that in his opinion the American Tobacco Company had a legal right to refuse to do business with wholesalers or jobbers who were cutting prices to retailers and thereby 'demoralizing the trade which at the time charged had proceeded to the extent of ruin if continued.' In that opinion we fully concur unless the American Tobacco Company had entered into a combination or conspiracy with the wholesale dealers' association and other defendants named to maintain certain prices agreed upon between them. He did not think the evidence before the Federal Trade Commission was sufficient to establish such a conspiracy. In his dissent referring to this phase of the matter, he said:

"Of course, conspiracy is often incapable of direct proof, but when resort is had to circumstantial evidence, as in this case, the proof should rise above the dignity of mere suspicion. Some of the evidence relied upon to sustain the order hardly ever rises to that dignity. Without summarizing the evidence, to my mind it appears that the truth is that the American Company had nothing to do with the organization of nor conduct of the association, and I know of no proof to the contrary. Also I believe its acts were taken independently of the association, and no real proof to the contrary appears. The Commission dismissed the case against the Lorillard Company for lack of proof and I believe that eliminating evidence of acts of others for which the American Company was in no wise responsible and discarding mere conjecture, there is no proof to warrant an order against the American Company."

"It must suffice now to say that we are entirely in accord with the conclusion at which he arrived, and we are of opinion that there is no proof which warrants the order which the Commission entered."

Judge Hand concurred in the result on the ground that by the dissolution of the association the controversy became moot.

James Willing Home Again From Holland

Many important purchases were made by James Willing, of the James Willing Company, Inc., New York, upon his recent participation in the Amsterdam inscriptions. He is now back again at his home in Montreal. He will probably arrive in New York this week.

Hargraff & Sons Enter Big Selling Campaign

CHICAGO, Oct. 24.—Hargraff & Sons have just mailed the dealers in Chicago a very large black and white four page advertising pamphlet showing their various pipes and tobaccos that will appear in issues of the *Saturday Evening Post*, *Vanity Fair* and *Life* during the balance of the year.

On these pages is given the history of each tobacco and pipe, and Hargraffs say to the retail dealer: "This advertising is yours just as much as ours! We're advertising to increase the sales on our brands, and the only way we do that is by increasing the sales of every dealer who sells them. Think it over."

Following up through the mail is a descriptive booklet containing ninety-eight pages, with a black and gold cover headed, "Everything for Smokers." It shows various corners of the Hargraff store in the Wrigley Building, and it gives the very interesting story about their Hudson Bay tobaccos, Churchill Downs cigarettes, and pictures of their cigar humidors, showing their Churchill Downs cigars, Ben Wade and Hargraff,

with a facsimile of very fancy sizes, also the packings and prices per hundred. Several pages are for the Ben Wade pipe, retailing at \$8.50 up to \$15. Also shown in this handsome booklet are fancy smoking cabinets, humidors, pipe racks and tobacco pouches.—H. L. H.

Nathan Bijur Off For Key West and Cuba

Via Key West, Nathan I. Bijur, of E. Rosenwald & Brothers, New York, will visit Cuba and Abe Haas before he again reaches home.

Jobbers' and Retailers' Department

Conducted by "THE SMOKER"

Fortieths Are Too Expensive Says Geo. Flatauer

"Here is a telegram requesting rush shipment of fortieths," commented George Flatauer, President of M. F. Minden Company, Inc., 1809 First avenue, New York. "It requires some special sizes for immediate delivery. It is not unusual, merely a type of what is coming in almost daily now."

"Letters, too, urge the hurried delivery of more and more individual boxes, brands, holiday packages. Most of them, of course, prescribe fortieths. Here is another which asks for boite natures in a particular type of packing."

"This packing will cost us sixty-five cents a unit. It will add some fourteen dollars to the apparent overhead. And all I can charge back is the difference of four dollars between the regular twentieths and this special."

"Why, even the bench packing costs us one dollar additional for these boite natures. This is because we have to handle them so carefully to avoid cutting of the wrappers on the sharp corners."

"Jobbers and retailers refuse to stand for their share of this increased holiday cost. They say competitive prices in the trade are such that they do not have to pay more to me or any other cigar manufacturer."

"Retailers, particularly, do not realize the small profit on which production of this sort is accomplished. I happened to be in a very well known down town store yesterday morning, and I saw an evidence of this small regard for overhead."

"It had to do with a sale to a smoker of an ordinary box of cigars. Did the clerk show the gentleman a box of twentieths? No, he did not. Instead, he offered the convenient fortieth, which had just come in, I believe, and the man snapped it up without more to say."

"Now this, I believe, is a loss in salesmanship. This store not only loses the value of the increased sale of the twentieth packing, and the consequent better profit, gross, but it forces the cigar manufacturer to supply two boxes of goods where one would quite ordinarily suffice."

"Confectioners do not act this way. Not much. Rather, around the holidays particularly, they increase the size of their packings, instead of reducing them. For whoever heard of a confectionery manufacturer urging his jobbers and retailers to sell half pound boxes of candy in place of the usual full pounds?"

"And in that line the better custom has always been to induce the consumer or gift buyer to purchase two, five, and ten pound boxes of confections. In full contrast, whoever heard of a cigar manufacturer with sufficient confidence in his brand to offer his goods in boxes of hundredths, two hundred and fifties, or five hundredths?"

"They would be bulky, surely, and not popular, I'm afraid. But so are the confectionery packages cumbersome—and yet they are extremely popular. This is so because I think the candy jobbers and retailers have impressed the public with the fact that the larger package is the thing for the holidays."

"And all this, I understand, is quite in line with what Frank Rhode, of Rhode & Company, Cincinnati, recently advocated in his interview given to

TOBACCO. Mr. Rhode is right, but how can we prove it—we manufacturers?"

Bulfin to Represent Kraus & Co.

St. Louis, Mo., Oct. 24.—Resigning his position with the W. A. Stickney Cigar Company, of this city, Frank J. Bulfin will hereafter represent Kraus & Company, of Baltimore. He will feature Amorita and In-B-Tween cigars in this section of the country.

The Palina Cigarette Boost Starts in Louisville

LOUISVILLE, Ky., Oct. 24.—Missionary and advertising work for the Palina cigarette have been simultaneously started in this city this week. W. A. Andruss was recently in town for the Congress Tobacco Company, and his conferences with the C. C. Bickel Company resulted in immediate action. Wright Barr, president of the local distributors, believes the goods will be successfully introduced and maintained in this territory.

Chas. Stewart Aiding St. Louis Jobbers

MINNEAPOLIS, Minn., Oct. 23.—Appeals for help have come from the El Producto forces working St. Louis, so Charles Stewart, of the G. H. F. Cigar Company, in this city, has gone to aid the southern jobbers, the W. A. Stickney Cigar Company, in their local campaign.

Eisenlohr Brands Meet Big Success in Newark

NEWARK, N. J., Oct. 26.—Cinco and Henrietta cigars are being put over here with tremendous success by the Central Cigar Company. Advertising of every good sort is being supplied by Eisenlohr & Brothers, Inc., manufacturers of these brands.

Buffalo Cigarists Feature Star Green

BUFFALO, N. Y., Oct. 26.—Recently taking on the Star Green, the new nickel cigar of the Deisel-Wemmer Company, Lima, Ohio, the local chain of the Snyder stores is meeting with remarkable success in selling this attractive proposition.

Optimos Grow in Denver Jobbing Sales

DENVER, Colo., Oct. 24.—One of the most remarkable cigars, as a selling proposition with the Denver dealers, is the A. Santaella & Company's Optimo. This Tampa made brand is jobbed here by the Uno Tobacco Company, and their wholesale business on this cigar is rapidly developing.

La Palina Cigars Forcefully Distributed in Schenectady

SCHENECTADY, N. Y., Oct. 26.—Besides the popularity of the Senator size of the La Palina cigar in this market, the Excellent ten cent edition is also in great favor. Retailers are ordering increasing quantities of these sizes from the local distributors, the Wilkinson Cigar Company, Inc., 233 Broadway.



GOOD CIGARS



CAN A "GOOD" CIGAR BE BAD?

SOMEONE has said that a good cigar is the kind that sells.

We all know that he is right.

THE BAD CIGAR NEVER SELLS FOR VERY LONG!

Even looking at the proposition to give the bad cigar the best of it, we find that a bad cigar is good for a little time only, and then—

IT IS GOOD FOR NOTHING!

IN FACT, IT IS WORSE THAN GOOD FOR NOTHING!

The bad cigar will not only fail to sell, but it will earn for the seller a reputation that will eventually drive him out of business.

STICK TO GOOD CIGARS! IT PAYS!

C. A. Bond.

MANILA CIGAR FACTORIES

CIGAR manufacturing has been going on at Manila for more than a hundred years.

Since 1882 the business has been in the hands of private individuals.

From that time several Manila factories have grown from a small beginning to great business organizations with reputations the world over for making excellent cigars.

Other factories started after the opening of the United States market in 1909 also have built up an enviable trade on good merchandise.

Manila cigars made of Philippine Tobacco, mild, free-burning, by skilled Filipino workers, are appreciated wherever a sweet, cool smoke at a moderate price is in demand.

There is a difference, however, in Manila factories. Some are better than others. Some earnestly are trying to stabilize their brands in the United States. Others have been selling one brand today and another tomorrow.

Staple cigars, made of tobacco carefully selected and aged, cost more than the kind that come today and go tomorrow.

Staple cigars are the kind that sell!

AFTER ALL
Nothing Satisfies Like
a Cigar That Sells

A Manila Line

If in doubt about a Manila Brand, or if you wish any information, write or wire to

The Manila Ad Agency
15 William St., N. Y.

Listed Tobacco Stocks

Closing Prices Monday
Reported by Marketwise

	Bid	Asked
American Snuff	144	146½
American Snuff pfd.	101	101
American Sumatra	11½	12
American Sumatra pfd.	101	118½
American Tobacco	119	119½
American Tobacco pfd.	107	108
American Tobacco B	117½	118
Consolidated Cigar	39½	40½
Consolidated Cigar pfd.	86	89½
General Cigar	105	105½
General Cigar deb. pfd.	111	113
General Cigar pfd.	108	120
Liggett & Myers	75½	76
Liggett & Myers B.	75½	76
Liggett & Myers pfd.	121	123
Lorillard, P.	38	38½
Lorillard, P., pfd.	113	117
Renolds Tob. pfd.	120½	122
Schulte R. Stores pfd.	111	114½
Tobacco Products	97½	97½
Tobacco Products A	106½	107½
United Cigar Stores	103½	103½
United Cigar Stores pfd.	116	119½
U. S. Tobacco	55	56½
U. S. Tobacco pfd.	112½	114

ticularly fine work has been accomplished for the Nurica cigar, and the retail trade is supporting the jobbers very well indeed.

Sam Levine Scheduled to Go
To Porto Rico

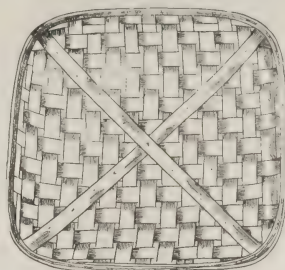
Making up a party of New York leaf men, Sam Levine, of H. Duys & Company, Inc., New York, will probably sail for Porto Rico this week.

Inactive and Unlisted Stocks

Closing Prices Monday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar	100	103
American Cigar pfd.	95	99
Bayuk Cigars	38	41
Bayuk Cigars 2nd pfd.	95	100
British-American Tobacco	25	26
Continental Tobacco Co.	14½	15
Eisenlohr & Bros. com*	14	14½
Eisenlohr & Bros. pfd.	82	84
G. W. Helme Co., new	74	75
G. W. Helme Co., pfd.	115	118
J. S. Young pfd.	103	128
Imperial Tobacco	24	25
International Cigar Machine	65	75
Johnson Foil	80	90
McAndrews & Forbes	163	166
McAndrews & Forbes pfd.	100	102
Mengel Co. com.	60	63
Phillip Morris	21	22
Porto Rican A. T. Co.	50	60
Universal Leaf com.	60	62
Universal Leaf pfd.	98	100

*Par value now \$25.

LEAF TOBACCO GROWERS, DEALERS, & WAREHOUSEMEN
SAVE MONEY AND TOBACCO BY USINGNORFLEET
UNIFORM
WEIGHT
TOBACCO
BASKETS

Write for Sample and Price

Norfleet Basket Mfg. Co.
Winston-Salem, N.C., U.S.A.Percentage Gratis on General
Cigar Company's Brands

With the current announcement, dated October 15, that the General Cigar Company will offer an additional 2% discount on all purchases of the retail Robt. Burns, White Owls and Wm. Penns, it is further decided to include Van Dycks and Bobbies.

Another deal is offered to the trade of a 3% allowance if 1000 of the same brands are ordered at one time. But not more than 500 Wm. Penns. may be taken in this quantity.

Laddies are not included in these quantity requirements, but the percentage may be also taken on this brand where ordered in addition to the foregoing deals.

These special allowances are not given, the dealers for the purpose of over stocking, but to induce slightly larger purchases, rather than the usual method of buying merely a few boxes to carry a store over a few days.

It is the hope of the General Cigar Company that this percentage allowance system will cut sales costs, and therefore reduce distribution charges to the ultimate good of the retail trade.

Ben Beyea Home From a
Long Trip West

After visiting almost every important western manufacturing center, Ben Beyea has returned to the New York offices of S. Ruppig, Inc.

El Toro and Nurica Brands
Sell in Richmond

RICHMOND, Va., Oct. 24.—In backing up the newspaper and trade work of the Porto-Rican American Tobacco Company, for their brands in this market, the Cliff Weil Cigar Company has recently had the personal co-operation of representative J. A. Broderick. Par-

Cigar, Cigarette and Manufactured Tobacco Withdrawals During September

The following comparative data of tax-paid products indicated by monthly sales of stamps are obtained from the statement of Internal Revenue collections

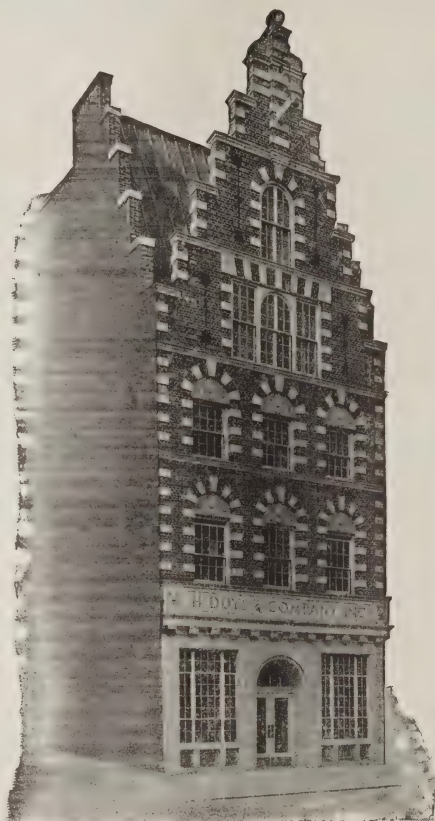
	September, 1924	September, 1925	Quantity	Per Cent
Cigars, Class A—U. S.	245,196,250	232,753,910	— 12,442,340	— 5.07%
Cigars, Class A—P. R.	10,745,150	14,876,100	+ 4,131,000	+ 38.45%
Cigars, Class A—P. I.	20,164,870	20,296,328	+ 131,458	+ .65%
Total	276,106,270	267,926,388	— 8,179,882	— 2.96%
Cigars, Class B—U. S.	123,619,987	102,841,492	— 20,778,495	— 16.81%
Cigars, Class B—P. R.	1,377,490	971,245	— 406,245	— 29.49%
Cigars, Class B—P. I.	375,145	523,525	+ 148,380	+ 39.55%
Total	125,372,622	104,336,262	— 21,036,360	— 16.78%
Cigars, Class C—U. S.	222,538,890	223,231,937	+ 693,047	+ .31%
Cigars, Class C—P. R.	4,456,140	4,470,350	+ 14,210	+ .32%
Cigars, Class C—P. I.	203,622	204,347	+ 725	+ .36%
Total	227,198,652	227,906,634	+ 707,982	+ .31%
Cigars, Class D—U. S.	11,693,368	13,125,950	+ 1,432,582	+ 12.25%
Cigars, Class D—P. R.	25	5,300	+ 5,275	+ 21,000.00%
Cigars, Class D—P. I.	25	200	+ 175	+ 700.00%
Total	11,693,418	13,131,450	+ 1,438,032	+ 12.30%
Cigars, Class E—U. S.	2,559,720	3,810,356	+ 1,250,636	+ 48.86%
Cigars, Class E—P. R.	145	500	+ 355	+ 244.83%
Total	2,559,865	3,810,856	+ 1,250,991	+ 48.87%
Total, all classes—U. S.	605,608,215	575,763,645	— 29,844,570	— 4.93%
Total, all classes—P. R.	16,578,805	20,323,045	+ 3,744,240	+ 22.59%
Total, all classes—P. I.	20,743,807	21,024,900	+ 281,093	+ 1.36%
Grand Total	642,930,827	617,111,590	— 25,819,237	— 4.02%
Little Cigars—U. S.	43,729,787	42,596,000	— 1,133,787	— 2.59%
Little Cigars—P. R.	1,000,000	1,000,000	—	—
Little Cigars—P. I.	600	600	—	—
Total	44,729,787	43,596,600	— 1,133,187	— 2.53%
Cigarettes—U. S.	6,273,217,017	7,119,055,300	+ 845,838,283	+ 13.48%
Cigarettes—P. R.	50,000	10,200	— 39,800	— 79.60%
Cigarettes—P. I.	220,510	49,070	— 171,440	— 77.75%
Total	6,273,487,527	7,119,114,570	+ 845,627,043	+ 13.48%
Large Cigarettes—U. S.	1,046,280	1,724,658	+ 678,378	+ 64.84%
Large Cigarettes—P. R.	620,000	405,000	— 215,000	— 34.68%
Large Cigarettes—P. I.	300	300	—	—
Total	1,666,280	2,129,958	+ 463,678	+ 27.83%
Snuff (lbs.)	3,193,562	3,137,659	— 55,903	— 1.75%
Tobacco Mfd. (lbs.)—U. S.	33,521,575	32,916,631	— 604,944	— 1.80%
Tobacco Mfd. (lbs.)—P. I.	22	141	+ 119	+ 540.90%
Total	33,521,597	32,916,772	— 604,825	— 1.80%

* All U. S. Only. + Increase. — Decrease.

for the month of September, 1925. (Figures for September, 1925, are subject to revision until published in annual report.) Percentages figured by T. M. A.

	1st 9 mos. Calendar Yr. 1924	1st 9 mos. Calendar Yr. 1925	Quantity	Per Cent
Cigars, Class A—U. S.	1,952,035,146	1,962,156,143	+ 10,120,997	+ .52%
Cigars, Class A—P. R.	98,792,425	98,792,425	—	—
Cigars, Class A—P. I.	128,334,718	151,177,665	+ 22,842,947	+ 17.80%
Total	2,152,448,984	2,212,126,233	+ 59,677,249	+ 2.77%
Cigars, Class B—U. S.	1,033,340,800	845,264,742	— 188,076,058	— 18.20%
Cigars, Class B—P. R.	9,313,380	9,385,635	+ 72,255	+ .78%
Cigars, Class B—P. I.	2,805,180	2,414,435	— 390,745	— 13.93%
Total	1,045,459,360	857,064,812	— 188,394,548	— 18.02%
Cigars, Class C—U. S.	1,815,916,161	1,786,534,466	— 29,381,695	— 1.62%
Cigars, Class C—P. R.	26,264,130	31,765,350	+ 5,501,220	+ 20.95%
Cigars, Class C—P. I.	1,322,740	1,201,946	— 120,794	— 9.13%
Total	1,843,503,031	1,819,501,762	— 24,001,269	— 1.30%
Cigars, Class D—U. S.	90,887,914	100,157,397	+ 9,269,483	+ 10.20%
Cigars, Class D—P. R.	36,050	57,100	+ 21,050	+ 58.39%
Cigars, Class D—P. I.	3,829	10,056	+ 6,227	+ 162.63%
Total	90,927,793	100,224,553	+ 9,296,760	+ 10.22%
Cigars, Class E—U. S.	18,306,949	23,602,671	+ 5,295,722	+ 28.93%
Cigars, Class E—P. R.	50	50	—	—
Cigars, Class E—P. I.	9,522	3,804	— 5,718	— 60.05%
Total	18,316,521	23,606,525	+ 5,290,004	+ 28.88%
Total, all classes—U. S.	4,910,486,970	4,717,715,419	— 192,771,551	— 3.93%
Total, all classes—P. R.	107,692,730	140,000,560	+ 32,307,830	+ 30.00%
Total, all classes, P. I.	132,475,989	154,807,906	+ 22,331,917	+ 16.86%
Grand Total	5,150,655,689	5,012,523,885	— 138,131,804	— 2.68%
Little Cigars—U. S.	406,450,946	342,804,713	— 63,646,233	— 15.66%
Little Cigars—P. R.	11,000,000	9,000,000	— 1,999,940	— 18.18%
Little Cigars—P. I.	600	600	—	—
Total	417,450,946	351,805,373	— 65,645,573	— 15.73%
Cigarettes—U. S.	53,722,626,513	60,266,343,529	+ 6,543,717,016	+ 12.18%
Cigarettes—P. R.	363,320	318,060	— 45,260	— 12.46%
Cigarettes—P. I.	684,874	766,110	+ 81,236	+ 11.86%
Total	53,723,674,707	60,267,427,699	+ 6,543,752,992	+ 12.18%
Large Cigarettes—U. S.	11,403,113	11,241,803	— 161,310	— 1.41%
Large Cigarettes—P. R.	9,079,650	1,593,250	— 7,486,400	— 82.45%
Large Cigarettes—P. I.	1,900	1,600	— 300	— 15.79%
Total	20,484,663	12,836,653	— 7,648,010	— 37.34%
* Snuff (lbs.)	29,731,945	28,370,731	— 1,361,214	— 4.58%
Tobacco Mfd. (lbs.)—U. S.	286,139,631	284,798,138	— 1,341,493	— .47%
Tobacco Mfd. (lbs.)—P. I.	113	538	+ 425	+ 376.11%
Total	286,139,744	284,798,676	— 1,341,068	— .47%

After all
nothing satisfies like
a good cigar



H. DUYS & CO., Inc.

142 WATER STREET
NEW YORK

American Headquarters For Sumatra and Java

Chicago Appreciates New Bulk Cigar Discounts

Samuel Task Retires—E. P. Oakes Resumes Road Trips for Gato—Benson & Hedges' Holiday Packs—Meyers Buys Shaffner Business—Another Big Million Dollar Lease.

CHICAGO, Oct. 24.—In the new order of business the General Cigar Company, Inc., for the first time in its history, has announced to the trade that they will now offer special discounts, besides the regular 2 per cent for cash. The new discounts are three and two per cent in thousand lots, assorted, or two and two per cent in lots of five hundred. This discount is not in effect on Laddies or Little Bobbies, except as additions to specified quantities.

The offering of the General has caused quite a lot of excitement, and is bound to increase their business. Talk is going around that the dealers will now feature General cigars in the display cases. They are saying that the way of the other jobbers will be very hard, and that while they are giving discounts, and have been for a long time, they will now be forced to grant greater reductions to hold their case placements.

Start War for Co-eds

War has been declared on Co-ed smoking by men students of Northwestern University. An editorial in the *Daily Northwestern*, official journal of the student body, declared that women smoke only to be smart, because it is a sign of emancipation from the small town, and because it is daring to do it in classic Evanston.

"It is ridiculous and disgusting, because it is a pose," the paper asserts. "American females, and the Northwestern coterie is no exception, do not take naturally to smoking. One in twenty-five enjoy it, one in fifty knows how to smoke, and one in one thousand knows what moderation means."

"I leave matters of this kind entirely to the good sense of the girls themselves," says Dean Winifred G. Richardson, but the *Daily Northwestern* has taken up the battle in earnest. It is announced that this editorial will be followed by more, later.

New Cigar Stand

A Mr. Goldracker has opened a cigar stand in the lobby of the Lorian Hotel, 411 North Wabash avenue. All popular brands are carried in his case.

Jack Rosenberg is taking in St. Paul, Minneapolis and Omaha this week. He finds Henry the Fourth cigars increasing in sale all over his territory. A recent connection made with Mooney-Mueller-Ward & Company, of Indianapolis, is turning out in good shape, and Charlie Mac Farland, the selling star, is placing Henry the Fourth Cigars all over the state.

Task Retires

Sam Task, for many years a well known south side dealer, has closed his store at 874 East Sixty-third street, and retires from the game. Sam has saved up quite a pile and will take life easy.

A call at 28 East Monroe street finds Mary Cox and the "crew" very busy these days. Mary is the Secretary of the Miles Cigar Company, at this address, and she has a large private box for following. The featured brands are F. Garcia and La Pinta, a private label, both from F. Garcia & Brothers; Alexander Humboldt in several sizes and bottle nature packings, are also in demand. In the retail department the show cases exhibit all the popular brands.

Oakes Out for Gato

E. P. Oakes has again connected with

the E. H. Gato Cigar Company, and is out on a road trip.

Since last reported, the Ryan & Raphael Cigar Company's position is about the same. A trustee is in charge, and what will be done with the firm cannot be stated at this time.

Adolph Seckbach continues his efforts to open new accounts on Medalist cigars. Medalist is in all the better places these days.

Sig Rosenthal, who some weeks ago retired from H. M. Schmerhorn & Company, comes down to the loop now and then. He is no longer actively engaged in business, but likes to see what is going on.

The Palmer House announces it will open its new building Monday, December 21. Walter L. Gregory is the manager. On January 1 the State street block will then be pulled down to make room for the other half of the new hotel, which will be one of the largest in the United States.

Money, Money, Money!

Everybody has it—everybody spends it. In other days no one wondered who was rich. The rich, even the well-to-do, towered above the mass of humanity. Merchants, catering to the rich, knew well how and where to reach them, without waste or lost motion.

But in these piping times who knows where or how to reach the new, but always free-spending wealth that dazzles and confuses us? Surely not by the time honored direct appeal to segregated wealth, for there is too much wealth nowadays to be segregated.

One sure avenue of appeal to new wealth is via TOBACCO, a trade journal that reaches the people all over the world. An advertisement in TOBACCO not only reaches the subscriber, but hundreds of his customers who pick up TOBACCO in his store and read it. Advertise, Mr. Manufacturer, in TOBACCO and reach these thousands.

New Holiday Packings

Harvey Vreeland, of Benson & Hedges, put in a heavy week here booking Christmas orders for fancy packings of Benson & Hedges cigarettes. This year walnut, deep nickel, cracked gold and book packings of fifty, one hundred and two hundred are shown that sell from \$2.50 up to \$12.50. Vreeland says 1925 is the biggest buying year he has ever had.

Max Maier, of Robert J. Kugelman & Company, New York leaf merchants, came in from an extended western tour. He found all the cigar factories busy, and many Christmas orders on hand. From here he went to points east and his New York office.

Shaffner Business Sold

Louis Y. Meyers, Incorporated, has purchased the jobbing business of Charles Shaffner, at 3858 West Madison street. Louis Y. Meyers Company has been located at 748 Milwaukee avenue. The firm is headed by Louis Meyers, a well known local boy. They distribute cigars, candies, cigarettes, pipes and tobaccos.

Joseph Pretiken, operating a cigar store at 200 South Halstead street, found the going hard and was sold by an auctioneer a few days ago.

New Walgreen Lease

Walgreen's, the strapping youngster

of the chain drug stores in the middle west, is to open a store on State street. The company has leased the corner store in the Capitol building, at the Northeast corner of State and Randolph streets, for a term of years from May 1, next, at an estimated total rental of \$100,000.

The store is L-shaped, and contains twenty-five hundred square feet. The guaranteed minimum rental of the Walgreen lease is \$22 a square foot, and the total is based on the gross sales from the store. This rental will be determined at the rate of eight per cent on the gross to \$500,000, and ten per cent on the amount in excess of that figure.

Country pipes and Hurlingham pipes, both made in England, are sold by Hargraff & Sons. Country pipes sell at \$5, and are of Chippendale finish in a plum colour, while Hurlingham is of plain Chippendale finish. Very neat booklets, featuring these two offerings, have been mailed to the trade.

A full page advertisement in the newspapers this week showed how Dutch Masters had gained in sales in the territory covered by the *St. Louis Globe-Democrat*, St. Louis' largest daily. Advertising representatives of the consolidated Cigar Corporation are located at New York, Detroit, San Francisco, London and Chicago. 17,078 lines have appeared this year in the *St. Louis Globe-Democrat* for the stickney-Hoelscher Cigar Company, distributors in that city. —H. L. H.

September Revenue Tax Collections

WASHINGTON, D. C., Oct. 26.—September tax collections on tobacco products amount to \$32,048,328.48, as compared with \$29,672,821.36 collected in the same month of last year, according to the Bureau of Internal Revenue.

Tax collections on large cigars for September of this year amounted to \$3,946,229.72, as compared with \$3,988,816.58 for the same month of last year, while \$63,894.90 was collected on small cigars during September of this year, as compared with \$65,594.68 in the same month of last year.

During September of this year \$12,443.46 was collected on large cigarettes, as compared with \$7,533.22 for the same month of last year, while \$21,367,503.84 was collected on small cigarettes in September of this year, as compared with \$18,820,312.58 collected in the same month of last year.

Total collections on snuff of all descriptions amounted to \$551,575.76 in September of this year, as compared with \$574,841.12 collected in the same month of last year. Tax collections on chewing and smoking tobacco for September of this year amounted to \$5,918,358.25, as compared with \$6,033,887.39 collected in the same month of last year. During September of this year also \$114,504.60 was collected on cigarette papers and tubes, as compared with \$113,991.55 in the same month of last year.

Special taxes collected during September of this year on manufacturers of cigars, cigarettes and tobacco amounted to \$81,121.32, as compared with \$600,936.61, collected in the same month of last year. Miscellaneous collections relating to tobacco during September of this year amounted to \$2,696.63, as compared with \$907.63 in the same month of last year.—L.A.M.M.

A. J. Dale Sells Pipes to Coast Trade

Addrich J. Dale, the New York pipe importer, has been on an extensive tour of the Pacific States, and he reports advance holiday business very good indeed.

September Production

WASHINGTON, D. C., Oct. 26.—In September 575,763,645 large cigars were manufactured as compared with 605,608,215 manufactured in the same month of last year, according to the Bureau of Internal Revenue. During September also 42,595,000 small cigars were manufactured, as compared with 43,729,787 manufactured in the same month of last year.

During September also 7,119,005,300 small cigarettes were manufactured as compared with 6,273,217,017 manufactured in September of last year. Also during September 1,724,658 large cigarettes were manufactured, as compared with 1,046,280 manufactured in September of last year.

The Bureau's figures show also that during September 3,127,659 pounds of snuff were manufactured as compared with 3,193,562 pounds manufactured in September of last year, while in September of this year also 32,916,631 pounds of tobacco were manufactured as compared with 33,521,575 pounds manufactured in September of last year.

In Porto Rico in September 20,323,045 large cigars were manufactured, as compared with 16,578,805 manufactured September of last year. In Porto Rico also 1,080,000 small cigars were manufactured as compared with the same number manufactured in September of last year, while in September of this year 405,000 large cigarettes were manufactured, as compared with 630,000 manufactured in September of last year. Also in September 10,200 small cigarettes were manufactured, as compared with 50,000 manufactured in the same months of last year.

In the Philippine Islands in September 21,024,900 large cigars were manufactured as compared with 20,713,807 manufactured in September last-year. In September also 49,070 small cigarettes were manufactured in the Philippines, as compared with 220,510 manufactured in the same month of last year.—L.A.M.M.

Schulte May Sell Valuable Fifth Avenue Corner

On the corner of Forty-third street and Fifth avenue, New York, the fourteen story building on the northwest side is under negotiation for sale by the Schulte real estate interests. It is valued at \$1,600,000 and was acquired by the Schulte people in 1924. Vice-President I. I. Rosenbaum, of the Schulte Company, recently said the deal was in process of sale, but no contract had yet been signed. Some of the leases expire in 1938, and the rents now total \$148,000 per year.

Successful Wasserman Dinner

The members of the W. Club, an organization composed of the sales force of the B. Wasserman Company, the well known New York jobbers, met at the Hotel Brevoort to partake of a dinner, Saturday, October 24. The office force was also invited to participate. This festive occasion was presided over by Mr. Charles L. Hood. It is needless to say that everyone had a glorious time. The W. Club meets every Saturday for luncheon, where good fellowship will always be found.

Fletcher Young Going the Rounds Through Ohio

Traveling through the Ohio cities with his elaborate holiday offerings, Fletcher Young has obtained considerable business from the best stores for the Delacour & Lewis Corporation, New York pipe importers.

GUM TRAGACANTH

Special Grades for Cigar Manufacturers

PERFECT CIGAR GUM

(Powder)

GENUINE SPANISH LICORICE

(Powder & Extract)

RICHO POWDERED GUM

(3 Grades)

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(Powdered)

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SATISFACTION GUARANTEED
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Buyers and rehandlers of all grades of Bright Leaf Tobacco. Domestic and export types bought on order or contract. Modern redrying plant equipped with improved machinery and ample storage facilities.

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Samples Furnished

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Storage Capacity 5000 hogheads

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Tobacco Market in
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Established 1887

Packed for Export and Domestic Trade

We operate in North Carolina, South Carolina, Virginia and Georgia
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Packing guaranteed. Samples submitted on application.

Dealers in All Grades
Bright Leaf, Strips,
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All grades Bright Leaf Tobacco bought on order or contract. Ample redrying and storage facilities.

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Buyers and Rehandlers of all Grades of Bright Leaf Tobacco on Order or Contract.
Complete Redrying Plant and Ample Storage

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Specializing in Old Belt, Virginia & Carolina Tobaccos

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A. B. C. 4th & 5th Editions

Danville, Va.

Henderson Has Largest Sales Week

HENDERSON, N. C., Oct. 24.—Sales on the Henderson auction tobacco market for the week ending yesterday totalled 496,224 pounds, the largest of any week since the season began on October 1, and sold for \$99,406.48, or an average of \$20.03 per 100 pounds. This brings the sales to date for this season up to the total of 1,061,214 pounds, selling for \$193,306.01, or an average of \$18.21 per hundred.

For the fourth week of the 1924-25 season last October, the local market sold 239,656 pounds for \$42,046.17, or an average of \$17.54. Sales for the season to that date last year amounted to 1,121,676 pounds, which brought \$190,691.06, an average of \$17 per 100 pounds.

This shows that the present season thus far is well ahead of last season in both the total amount of money and the average price, and only 60,000 pounds behind in breaks. The week's sales for the past week are almost twice as much as those for the same week last year, the money is more than twice as much, and the average is 2½ cents higher.

The highest average for any one day reached the past week was that of \$21.91 on Thursday, when the market sold 76,582 pounds for \$16,791.45. Monday's sale of 157,842 pounds was the largest of any day this season thus far brought the most money by far, the total being \$32,857.43, and had an average of \$20.81. Thus it will be seen that on two days of the past week the market averaged higher than any other one day of the season thus far, and nearly two cents higher on the lower of the two than any day to that date a year ago.

Sales the past week of almost twice the amount of any other week of the season thus far of heavy sales, which are expected to be much larger even next week and to continue to hold up well in both pounds and average price from this time on until the Christmas holidays.

The better grades of tobacco are now beginning to make their appearance on the local market, and prices as high as 70 cents and a little more are reported from some of the sales of the last week. This is in a class with the bumper year of 1919, although, of course, this is not an average at all, and no such average as that of 1919 is looked for.

It is expected, however, that the local market will have a season average much above what the season total stands now, which is only \$18.21. It is believed that the final figure will be well up above the 20-cent level, perhaps to as high as 25 cents.

Winston Prices Please Growers

WINSTON-SALEM, N. C., Oct. 24.—Rockingham county broke the record of this year in high tobacco averages as Sharon & Friddle, of that county, sold Thursday at one of the local warehouses a load of 1,212 pounds at an average of \$59.90 per hundred. The prices paid them were \$45, \$59, \$66 and \$67. While all of the companies were strong bidders on this good lot of tobacco, the Imperial bought three of the baskets and was a close second on the other two.

Considerable good tobacco came during this week from many counties, particularly from Guilford, Davidson, Surry, Caldwell, the King section of Stokes and the Goose Creek section of Forsythe. Some of them averaged almost as much as the instance cited.

Attracted by the good news of fine prices ruling on the Winston-Salem market since the first week of its opening this season, farmers from the "four winds" were here this week with their tobacco, and the great majority of them were satisfied and went back home smiling. They will return again. Several warehousemen remarked that they saw among their patrons many new faces; others remarked upon the return to the market of old time friends, some of whom had drifted in the past with their tobacco elsewhere.

During the week the market was uniform in prices on all the grades, but with greater activity in the better types. Monday was a record day in pounds, almost every street leading into the city was lined with wagons, but notwithstanding this, everything moved along like a piece of well oiled machinery and there was no chaos or confusion. The latter part of the week, on account of the dry weather, the sales ran only from 320,000 pounds to 500,000 pounds, as against 700,000 to 800,000 pounds the first of the week. Now that a "season" is on it is expected that the coming week's sales will be large, especially the first part of next week.

The secretary of the Board of Trade reports sales for the week as follows:

	Pounds	Value	Average
This week	2,810,113	\$545,926.79	\$19.43
Previously	3,528,143	620,395.49	17.59

Season.. 6,338,256 \$1,166,322.28 \$18.40
—McFARLAND.

Greeneville Average, \$32.50

GREENEVILLE, N. C., Oct. 24.—Total tobacco sales for official week ending October 24, 1925, 2,841,700 pounds; average price, \$32.05 per 100 pounds. Sold to date of 1925 crop, 21,720,401 pounds; average price per 100 pounds, \$23.24. Good tobacco selling up to 98 cents. Half crop estimated sold to date. Market will close Armistice Day, Wednesday, Nov. 11.—K. W. Cobb, secretary, Tobacco Board of Trade.

Roxboro Average, \$12

ROXBORO, N. C., Oct. 24.—Total tobacco sales for official week ending Oct. 22, 228,688 pounds; average price, \$12.70 per 100 pounds. Sold to date of 1925 crop, 397,420 pounds; average price per 100 pounds, \$12.50. Sold to same time last year, \$14,027 pounds; average price per 100 pounds, \$21. Quality of breaks very common. Prices improving on all better grades.—Geo. W. Walker, secretary, Roxboro Tobacco Association.

Wendell Average, \$22.57

WENDELL, N. C., Oct. 24.—Total tobacco sales for official week ending Oct. 23, 318,136 pounds; average price, \$22.57 per 100 pounds. Sold to date of 1925 crop, 1,680,741 pounds; average price per 100 pounds, \$17.43. Sold to same time last year, 1,331,014 pounds; average price per 100 pounds, \$19.31.—L. R. Clark.

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BRANCH FACTORIES IN PRINCIPAL MARKETS OF ALL TOBACCO DISTRICTS.

Danville Auction Prices Show Notable Increase

DANVILLE, Va., Oct. 24.—A marked increase in the average for the Danville auction market featured the sales here this week, the tendency being upward on all of the more desirable types. Good and medium tobacco is selling this year far higher than last year, but there is not much demand for the commoner grades which this year are heavily predominating. There appears to be a belief also that recognition of a short crop has bolstered prices. The average for Danville this week was \$16.18 per hundred pounds as against \$13.92 which prevailed the previous week. Sales for the week totaled 2,100,134 pounds which sold for \$339,842.23. The week's sales bring the total for the Danville market this season up to 3,387,762 pounds, sold for \$519,149.12 the season's average being \$15.32. Higher temperatures followed by rain today presage another week of heavy receipts. The sales here have not blocked but last Tuesday they barely "got around" thus obviating a continued sale on the following day. Four sales are now the order of the day in Danville.—TETLEY.

Enfield Average, \$27.29

ENFIELD, N. C., Oct. 24.—Total tobacco sales for official week ending Oct. 23, 167,846 pounds; average price, \$27.29 per 100 pounds. Sold to date of 1925 crop, 1,200,000 pounds; average price per 100 pounds, \$24.30. Sold to same time last year, 489,640 pounds; average price per 100 pounds, \$21.42. Enfield claims to be the fastest growing market in eastern North Carolina. Our aim is 5,000,000 for 1926.—J. G. WEBB.

Damage Suits in the Making

DANVILLE, Va., Oct. 24.—The first of a series of suits are expected to be filed in court here during the coming week as a consequence of the collapse of the Hughes storage warehouse. The widow of the victim crushed by the walls is to ask for \$10,000 damages, and the owners of the property crushed by the falling walls are also about to file suit so that the cases may come up in December. Nobody has yet learned whether the suits will be leveled against the W. D. Powell Company, which owned a lease on the building, or against the owners, trustees, of the Hughes orphanage. The salvaging of tobacco has been continuing this week and has been nearly finished.

The impression is that the tobacco which fell was not nearly as badly damaged as was first feared, but most of it will have to be reworked.—TETLEY.

Kenbridge Average \$14.28

KENBRIDGE, Va., Oct. 24.—Total tobacco sales for official week ending October 23, 72,842 pounds; average price, \$14.28 per 100 pounds. Sold to date of 1925 crop, 136,397 pounds; average price per 100 pounds, \$13.03. Sold to same time last year, 163,606 pounds; average price per 100 pounds, \$15.31. Farmers are beginning to strip their tobacco and the offerings are improving in quality, although it is a very mean crop. Prices high.—C. G. PATTERSON, secretary, Tobacco Board of Trade.

Farmville Average, \$31.34

FARMVILLE, N. C., Oct. 24.—Total tobacco sales for official week ending October 23, 879,892 pounds; average price, \$31.34 per 100 pounds. Sold to date of 1925 crop, 6,309,752 pounds; average price per 100 pounds, \$22.65.

Prices some weaker on good tobacco. About 50 per cent of crop sold to date.—L. P. THOMAS, secretary, Farmville Tobacco Board of Trade.

South Boston Sales Light

SOUTH BOSTON, Va., Oct. 24.—Total tobacco sales for official week ending October 21, 395,289 pounds. Sold to date of 1925 crop, 681,144 pounds.

All grades of tobacco advanced last week, more especially the common ones. Sales have been light on account of farmers sowing the grain crops.—E. L. EVANS, Secretary, Tobacco Board of Trade.

Ohio Crop Lighter

COLUMBUS, O., Oct. 24.—The tobacco crop in Ohio this fall will be somewhat lighter than the average yield, but better in quality, C. J. West, state-federal crop statistician, said yesterday, upon his return from a tour of the tobacco districts of the state.

Nearly all the burleigh crop in Brown, Clermont, Highland, Adams and Hamilton Counties has been cut, he said. An average crop has been harvested in Darke, Miami and the cigar tobacco district throughout the Miami valley. Fire curing will be necessary in Belmont, Monroe and several other eastern counties.

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LIEBERS STANDARD

BENTLEYS

Tri-State Co-ops Fighting for Renewal Sign-up

Growers in Fourteen Counties in Dark Tobacco Section in
Thick of Strenuous Canvass—Seek Seventy-Five Per Cent
of Producers—A Hot Time in Old Dominion.

NEW CANTON, Va., Oct. 26.—The dark tobacco district of Virginia, comprising fourteen counties in the central and south central portion of the state, is in the midst of a strenuous canvass in which officials and employees of the Tobacco Growers' Co-operative Association are for the second time asking the many thousands of tobacco growers to sign a five-year marketing agreement which will cover the years 1927-1931. Intense activity characterizes this campaign. It will cover every county of the dark district and every section and every individual farm of every county, whether that farm grows tobacco or might in the future grow tobacco.

The avowed purpose of the Association management is to secure a sign-up of 75 per cent of the dark tobacco acreage. Whether or not this ambitious program will succeed only the future can reveal, but that it is going forward practically every grower in dark tobacco Virginia knows and knows very well. It is understood that in several of the dark counties, located in the southern part of the district, already a sign-up of about 40 per cent of the acreage has been made. In one or two of the counties little headway has as yet been made, though Association workers claimed that in these localities the campaign has as yet hardly opened.

Dr. Eggleston to Hold Contracts

One of the most interesting features of the campaign is the announcement that Dr. J. D. Eggleston, president of historic Hampden-Sidney College, has been engaged by the Association to act as trustee in the matter of the contracts and that he will hold all contracts signed by growers, and that in case the total sign-up does not equal the goal set by the Association and promised by them, the contracts will be delivered to the signers by Dr. Eggleston, thus freeing the growers from all liabilities or obligations to the Association. Of course it is understood that in case the contracts are returned to the signers the entire

marketing organization will be at an end.

Now, workers of the organization state that co-operative marketing of tobacco has come to stay, that it is the only weapon that the tobacco grower has to keep him from starvation, and that it is unthinkable that the tobacco growers should at a crucial moment like this throw away the only possible chance of making a living for themselves with the growing of Virginia's historic crop. Field men of the Association, therefore, are strong in their assertions that the dark tobacco growers will not allow the organization to die—that such a thing would be impossible, suicidal, inexcusable, tragical, a shame upon Virginia civilization.

Canvassers Make Very Broad Statements

Workers for the Association do not hesitate to say that they have particular and strenuous opposition on every hand. Hundreds of open warehouse organizations are fighting the movement, they say; and practically every great buying firm or company in the world is in opposition to the co-operative movement. Naturally, the growers interpret this as an effort on the part of the higher-ups to hold the price of tobacco down to low figures and thus maintain their historic ascendancy over the man in the furrow:

A Great Fight

But growers generally resent this fight the independents are making; and any man with any kind of a vision can see that this battle of the Co-operative Tobacco Growers' Association for life is one which will go down to history and be recorded as one of the greatest campaigns ever waged in agricultural or industrial America.

A prominent Association worker recently told this writer that the co-operative tobacco movement could not ultimately fail. Reforms never go backwards, and this controlling of sales and prices on the part of the men who make the tobacco is in the way of reform. So think and so express themselves all the co-operative thinkers and workers. Just how easy it will be for those opposing to head off such a movement as this the present writer will leave to those who have within recent years made a study of social and economic conditions in American life—or anywhere.

Concerning the Split-Up

The published report that the Tri-State Tobacco Growers' Co-operative Association would be split up into several parts to correspond with various grades and kinds of tobacco raised has engaged the attention of many and has provoked much discussion. The reports first went out from Washington that the dark tobacco growers of Virginia would be the first to split off, and that the government agencies would assist in breaking the Association up into parts which would function independently. Denial has been made of all this, and at present it is generally understood that the organization will stand as a unit, but that, as heretofore, different kinds of tobacco will be handled independently, or marketed as a class.

Extent of Sign-Up So Far

While signing up new members and old has been going forward regularly for several months, little exact data as yet has been issued by the Association to indicate just what percentage is being signed. It is fairly well known, however, that about 40 per cent of the entire acreage has been already signed in several of the dark tobacco counties. In a few

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CABLE ADDRESS: "Penn," Richmond, Virginia

CODES USED: Western Union, Arnold's 5 and 15, Bentley's

of the counties something more than this has been done; in several practically no sign-up as yet has been made. Meetings are being held in school houses and court houses and other places throughout the dark area, and as the autumn leaves are falling without, floods of oratory are let loose within. Much feeling is being injected into the campaign, and excitement runs high and enthusiasm is strong. Leading growers are again backing the movement and are whipping the recalcitrants into line.

Many of the colored members of the Association—small growers with from an acre to three acres of tobacco—are generally refusing to sign the contract. The colored ministers are now being appealed to by the co-operatives, and it is thought that they will lend their full assistance towards bringing their members into line. Several colored speakers of considerable forensic ability are even now engaged in speaking throughout the dark area.

The Open Markets

All the open markets are preparing for the beginning of sales early in November. Some have already opened. Lynchburg markets are sending out form letters throughout central Virginia promising satisfactory prices and kind treatment. Dillwyn will have an additional buyer on the market; Farmville is operating strongly; Blackstone will sell early and late, and every other dark independent point within the dark area will open and begin sales early.

It is reported that the Columbia co-operative market will open again, in spite of its closing last year, and that this year it will receive both sun cured and dark tobacco. This however, may be, and probably is, a guess.

As to Prices

Dark Virginia is looking for good prices. They will not be satisfied with a faint at good prices; they must be really good—and then some. The crop is comparatively small as to quantity—owing to the long drouth—and the quality is remarkably good. These two things are expected to bring in to the grower a considerable amount of cash.

There are many guesses as to what the independents will pay. A co-operative man told this writer that the open market would not pay high prices, because they had been drilled to believe the co-operative association would shortly fall through, and if that occurred after a buying season in which independents had made large purchases ruin would stare them in the face. To be consistent, therefore, the independents had to offer small prices. Still another well informed tobacco man told this writer that both independents and co-operatives would pay large prices this year for tobacco, principally because the quality is good and the quantity small, but also because the open floor people want to break down the morale of the Association especially this winter, and because the Association wanted to stimulate to the utmost degree the spirits of its adherents and outsiders they were courting to come in. Anyway, this writer ventures that unless the remarkable happens high prices will be paid for

Virginia dark tobacco this year. The prices should average about \$18 to \$20 the hundred. In fact, unless they do this it is problematical if the grower can make anything with growing tobacco. Here in the dark belt the plane of living is high, "gas" and oil are high, and heads are held high. Why shouldn't tobacco prices be high? That is the argument. And it's a good one.

W. T. Snoddy, connected with the open warehouse in Dillwyn, reports to this writer that large amounts of tobacco will be sold on the open floors of his city this fall, and that high prices will prevail.

A delegation of Dillwyn open warehouse men, including a prominent buyer, recently visited Fluvanna county to meet a great gathering of tobacco growers on court day. Their visit was for the purpose of working up interest in the Dillwyn open market. — PLUMMER F. JONES.

Oxford Offerings Bring An Average of \$19.30

OXFORD, N. C., Oct. 24.—Our sales for the week amounted to 481,474 pounds at an average of \$19.30, which brings our total sales for the season to 1,036,474 pounds, averaging \$17.48.

While sales are picking up somewhat in volume, they are not equalling our expectations.

On all cutters and cigarette tobaccos, and leaf of good quality, prices are stronger and showed a tendency to strengthen Thursday and Friday.

The farmers have about finished seeding the wheat and picking cotton and we look for a steady increase in the size of the sales from now on.—W. A. ADAMS CO.

Larger Breaks Expected At Henderson

HENDERSON, N. C., Oct. 24.—Receipts have been moderate the past week and prices higher on all grades of tobacco except fillers of the brown to colory types. These are selling at very reasonable prices. All of the large companies are in the market and seem eager for all the better grades, especially cigarette tobaccos. These are selling at very satisfactory prices to the farmers. We are looking for heavy sales next week, which will continue until the crop is sold.—HENDERSON TOBACCO CO.

Lawrenceville Average \$17.55

LAWRENCEVILLE, Va., Oct. 24.—Total tobacco sales for official week ending Oct. 23, 107,310 pounds; average price, \$17.55 per 100 pounds; Sold to date of 1925 crop, 221,350 pounds; average price per 100 pounds, \$17.05. Sold to same time last year, 191,425 pounds; average price per 100 pounds, \$18.10.

Sales this week very light. All good tobaccos selling well and with prices very satisfactory to growers; little demand for common tobaccos.—A. R. MEREDITH.

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All Grades Virginia and Carolina Tobaccos.
Also Kentucky Air Cured and Burley Types.We cover closely the Virginia Dark Belt and specialize in this type of Export.
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Manufacturers, Protect Your Tobacco. Pack it in our Paraffine Lined, Weatherproof Bags that keep the natural moisture of the contents on the inside, and exclude the Dampness and prevents Mould.
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All Codes Used

The French Monopoly Retail Selling Prices

WASHINGTON, D. C., Oct. 26. — Products of the French Tobacco Monopoly are sold retail at prices fixed by law for ordinary smoking tobacco, chewing tobacco, snuff and tobacco for army hospitals, and by mere decrees for all other tobacco products, says Assistant Trade Commissioner Green at Paris, reporting to the Department of Commerce.

Sales are handled through wholesale distributors, through retail stores carrying that one line, and also through certain cafes scattered throughout the country and licensed to deal in products of the monopoly.

The wholesale merchants purchase their supplies directly from the monopoly factories on terms strictly cash. It is they who finance the distribution largely to the retailers. In localities not served by retail shops, the wholesalers are permitted to sell the following products direct to consumers.

1. High grade cigars of Havana, Manila and Mexican leaf.

2. Uncommon sorts of tobacco products of which the regular retail shops of the locality do not maintain stocks.

The wholesalers are also charged with the delivery to military authorities of supplies of tobacco for their garrisons. These wholesale establishments are managed by officials of the French government offices of indirect taxes. The greater portion of them combine the functions of tobacco wholesaler with those of tax collector, although a certain number concern themselves only with the former. Most of them also serve as wholesalers of gunpowder.

To the salaries of the French government officials in charge of the wholesale establishments are added funds to cover the cost of office maintenance. These funds comprise an annual indemnity following the importance of the stocks carried and an additional amount proportional to the sale of high grade tobacco, including cigars retailing for over 150 francs per kilogram, cigarettes retailing for over 115 francs per kilogram, and smoking tobacco for over 75 francs per kilogram.

This additional indemnity is 1.25 per cent of sales up to 1,000 francs, 0.6 per cent of sales from 1,000 to 4,000 francs, 0.25 per cent of sales from 4,000 to 8,000 francs, 0.1 per cent of sales from 8,000 to 16,000 francs, and 0.05 per cent of sales above 16,000 francs.

The wholesalers also receive a small bonus on sales direct to consumers of high price tobacco products. As these direct sales do not occur frequently the bonus is insignificant.

There are two retail shops in Paris

handling tobacco only. These receive their stocks from the government factories under the same conditions as do the wholesalers and make direct sales to consumers in:

1. High price tobacco products in metal cases, in wooden boxes and in paper packages.

2. Other tobacco products in quantities of at least 100 grams for cigars and cigarettes, and 500 grams for other products.

Installed like the wholesalers in quarters rented by the government monopoly, these two retail shops are managed by officials nominated by the ministry of finance, and paid a salary proportional to their sales, but guaranteeing them a minimum net return of 10,000 francs a year.

A decree of August, 1918, fixes the revenues of these managers at one per cent of their business turnover, but provided that in case their sales exceed 1,200,000 francs a portion of this revenue will be distributed to their employees. This measure was incorporated for the purpose of interesting employees as well as managers in sales.

Licenses for the sale of tobacco are granted by the ministry of finance or by the prefect. In most cases these licenses are granted to widows and orphans of government employees, who receive a bonus of seven per cent on their sales of high price tobacco products and nine per cent on their sales of cheaper products. With these funds they must meet all expenses, such as employees' salaries and cost of delivery.

Rocky M. Average \$28.13 \$28.13

ROCKY MOUNT, N. C., Oct. 24. — Total tobacco sales for official week ending October 22, 2,855,042 pounds; average price, \$28.13 per 100 pounds. Sold to date of 1925 crop, 12,321,308 pounds; average price per 100 pounds, \$22.32. Sold to same last year, 9,183,232 pound; average price per 100 pounds, \$22.52.

Quality declined considerably last two days, many common tips showing up.

Greek Export Duty Fixed

WASHINGTON, D. C., Oct. 26. — The Greek export duty on tobacco of the 1925 crop has been fixed at 2 per cent ad valorem, according to a cablegram received in the Department of Commerce on October 21, 1925, from Acting Commercial Attache C. E. Dickerson, Jr., at Athens.

The export duty on tobacco of the 1923 and 1924 crops is also two per cent ad valorem and on earlier crops 10 per cent ad valorem.

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Hartsville, Tenn.
Carthage, Tenn.

Louisville Market

LOUISVILLE, Ky., Oct. 24.—The Louisville Tobacco Board of Trade reports the hoghead leaf tobacco transactions as follows:

Tobacco Sales for the Week and Year to October 23

Ware-houses	Auction Sales	Private Sales	Total for Week	Year Jan. 1st to date
Kentucky & Louisville	33	8	41	5,462
Main Street	10	1	11	2,644
Planters-Farmers	15	47	62	3,787
New Tenth Street	..	..	..	1,084
Year 1924	58	56	114	12,977
Year 1923	251	19,385	266	28,965
Year 1922	803	58,002	803	58,002

Classifications of This Week's Sales

	1925 Old Crops	1924 Crop	Total
Burley	15	9	105
Dark	..	..	9
	15	99	114

Classifications of Sales Jan. 1 to Date

	1925	1924	1923
Burley	21	2,042	9,295
Dark	..	1,245	374
	21	3,287	9,669

Classification of Sales to Same Date in

	1924	1923	1922
Burley	15,517	25,420	53,896
Dark	4,066	3,545	4,106
	19,583	28,965	58,002

Comparisons with Previous Years

SALES—	1925	1924	1923
Total sales of new crop to date	12,329	16,676	20,332
Sales of new crop to date. Original inspection	10,383	14,497	16,492

REJECTIONS—

Rejections this week:	21	..	..
Burley	..	00	..
Dark	..	..	..
Total	21	76	48

Percentage of rejections to auction sales:

	36	..	..
Burley	00	..	..
Dark	..	..	..
Total	36	34	33

Rejections, Jan. 1 to date:

	2,337	..	..
Burley	194	..	..
Dark	..	..	..
Total	2,531	3,061	6,297

RECEIPTS—

Receipts this week	53	122	93
Receipts, Jan. 1 to date	10,187	15,486	20,672

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except in

countries with the silver standard, where parity fluctuates with the price of silver.

Closing Rates Monday

STERLING—Par \$4.86½ per sovereign.	
Demand..\$4.84½	Cables..\$4.85
FRANCE—Par 19.3 cents per franc.	
Demand..4.27	Cables..4.27½
ITALY—Par 19.3 cents per lira.	
Demand..3.99½	Cables..3.99½
BELGIUM—Par 19.3 cents per franc.	
Demand..4.49	Cables..4.49½
GERMANY—Par 23.8 cents per mark.	
Demand..23.81	Cables..23.81
AUSTRIA—Par 14.07 cents per schilling.	
Demand..14.125	Cables..14.125
DENMARK—Par 26.8 cents per krone.	
Demand..24.66	Cables..24.68
GREECE—Par 19.3 cents per drachma.	
Demand..1.34½	Cables..1.35½
HOLLAND—Par 40.2 cents per florin.	
Demand..40.23	Cables..40.25
HUNGARY—Par 20.3 cents per crown.	
Demand..20.14½	Cables..20.14½
NORWAY—Par 26.8 cents per krone.	
Demand..20.32	Cables..20.34
SPAIN—Par 19.3 cents per peseta.	
Demand..14.33	Cables..14.34
SWEDEN—Par 26.8 cents per krona.	
Demand..26.78	Cables..26.78
SWITZERLAND—Par 19.3 cents per franc.	
Demand..19.25	Cables..19.26
CHINA—Cents per silver dollar for Hong-kong; per tael for Shanghai and Peking.	
Hongkong—	
Demand..59.88	Cables..60.00
Peking—	
Demand..82.00	Cables..82.00
Shanghai—	
Demand..78.13	Cables..78.25
PHILIPPINE ISLANDS—Manila: Par 50 cents per silver peso.	
Demand..50.00	Cables..50.25
JAPAN—Par 49.8 cents per yen.	
Demand..41.04	Cables..41.16
ARGENTINA—Par 42.44 cents per Argentine paper dollar.	
Demand..41.00	Cables..41.125
BRAZIL—Par 32.45 cents per paper milreis.	
Demand..15.06	Cables..15.12

Official Quotations at Louisville, October 24

	Dark	Burley Bright	Dark
	Red	Red	Mt.
Trash, green	8-10	11-13	14-16
or mixed	10-11	12-14	17-19
Trash, sound	13-15	16-18	19-21
Common lugs	17-19	20-22	23-25
Medium lugs	20-22	23-25	26-28
Good lugs	24-26	27-29	30-32
Common leaf, short	11-12	14-16	18-20
Common leaf	16-18	19-21	22-24
Medium leaf	18-20	22-24	26-28
Good leaf	24-26	26-28	29-31
Fine & Select	28-30	30-32	33-35

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—F. E. BROCAR, Secretary.

Lee Samuels' Three Months In Cuba

About three months ago Lee Samuels went to Cuba for Stern-Mendelsohn, Inc., New York, and he returned last week, glad to see the old town.

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Codes: Arnold's No. 5
A B C 5th Ed. Improved



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SET WITH
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Guinco Desk Sets are made either with or without the lamp connection. Made of bronze enameled any color desired and equipped with ash trays, pen

rests, cigarette snuffer, automatic self-closing ink wells, and a Guinco Cigar Lighter which lifts off base of set. Requires filing not oftener than once a year. Desk Set with green cased glass lamp has adjustable shade.

S. E. GUINN MANUFACTURING CO.
JOHNSON CITY, TENN.

Philadelphia Wants Stogies and Nickel Cigars

**Centennial Plans of Director Petrosky—Sesqui Celebration
Open to World Wide Tobacco Exhibits—Bobrow Holiday
Trade Good—600,000 Havana Cigars Stocked.**

PHILADELPHIA, Oct. 26.—With the introduction of many new brands in the five cent class of cigars, the trade, in so far as the manufacturing and retail distribution is concerned, is fast gaining much of its old time activity in this particularly popular price.

In the visit to the shops there are numerous good smokers to be seen in the smaller sizes. Those smokers who prefer the cigar, but who have been obliged to resort to cigarettes in the past few years because of the scarcity of the good five center, are returning to cigars. Now that the manufacturer is able to produce a small but excellent product to retail at this price, the popularity of the cigar is gaining some of its old time zest.

Dealers report that the smokers prefer this smaller size that has made its appearance within recent months to the old pre-war larger cigar, because the busy man in this fast commercial age has very little spare time to be consumed in devotion to the fragrant weed.

Nickel Cigars and Stogies

The new small sizes of many of the high grade brands, with their excellent qualities of raw materials, are on a par with that of the larger and more expensive shapes. And they have given a new lease to the life of the cigar manufacturer, as well as to the retailer. Growing daily demand demonstrates that the public is still inclined to patronize the tobacco rolls for a short smoke.

Another old time favorite that is coming into its own again is the stogie. Its adjustment to the post-war period of price concessions has added materially to its gain in sales, and dealers now are giving these stogies their proper prominence in the display counter and case, along with the nickel cigars.

Centennial Plans

Though no definite action has yet taken place on the formation of the exhibit of the tobacco industries, to be held during the Sesqui-Centennial International Exposition in this city next year, plans to promote such a comprehensive display of the various branches of the industry were discussed at a meeting between the exposition officials and Harry Petrosky, sales manager of Bobrow Brothers. He was recently appointed director of the tobacco unit of the Sesqui-Centennial Commission.

The conferences held by Director Petrosky took place between the executives of the city and Sesqui-Centennial Commission, and included the Mayor of Philadelphia, Freeland Kendrick; Colonel Collier, director general of the Sesqui, and Ernest T. Trigg, executive chairman of the Sesqui Commission.

In these discussions tentative plans were outlined, and if the proposed project is carried through there will be represented here the most comprehensive exhibit of the tobacco industries ever produced at an international exposition. Europe, the Orient, Latin America, the island possessions and North American interests will be included in the displays of the various fields of tobacco culture. From the planting of the crops, through the treatment of the leaf, its conversion into cigars, cigarettes, and smoking and chewing tobaccos, will be demonstrated for its commercial values to all points of the globe.

To All the World

The industry will be given a splendid opportunity for the exploitation of its activities, and means for publicity and advertising of rare occasion are afforded in view that tourists and Sesqui visitors are anticipated to pour into this city from all nations during the term of the exposition. It is the plan of Director Petrosky to organize the exhibit so that American associates of the industry as well as their foreign allies of Europe, the Orient and Latin America will be given every advantage to place before the public their products.

He will personally visit the Cuban isle, Porto Rico, the Florida manufacturers and other tobacco and manufacturing centers in the United States and Canada, recruiting trade interest. In order that the Philippine tobacco and cigar associates may be given an opportunity to join in this great tobacco display a special representative, who is thoroughly acquainted with the field in that group of island possessions, will be appointed to confer with the local officials of the exposition and its representatives in the trade.

He will endeavor to organize the tobacco growers and cigar manufacturers in the Manila district and surrounding territory into making a broad display of their own specialized product.

This representative of the Manila trade expects to hold conference with Director Petrosky, and will make a special trip to this country for that purpose.

Bobrow Factory Rushed

Bobrow Brothers, Fifth street, above Locust, are enjoying an extensive pre-holiday business, with orders emanating from all parts of the country for their nationally distributed brands, Topic, Recall, Bolids and La Tosella. There will be produced for the holiday requirements of the trade the full range of packing from the tortieths to the larger boxes.

The demand at this time is so extensive that even with all factories running at top notch there still exists an oversold market, and every effort is being put forth to speed up deliveries through additional working forces that have been employed within recent days.

More Nickel Brands

Among the new five cent sizes that have been added to the stock of the large grocery firm of Mitchell Fletcher, Eighteenth and Chestnut streets, and with a branch at Twelfth and Market, are the Don Amara and Glory, manufactured by the Glorifier Cigar Company, Inc., of New York. The new sizes are big sellers and make an attractive small box specialty of high grade quality. They have been stocked heavily by Manager Cronk, because of their large sales.

Another cigar that has been featured as a special window display during the past week or so, at the Market street store of the firm, is that of the Phoebe, for which M. D. Scanlan, of Wayne, Pa., is United States distributor. While the five centers have been the most exploited cigars these days, the stogies, too, have been brought forward. This prominent, high class grocery house with its broad cigar trade, is featuring, along with the nickel sizes, the stogies manufactured by Schenley Cigar Company, of Pittsburgh, Pa., now a favorite in the popular priced smokes. Though the building occupied by the Mitchell Fletcher Company, on Chestnut street, near Eighteenth, has been sold within the past fortnight, the firm will continue to occupy the premises until other arrangements are made.

Flanigan Department Manager

Gerald Flanigan, who is well known in trade circles as one of the trio of brothers who long have been identified with the retail division, is now associated with the Wood Drug Company, 126 Market street, taking care of the cigar department. He formerly was associated with the Independent Cigar Company, of which Harry Petrosky was head, and with the Baum and Neeley Company. His brothers still are identified with the trade. John Flanigan with M. J. Dalton and Jim Flanigan of the same connection and manager of

**PRINCE
ALBERT**

—no other tobacco is like it!

Cable Address, "WILSIMMONS"

Codes } A. B. C. Fifth Edition Improved
Arnold's No. 5 and 15

Established 1896

W. H. SIMMONS & CO.

Packers, Dealers and Exporters

ALL GRADES TENNESSEE AND KENTUCKY TOBACCO

Home Office: SPRINGFIELD, TENN., U. S. A.

Correspondence Solicited

the south Eleventh street store of the Dalton firm.

Imported Cigar Shipments

The M. J. Dalton Company is now receiving generous shipments of Cuban cigars for the holiday wholesale trade. Among the several cases received this week were the Coronas, Carolinas, Bock & Company, Partagas, and Romeo and Juliets, in holiday packing and standard boxings. From now on the firm will receive at wholesale headquarters at Fifth and Chestnut streets, weekly shipments of holiday goods. W. R. Taylor, of the firm, has on hand more than 600,000 clear Havanas from the Tampa District for holiday consumption.

Paducah Prospects

PADUCAH, Ky., Oct. 24.—During the past week the market on hoghead tobacco was quiet and inactive, and we have not had reports of any sales of consequence. During the past summer and fall months trading in old stocks of both leaf and lugs was unusually light, but during the next two months we expect the demand to increase and the major part of the stock held by independents to be disposed of.

The weather during this week has been cool and we have had a few frosts over the district, but this did little damage to tobacco, as it has practically all been cut and housed. In many instances farmers are through curing their tobacco and are stripping and getting it ready for market. We have seen a good deal of tobacco over the district, and as a whole we are very well pleased with the quality. In some sections that were favored by the weather during the maturing season we find some very fine tobacco. It has gum, is well filled, and comparatively free from defects, and the quality is better than an average.

Considerable tobacco is being sold in Calloway County, where several buyers are in the market. The tobacco is bringing good prices, and farmers seem anxious to sell. Some tobacco is being sold in other sections, but buying is not general over the district.—W. B. KENNEDY & SON.

"Bread Line" for Tobacco

In his travels through the mining centers of Pennsylvania, Clyde B. Austin, of the Austin Company, Inc., Greenville, Tenn., discovered a "tobacco bread line" at the Clark-Scott tobacco factory in Scranton, Pa. Every day hundreds of the unemployed coal miners fall into line at the Clark & Scott plant, and an ounce of tobacco previously weighed out for the purpose given each of them free. It is a very popular form of "charity."

Million Dollar Lease For Cigar and Drug Co.

(CHICAGO, Ill., Oct. 24.)—In a million dollar lease for their new location in the Carvill Building on State street, this city, the Walgreen drug interests will pay probably the very highest rental in Chicago for a cigar-vending store.

Greenville Man Finds Trade Satisfactory

Clyde B. Austin, of the Austin Company, Incorporated, wholesale leaf tobacco merchants, Greenville, Tenn., who started from his home city October 13, on a business trip embracing Detroit, Wilkes-Barre, Scranton, New York City and other points, reports that he found business all along the line, making the up grade in good shape. The only section not disclosing absolute buoyancy was in the coal regions of Pennsylvania, where the miners' strike shows some signs of having a depressing effect. But even there, as elsewhere, he booked good orders for leaf tobacco.

In sneaking of the 1925 tobacco crop in eastern Tennessee, Mr. Austin says although the severely dry weather that prevailed during the growing season cut the production very materially the crop as a whole has yielded at least 35 per cent or more of the finest tobacco ever grown in that section, which is famous for the excellence of the White Burley leaf it produces. This, he says is especially true of Greene County, which is in the heart of the east Tennessee White Burley belt.

Mr. Austin, after attending to some important business in New York last Saturday for his Greenville home.

Captain Luck of London Visits New York

Captain A. J. M. Luck, general manager of the European office in London of the American Machine & Foundry Company, is on a visit to headquarters and is expected to remain at the home plant in Brooklyn for at least two or three weeks.

The Dixon Pipes Displayed By Penn Drug Co.

At the New York store of the Pennsylvania Drug Company, Thirty-second street and Broadway, a very interesting showing is made of the Dixon filter pipe, manufactured by the Dixon Pipe Company, which is arranging these special exhibits of this remarkable pipe.

Snyder Secures Ben Wade Buffalo Account

BUFFALO, N. Y., Oct. 26.—In all the stores of the Joseph T. Snyder chain the exclusive rights to sell the Ben Wade pipe have been granted by Hargratt & Sons, of Chicago, as sponsors for this excellent article.

William Lewis Travels in New England

With a most complete variety of holiday pipes and specialties, William Lewis, of Delacour & Lewis, New York, was in the New England territory last week.

J. M. VAUGHAN, Pres. J. W. VAUGHAN, Vice-Pres. R. N. CASTLEN, Sec'y.
Cable Address: "VIRGIN," OWENSBORO, KY.**Kentucky & Virginia Leaf Tobacco Co.**
(INCORPORATED)**BUYERS, REHANDLERS AND REDRYERS ON Leaf, Strips, Stems and Scraps**

FOR DOMESTIC AND EXPORT TRADE

Green Rivers, Burleys, Darks, Virginia and Carolina Tobaccos

Improved Stick and Apron Drying Machines.
With Capacity of 200,000 Pounds Per Day.

Samples Submitted.

Orders and Contracts Solicited.

OWENSBORO, KY.

Louisville Office: 1120 West Main St., LOUISVILLE, KY.

G. F. VAUGHAN TOBACCO CO.**BUYERS, REHANDLERS, REDRYERS OF LEAF, STRIPS, STEMS, AND SCRAPS FOR HOME AND EXPORT TRADE**

Samples Submitted. LEXINGTON, KY. Contracts Solicited.

W. R. NAGEL & CO.Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco**OFFICE AND FACTORY: NINTH & FINDLAY STS., PADUCAH, KY.**W. B. KENNEDY
Cable: Kennedy

Codes: Arnold's 5 and 15, A. B. C. 5th Edition

W. B. KENNEDY & SON
PADUCAH, KY., U. S. A.Leaf Tobacco Broker and Handler of All Grades of Leaf and Strips
Business Solicited on Orders for Commission

Factories: Paducah, Ky., Murray, Ky., Mayfield and Martin, Tenn.

A. R. BLANKS TOBACCO CO.**LEAF AND STRIPS Handled on Order or Contract FOR DOMESTIC AND EXPORT TRADE**

All Grades of Fired, Air-Cured and One-Sucker

Orders and Contracts Solicited. MADISONVILLE, KY.

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760

Rail Road Mills Snuff, Est. 1825

Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccobys—Rappes—High Toasts—Strong, Salt, Sweet and Plain
Scotchs

MANUFACTURED BY

GEORGE W. HELME COMPANY

111 FIFTH AVENUE, NEW YORK

Cable "LACY." Codes: Arnold's 5 & 15; Leihers, 5 Letters A B C, 5th Edition

J. W. Rudolph & Bro. Clarksville, Tennessee,

Dealers and Brokers in Leaf Tobacco

We give our personal attention to all orders either small or large.
Samples submitted upon request. Branch: Springfield, Tenn.**THE TOBACCO TRADING CORP.,** All Kinds Kentucky - Tennessee & Virginia - Carolina
— LEAF TOBACCO —
Louisville, Ky. Richmond, Va, U. S. A

Connecticut Now More Confident of Better Times

**Definite Crop Figures Lacking—Better Yield Apparent—
Very Little Rain—Westfield's Tobacco Hotel Sold—What
the Pool meeting Did—Many Visitors Arrive.**

HARTFORD, Conn., Oct. 24.—A much better tone was prevalent in this market during this week than has been shown for some time past. Everybody seemed to think we were soon going to get back to old time business. Rumors of all sorts were thick and plenty of sales for big blocks of old tobacco at prices consistent with economic values, and slightly lower than figures of four months ago. Yet quoted, however, considerably above what many of the pessimistic buyers were inclined to place values at, under present conditions, based on government crop reports bearing on the 1925 crop.

While these reports all look very good on paper, it is really too early to reach definite figures. The reason for this is that the crops are yet hanging in the sheds, and very little has been taken down and bundled, so that weights of yield could be ascertained with accuracy.

When these are known, and then only, can one speak of the poundage yield.

Average Weights Lower

In so far as New England is concerned, these weights are going to average much below the figures talked of at the time of harvest. This lighter weight yield in a binder and wrapper crop generally proves out a boon to the manufacturer. Thin, leafy tobacco yields better for him, but, as a rule, returns the grower less per acre on account of the lighter weight.

So far this season we have had but few tobacco dampings, and they were of short duration. Consequently, very little has been taken down, except in few instances where the crop was owned by regular packing concerns who have every facility to handle the crop as it should be. The majority of growers are not so situated, lacking funds as well as ambition, owing to uncertainties of market

conditions. Also because of few buyers riding around to even look at the crops, pending such time as the lifting of the clouds at present hovering over the entire New England tobacco market.

Hotel Bismarck Sold

This week at Westfield, Mass., the Hotel Bismarck was sold under foreclosure for \$19,000. It will be used for other purposes.

Any of the older members of the trade will remember the Bismarck and its genial host, the late John C. Buschmann, and his adopted son, Fred. In former days they flocked to Westfield to buy tobacco packed by the firm of John C. Buschmann & Son, and were entertained at the Bismarck with the best of everything the market afforded. At rates, too, so reasonable, there could be no profit to the hotel, which, if the truth were known, was really built by the owner to entertain his many friends in the tobacco trade. They were his regular customers, and his own house was not large enough to take care of them all at one time when they came to buy his packing of tobacco, which generally was of the very best crops grown in the Connecticut valley.

Association Notes

The regular meeting of the directors was held on Tuesday, October 20, and resulted in a vote putting the entire management of the Association in the hands of the executive committee. This is composed of five members, who, in turn, are to be governed to a great extent by the report of the attorney representing the banking interests. They will recommend such changes in policy of conducting the business for the future, as well as straightening out some of the present day tangles. The executive committee meets every Tuesday, and after each

meeting will give out a report covering all they have to say to the public in relation to the affairs of the Association.

Still They Come!

Visitors in town during past week were: S. H. Grabosky, of the G. H. P. Company, Philadelphia; C. J. Kaffenburgh, of Boston; M. Koretz, of Winkelsheim & Son, Syracuse; M. L. Gerstel, Jos. Arens, L. Leopold, M. Ganz, R. Stanley, H. Greenwald, J. Kohlberg and S. Lefkowitz, of New York; William Quanzier, of H. Feudrich, Evansville, Ind., and Geo. M. Berger, Cincinnati, O.

Rumors aplenty were afloat about all the big sales in prospect, but up to the present time no confirmation is to be had of any volume of sales in large blocks, though one transaction of 600 cases is reported, along with many odd lot sales for immediate shipment.—NUTMEG.

Michael Ibold Goes to Hospital

CINCINNATI, O., Oct. 24.—Michael Ibold, cigar manufacturer, who has a large factory at Ninth and Central avenue, was taken to the Good Samaritan Hospital October 23, suffering from an infection in one of his feet. A minor operation was performed, and at this writing his condition is satisfactory. The infection is thought to have arisen from the cutting of a corn by Mr. Ibold, at which time he penetrated the flesh.—WALT.

Aresco Packings Neat This Season

All the holiday packages for the R. Steinecke Company's Aresco cigar are now in process of shipment, and the factory at 1895 First Avenue, New York, is therefore exceedingly busy. President Roberts reports a decidedly good prospect for bettering last year's record, and it is hoped that all the rush will continue well past the holidays, for the upward swing to trade has been apparent even without the recent holiday support.

The United Puts Over 12,480 Dill Deals in One Zone

DETROIT, Mich., Oct. 24.—In the mid-western and southern zone, embracing eighty stores in the Cleveland, Detroit, Akron, Columbus, Dayton, Grand Rapids and Cincinnati districts, Assistant Vice-President Goldberger announces that 12,480 Dill's tobacco deals were sold, in connection with the special pipes, at the total price of \$1. This was an average of 156 deals to a store in the brief two weeks allowed during the run of the feature recently.

Portland To Feature George W. Childs

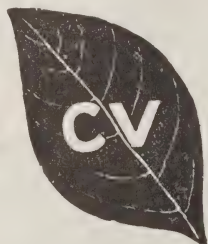
PORTLAND, Ore., Oct. 25.—Commencing at once a most elaborate newspaper and missionary campaign for the George W. Childs five cent cigar will be started by the manufacturers, the American Cigar Company, and the local jobbers, Lang & Company. It will completely cover the retail trade and the consumer, too.

Louis Meyers Buys Shaffner Jobbing Business

CHICAGO, Ill., Oct. 24.—Louis Meyers, president of the Louis Y. Meyers, Inc., bought the wholesale tobacco business of Charles Shaffner, of 3558 West Madison street, this city, during the week. At present the Meyers business is conducted at 748 Milwaukee avenue, and the two concerns may be consolidated there.

Death of Jacob Kahn

New York's oldest tobacco jobber died October 18, when Jacob L. Kahn passed away at the age of 81. He started in the retail and wholesale tobacco business in 1878 on East Houston street, and his slogan always was, "If not found at Kahn's, stop looking!" Mr. Kahn was buried Wednesday, October 21, and many friends in the trade were present to pay their respects.



AT YOUR SERVICE

1924 Broadleaf No. 2 Long Seconds
43 Short Seconds

1924 Havana Seed . . . All Grades

1923 Broadleaf Mediums
Broadleaf Long Seconds
Broadleaf Dark Wrappers

1923 Havana Seed Dark Wrappers
1923 and 1924 Primed Havana, limited quantity

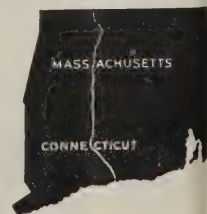
These tobaccos are fully sweet and ready for the manufacturer

THE CONNECTICUT VALLEY TOBACCO ASSOCIATION, Inc.

Headquarters

225 State St.

Hartford, Conn.



Connecticut Association Outlines New Policies

Joseph W. Alsop, Chairman of the Executive Committee, Addresses Statement to the Members—Edward M. Day, Attorney for Banks, Sets Forth Views of Financiers.

HARTFORD, Conn., Oct. 24.—Joseph W. Alsop, Chairman of the Executive Committee of the Connecticut Valley Tobacco Association, Incorporated, gave out to the press the following statement, addressed to the members of the Association:

"I am glad to announce to the members of our Association that the difficulties recently confronting our Association have been satisfactorily solved by the joint and cooperative action of our Board, and the various financial institutions interested in our welfare, and I can state to you that arrangements are now made assuring the financing of the 1925 crop and the further financing of the 1924 and 1923 tobacco, so that the same may be marketed in an orderly manner.

"Your Directors have voted to place in the hands of the Executive Committee full power and jurisdiction over the following affairs:

"All publicity regarding the affairs of the Association.

"All sales of tobacco, prices and conditions connected therewith.

"All warehousing arrangements.

"The personnel and salaries of the warehousing, sales and all other departments of the Association.

"This is in line with their own conviction: as to the better conduct of your business, and also meets with the approval of the interested financial institutions.

"Your Executive Committee is convinced that it has the unanimous and hearty support of the Board of Directors in the carrying out of a continuous and constructive policy, and bespeaks from you a divided loyalty and unanimity of action, as only with such support will it be possible to carry out a definite business program designed to market your tobacco as rapidly as is reasonably possible.

"Our endeavor will be to deal fairly with, and to have every regard for the needs of the tobacco trade under existing market conditions so as to gain as wide a distribution for our tobacco as is possible.

"We realize that our interests and those of the persons using our tobacco in the long run follow the same lines and that only by a fair and friendly dealing on both sides can our business be successfully carried on.

"In connection with the above I am glad to append hereto a statement dated October second received from Edward M. Day, Attorney for the Banks, setting forth their ideas in reference to the business of our Association."

Following is the statement made by Mr. Day:

Statement By Mr. Day

"The present serious problems which your Association faces for solution are the result of certain under-

lying causes, including the unavoidable operation of fixed principles of finance and economics. The critics in the affairs of your association have caused the banks which have participated in loans concern, and it has happened at a time when trade conditions for New England tobacco are not propitious. Available figures clearly indicate that for some time the production of this tobacco has reached a point demanding serious consideration. Your President has been aware of these conditions and has used every available means for meeting the situation in an intelligent manner in order that your members might be protected not only on their old tobacco, but on the 1925 crop and in the future. Certain matters within your Association interfered most seriously with the plans that your President had formulated for the purpose of meeting the present market conditions. It is now only by the most stringent measures and strict adherence to sound business methods that disastrous consequences to the agricultural interests of the valley and the people dependent upon these interests can be avoided.

"The real function of a co-operative association is to market in an orderly and intelligent manner the product which it handles.

"By avoiding speculations and furnishing a market which is not subject to considerable fluctuation by reason of slight or temporary over or under supply it may serve a most useful purpose. It also may afford to its members the services and the knowledge of experts as to conditions of the trade and thus save individual members from making improvident bargains or holding their product at a time when it should be sold. In addition there are other economies which such an association is in a position to offer to its members.

Harmony Essential

"No able executive business policy can be carried out by a group of men as large as your Board of Directors if each member of the Board considers that he has the right to determine this policy. The individual members of such a Board have not the time nor the capacity essential for conducting the executive management of an association such as yours and even if it were conceivable that each member of the Board had both the time and the capacity, it is inconceivable that they would all agree upon a suitable policy. Harmony in a Board such as yours and a consistent, continuous and well-considered policy are essential to success. This can only be accomplished if the Board deems its primary duty the selection of capable officials, and having selected these officials, is willing to give the officials so selected loyal support in the carry-

(Continued on Page 56)

HATHEWAY AND STEANE

GROWERS OF CONN. SHADE

And Packers of Leaf Tobacco

235 State Street Hartford, Conn.

Steane, Hartman & Co., Inc.

GROWERS AND PACKERS OF

CONNECTICUT LEAF TOBACCO

96 COMMERCE STREET

HARTFORD, CONN.

"After all, nothing satisfies like a good cigar."

HIPPLE BROS & CO., Inc.

HATFIELD, MASS.

GROWER AND PACKER OF

BROAD LEAF and HAVANA SEED Tobacco

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144 WATER ST., NEW YORK

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219 State St., Hartford, Connecticut

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Established 1855

Growers, Packers and Dealers

CONNECTICUT LEAF TOBACCO

146-152 State Street

HARTFORD, CONN.

R. J. WHALEN

HATFIELD, MASS.

GROWER AND PACKER OF

BROAD LEAF and HAVANA SEED Tobacco

SILBERMAN & KAHN, Inc.

Growers of Shade-Primed Connecticut.

Packers of Connecticut Broadleaf and Havana Seed.

109 COMMERCE STREET, HARTFORD, CONN.

HUNTTING BROS.

Growers and Packers of Connecticut Shade, Primed,
Broadleaf and Havana Seed

East Hartford, Conn.

H. WHITAKER

Grower and Packer of Connecticut Leaf Tobacco

Office and Warehouse

245 State St., Hartford, Conn.

P. O. Address

Hazardville, Conn.

W. S. PINNEY & CO.

INCORPORATED

PACKERS

GROWERS

UP TO A STANDARD NOT DOWN TO A PRICE
PINNEY'S CONNECTICUT SHADE
QUALITY TO BURN

651 Windsor St.,

Hartford, Conn.

M. W. BOYLE

PACKER and GROWER

of LEAF TOBACCO

32 Bridge Street, Hatfield, Mass.

Pennsylvania Tobacco Sales Notable by Absence

Silence Regarding Sales Not Broken for Some Time—Price Talk on New Crop a Matter for Later Developments—“Law of Supply and Demand” Discussed.

LANCASTER, Pa., Oct. 28.—The Lancaster tobacco market is rather inactive at the present time. The lull which exists at this season, between the 1924 crop and the 1925, has not as yet been broken by any sales of new tobacco or cased goods.

In the new tobacco field, prices have not even been mentioned. The economic conditions which confront the cigar leaf tobacco industry make it imperative that buyers observe the signs of the times and be sure of their ground. A good part of the new crop will likely be stripped, thus assuring an estimate of its quality and condition as a whole, before the highly important matter of price will be broached.

A veteran Lancaster tobacco man last week touched upon the relation that Pennsylvania tobacco bears to its market. “The law of supply and demand,” he said, “does not apply to a given case immutably in every instance. On a broad scale, of course, it is as fixed as the laws of the Medes and the Persians, but for any given locality, such as the Pennsylvania tobacco producing belt, its provisions are flexible.

“We know that the output of cigars represents a certain fixed (we hope it's not entirely fixed) demand for cigar leaf tobacco. This demand must be satisfied by the supply of this leaf, which exists in various producing centers. For each of these sources of supply, the general law of supply and demand, as it is generally understood, may vary. If one source produces cigar leaf tobacco of outstanding quality, then the demand for this particular type will likely exceed the supply and the price will be affected accordingly.

“On the other hand, we will find other producing sections where supply exceeds demand. Now while the total supply may exactly equal the total demand, yet in

each of the various supply centers we may find a condition existing which is entirely at variance with the equilibrium which conditions as a whole would seem to indicate. This is the very A B C of economics, yet there is an obvious lesson there which we can apply. The cigar manufacturing industry offers a demand for cigar leaf tobacco that Pennsylvania alone can never hope to supply. We have held our high place in this field simply because we have produced a type of leaf that is eminently acceptable. We shall continue to hold this place, thereby making the law of supply and demand operate in our favor, just as long as we produce a type of cigar leaf that continues to be preferred.

“I am very glad,” he went on, “to see the sincere attempts being made by Pennsylvania packers and growers to constantly improve the type of cigar leaf tobacco produced here. The Leaf Board of Trade, the State and Federal governments, through our friend Otto Olson, the Farm Bureau, the Growers' Association—all of these organizations, through their co-operation in working toward the common goal of better and better tobacco, are doing a real piece of work. Their efforts are showing results and will continue to do so. In fact, the future of the entire cigar industry is predicated upon widespread efforts along the same lines.”

New El Producto Factory

Announcement was made last week that the G. H. P. Cigar Company would open a new factory in Hopeland, northern Lancaster county, today. They will occupy the factory formerly used by M. H. Smaltz & Son, of Womelsdorf, and will start with a force of forty workers. This number will be increased to 100 as fast as new hands can be obtained.—KEYSTONE.

Show Gives Chance To Celebrate Profitably

At the coming Tobacco Show there is a remarkable opportunity to celebrate the 300th Anniversary of the purchase of Manhattan Island from the Indians and in connection with this, the tobacco industry furnishes a wonderful background for historical and educational displays which will be very interesting in connection with the coming Tobacco Industries Exposition to be held January 25 to 30, inclusive in the Grand Central Palace, New York City.

In other words, the tobacco industry can float along on a strong current of publicity that will be generated this coming Spring on account of it being Tercentenary year.

Attached is a suggestion which the different tobacco associations could carry out in connection with the coming Tobacco Exposition and if they do this and the various exhibitors cooperate in the proper spirit by utilizing some of these ideas, the Tobacco Exposition publicity will carry all over the country to a much greater extent through the newspaper press, than it has ever carried before.

All this publicity can be of a constructive nature and tend to offset much of the anti-propaganda that is being circulated which is harmful to the industry.

This event (300th Anniversary) especially should interest people whose business is “tobacco”. Tobacco was the first product that Europe received from the New World, the export of tobacco and furs being the first industry in America.

It would be a most opportune time, a very appropriate thing and good advertising, if the Associations interested in tobacco should prepare and have in the Tobacco Exposition a large, interesting, cleverly worked out historical educational exhibit.

This exhibit on the part of various Tobacco Associations could be made very attractive and should receive a great deal of publicity from the very novelty of it and because tobacco, as stated, was the first product exported out of this country.

The scenes might be as follows:

Scene I—Lay figures representing Indians smoking and trading tobacco with the white settlers teaching them to smoke. Behind this the background should be a cycloramic picture of the land.

Scene II—Tobacco exportation with models of paintings of the type of vessel used in 1625 or earlier, if desired.

Scene III—The growing of tobacco as it was carried on at that time.

Scene IV—The first use of tobacco in Europe and the sensation it aroused. There are a number of interesting stories that can be secured from histories in reference to this. They say that when Sir Walter Raleigh was first seen smoking he was deluged with water because everybody thought he was on fire. Other scenes should show more historical incidents in connection with the topic.

Scene V—An historical collection of pipes could be secured that would attract great attention. This should include not only the type used by the Indians in the early days but all kinds of pipes used in the United States and everywhere else.

Scene VI—The different kinds of tobacco raised in the United States, a tobacco field, the curing of tobacco and its manufacture into cigars, smoking tobacco, plug tobacco, etc., would be interesting and helpful.

Scene VII—A very important exhibit should show the commercial development of the tobacco interest in the United States, the acreage covered, the amount of pounds grown, location of the tobacco sections in the United States.

Scene VIII—The general increase in the use of tobacco could be shown both in the United States and in other countries.

This might be a good opportunity to arrange a special exhibit to emphasize the tax questions now pending.—ALLIED TOBACCO EXHIBITORS ASSOCIATION.

Gerson J. Brown in the Middle West

Vice President Gerson J. Brown, of the American Cigar Company, New York, is now away on a short trip to cities in the central territory.

MILTON H. RANCK

Packer of and Dealer in

Domestic Cigar Leaf Tobacco

Office: Cor. Duke and Chestnut Streets

LANCASTER, PA.

Packing Houses: Strasburg and Lancaster

I. H. WEAVER CO.

Cigar Leaf Tobacco

241 No. Prince St.

LANCASTER, PA.

Seedleaf Tobacco Growers Co.

All Grades

Pennsylvania Tobacco

59 North Duke St.,

LANCASTER, PA.

Lancaster County Leaf Tobacco

Write Us For Samples

Minkoff Leaf Tobacco Co.

J. M. MINKOFF, PROP.

All Types of Leaf Tobacco

210 W. Grant St. Lancaster, Pa.

We have the right tobacco for that cigar. Accurate, reliable service guaranteed.

L. H. NOLT & CO.

Packers of

Leaf Tobacco

226 No. Prince St.,

LANCASTER, PA.

J. W. BRENNEMAN & CO.

Packers of

**Pennsylvania
Leaf Tobacco**

MILLERSVILLE, PA.

We are Stripping and Booking
PENNSYLVANIA FILLERS

and

WRAPPER B's

Packers of Pennsylvania Tobacco
Tobacco Guaranteed Strictly Sound
We Solicit Your Business

The Groff-Hildebrand Tobacco Co.

24-26 E. Grant St.

Lancaster, Pa.

S. GRUNDY

1109 Pleasant Street

JANESVILLE, WIS.

LEAF TOBACCO

Specialty Wisconsin Tobacco

Wisconsin Benefits By Some Real Case Weather

Small Percentage of Shed Burn—Great Crop, Leafy, Thin, and Light—Good Market for Old Goods—Pool Pays Off '22 Indebtedness—Several Important Visitors Arrive.

EDGERTON, Wis., Oct. 24.—The days of the last week have continued to finish the unusual weather of the preceding week or ten days. One day the weather man will have everyone about convinced that Indian Summer is really here, and the next day will be overcast. Today, or instance, the weather has been almost ideal as case weather for the day. For the first time in many days, it has been a little rainy; also, a little foggy. There is little doubt that most farmers with early crops of tobacco will take some of it down off the poles into the pile.

This is the first real case weather we have had this year. Some few scattered farmers have taken down the equivalent of a few bales that they now have ready for inspection as samples. The cool weather of the past week has not been the best for the tobacco harvested after September 15, about eight to twelve percent of the crop in all. It was not up to the rest of the crop, in the first place, and the cool weather of the past two weeks has been unfavorable enough for the late end to assure its being stripped separately from the early tobacco. So it will be a good thing for the grower. Fat stem has been appearing in the late tobacco and is the explanation of the assurance mentioned above, that it will be stripped separate from the rest.

Small Shed Burn

The early crops—the big majority of the crop, perhaps eighty percent, has been doing fine ever since it has gone into the shed, both north, and south. About 10 per cent of the early crop has traces of shed burn in the northeastern corners of the sheds; and, in fewer cases, along the eastern side. These cases are to be seen only in sheds that have been neglected by growers and have not had good care taken of their ventilators. These men are well known as careless growers, and their crops have gone in as stemming for years.

The rest of the crop, from fifty-five to sixty-five percent of the total of the state, has sailed along in splendid shape, and is just as full of record-breaking promise as it was when shedded. The leaves are sound, leafy, thin, of splendid burn. The most unusual thing, however, is the total absence of dark leaves. They are all spready, thin leaves of a golden color.

The market in old goods remains active. Shipments continue at their steady pace, and new sales have been made on old goods last week, both binders and B's. The American Cigar Company, and several smaller mid-western houses, have been on the purchasing end. The prices were not divulged, but the sellers say it was better than they expected.

Pool Pays Off '22 Crop

The Northern Wisconsin Co-operative Tobacco Pool figures in two very significant items of news this week. The first is their announcement of their final payment on the C-1 and C-2 grades of southern binders of the '22 crop. This payment was all in the mails last week. This completely wipes the '22 crop off the books, both north and south, stemming and binders, with the single exception of less than a thousand cases of lowest grade of '22 southern binders, namely, the D-2 grade.

The payment mentioned above totaled about \$40,000. The prices realized on the C-1 and C-2 grades was thirty-two and thirty-four cents marked weight. The bundle price of the tobacco was origin-

ally priced eighteen and twenty cents on the farm for the binder content, with the percentage of the rags and seconds in the sample of the crop figured out at nine cents, if memory serves the writer correctly. The prices realized brought the growers twenty and one-half cents net for their binder content of the C-1 grade, as compared with the original twenty cents, interest excluded. The net price to the growers brought a minute fraction over the eighteen cents originally asked, same figuring.

Another minor item, that might be inserted here, is the announcement that the pool is also issuing their certificates of indebtedness to growers to cover the one-half cent deduction for extra working capital deducted from the 1923 crop.

The policy of the pool is not to issue certificates of indebtedness when the total amount is not equal to \$10 on a crop. The total amount issued on the crop of 1923 amounts to more than \$100,000, or a half cent a pound on over twenty million pounds. These certificates bear interest at the rate of six per cent. The pool is now issuing checks, also, to pay the grower the interest on the '22 certificate of indebtedness. The payment is due Nov. 1, 1925, and the payments now being mailed by the pool will bring the interest paid up to that date.

George E. Gary, vice president of the P. Lorillard Company, New York, spent the week in the state.

A. J. Ross, Germantown, Ohio, is in the state for the interests of the H. Fendrich Company.

Stoley Nelson, American Cigar Company, was in this market last week.

Mel Smith, Viroqua, of Eckart and Dyson, while in the market last week, informed us that Fred Eckart was seriously ill at La Crosse hospital.

Ray Elder, packer of Chippewa Falls, gave us the once over last week. He reports northern conditions excellent—BAIGER.

Ryan & Raphael Liquidating

CHICAGO, Oct. 24.—The jobbing firm of Ryan & Raphael Cigar Company, which has been in difficulty for some time, is now in the hands of a trustee for liquidation. All offers made to retain the firm have been turned down, due to various matters. A recent deal to take over this company by two well known cigar men was the last opportunity to save this well known firm from liquidation.

Owing to the fact that there were several papers being held by stockholders in the original Ryan & Raphael Cigar Company, which was owned by Doc. Raphael and John Ryan, Sr., and could not be wiped out against the present firm, the deal fell flat. Trustee is now closing the present corporation, and all salesmen have been discharged.—H. L. H.

Jack Planco Completes An Extended Coast Trip

Many weeks were occupied by Jack Planco, of Ruy Suarez Company, New York, in his coast trip. Now he will immediately cover his local trade with his attractive holiday goods.

Chas. Schlichter Writes Holiday Business

On his trip southward, Charles Schlichter, of the William Demuth Company, New York, is selling many W D C pipes.

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Packers of Wisconsin Leaf Tobacco

EDGERTON, WISCONSIN

Latest Equipment for Resweating Seedleaf Types of Tobacco

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Factory equipped with the latest improved machinery, for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.

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We Will STRIP Any TYPE Tobacco for You
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HABANA LEAF DEALERS

Industria 152-158

Habana, Cuba

P. O. Box 495

Cable ANTERO

Havana Market Very Quiet For the Current Week

Purchases of Vuelta Puntillas and Remedios Botes in Quantity—Remedios Capaduras Also Bought for Stripping—
Echevarria & Perez Succeed J. Bernheim & Son.

HABANA, Cuba., Oct. 23.—Business was rather quiet during the last week. Bruno Diaz bought Vuelta Abajo Puntillas in several places, and also large quantities of Remedios Botes for export. Abraham Haas received several lots of Remedios Capaduras, probably for stripping purposes in the market. Mark A. Pollack is still buying Remedios 8as. Sidney Rothschild continues receiving Puntillas contracted since the beginning of the packings.

Walter Sutter Company are as busy as ever, keeping up their contracts and receiving, by this time, the balances of packings purchased. Antonio Gonzalez, of Amistad, who still has a good quantity of last year's tobaccos on hand. Remedios 1st and 2nds, as well as Vuelta Abajo 14as, has disposed of a lot of 1st Caps. to the United States. Leslie Pantin & Son are exporting large quantities of leaf and stripped tobaccos, being besides this the largest shippers of cigars of all brands.

There is quite some movement between the smaller dealers of the Carzada del Monte. Some of them are buying Remedios and other wrappers on speculation, and others are buying heavy low grades, also for local consumption.

Successors to Bernheim

Echevarria & Perez, Inc., as per circular sent around to the trade, are the successors of the old and well known firm of J. Bernheim & Son, Inc. Both gentlemen, Don Rogelio Echevarria and Lisandro Perez, were helping the old firm of Bernheim for a good number of years to make a success, being considered by the entire trade as first class tobacco experts and veterans in this business. Don Francisco M. Abella, another veteran in the Havana market, and brother of our old friend, Don Manuel Abella, has been named secretary of the new firm. We wish this new firm the best of success.

There are several large buyers expected from the north and, besides, there are signs of some movement in Remedios 1st and 2nd Capaduras for the South American market. If orders and purchases of the north and south meet at the same time some of our packers will escape all right, because, as mentioned already, the stock of good 1st and 2nds of the last crop is not alarming at all.

From the Vuelta Abajo section there are reports that it has rained all over and prospects for a good and large new crop so far cannot be better. Let us hope the same from Remedios.—GALLO.

New Orleans Still Agitated by Harris Tax Bill

Discrimination Favors Out of Town Manufacturers—Trelles Discusses Havana Tobacco—Arnold Falk Goes North—Cigarmakers Scarce—Geo. Moroy's New Brands.

NEW ORLEANS, La., Oct. 24.—Certain cigar manufacturers who have heretofore avoided this territory, anticipating favorable action upon the Harris bill, are now making arrangements to enter this field. They will inaugurate an active and diligent canvass of the city and state for the possibilities of business here, handicapped as the local manufacturers will be by a twenty per cent sales stamp tax. Their missionaries will be furnished with cleverly worded circulars, attractive both in design and makeup, in which, of course, the prestige of Tampa as a cigar manufacturing centre of the highest class, will be exploited for all it is worth.

Local manufacturers will be subjected to this twenty per cent increase in price to clear the retailer of this stamp tax burden. There is no law now on the statute books to prevent anyone from taking orders for his products here, to be mailed in afterwards by parcel post, at a comparatively small expense, with Uncle Sam's corps of well paid and well trained carriers, making delivery of the goods.

Local Revenue Only

The city and state will not derive one cent of revenue from the outside cigar maker for the business he has obtained here, to the pecuniary loss of the local manufacturer, who has to bear the expense of city and state licenses, city and state taxes upon the property used by him in conducting his business, as well as upon the stock material held by him in reserve for making the finished product. A more one-sided arrangement can hardly be conjectured, and yet that is what the Harris bill, cigar manufacturers here say, will put into effect, if it should be drafted into law.

About Fine Havana

A hundred barrels of filler were received by M. Trelles & Company, during the week. This is the first consignment of material of the new crop to reach the factory from recent purchases made by Manuel Trelles on his late trip to Cuba, where he stocked up for the factory's use during 1926.

"Though the crop was a little late in reaching maturity," remarked Mr. Man-

uel Trelles, as he eyed the consignment with the admiring glance of one who knows good tobacco, "it is a good crop."

"There was not enough rain to hasten the growth of the plant; and, in consequence, the leaf is a little heavy. Its quality, however, could not be surpassed. It has a fine aroma, and when cured on the Island, where nature provides both the climate and temperature for proper sweating, it will be, as of yore, without a rival. The announcement that the cigar manufacturers of Havana propose to advance the price of the finished product after December 1, shows that the increased cost of the leaf has compelled them to take this step in order to leave them in the clear."

Arnold Falk in New York

Arnold Falk, of A. Falk & Son, one of the prominent old timers in the cigar manufacturing industry of this city, has left for New York on a short business trip. Mr. Falk sees an awakening in the demand for cigars with the advent of Winter, and has added twenty-five more brands to his already large complement of operatives. The Alisa and El Ferdie brands, he reports, are now largely oversold.

An historic site along Canal street, the promenade boulevard of this city, has just changed hands, and is to be replaced with a modern fire proof structure of the latest design. This is at Canal and Carondelet streets, where U. Koen & Company have maintained a cigar stand, on part of the ground floor, for nearly a quarter of a century.

President Hymel, of the New South Cigar and Tobacco Company, is once more up to his armpits in work, after his return from a trip of rest and recreation. He reports business as satisfactory.

Cigar Labor Scarce

President Leiser, of the Pan-American Cigar Manufacturing Company, is now devoting the attention of his plant to getting out holiday goods, for which there is a very gratifying demand. The great trouble facing the factory is its inability to turn out the goods ordered, on account of the scarcity of labor. The Galdos, and other products of the

factory, are more than holding their own.

"Jack" Estes, vice-president of the Southern Cigar Factory, has just returned from an extensive trip through Texas and north Louisiana, which was productive of very satisfactory results. The demand of jobbers, for the holiday goods of the plant, is indicative, in Mr. Estes opinion, of the popularity of the City Council and other products of the factory.

George Moroy, the Second street distributor of cigars and cigarettes, has taken on a new line, The Norma Martinez, manufactured by the J. M. Martinez cigar factory, of Tampa, Fla. The cigar is a five-cent seller, and it is making satisfactory headway here. So is the El Epico, a Pennsylvania product, another of his late acquisitions, which he is also distributing here.—CRESCENT.

Uruguayan Imports From the United States

WASHINGTON, D. C., Oct. 26.—Shipments of cigarettes from the United States to Uruguay, according to official reports of the Department of Commerce, have increased from 280,000 in 1918 to 6,185,000 in 1924, and the number shipped from January to July of the current year amounted to 4,040,000. In August the business was reported by Trade Commissioner L. B. Clark to be still growing.

Total imports of tobacco and tobacco products into Uruguay during 1924 amounted to 4,561,968 pounds, values at 636,942 pesos.

San Francisco News

SAN FRANCISCO, Cal., Oct. 21.—The general feeling among the trade, as viewed from different angles of retailer, jobber, factory representative and small factory man in the West, is one of mingled optimism and pessimism. And there is some ground for both. While the holiday trade is at hand, there is a general tone of dissatisfaction with many because they find themselves reduced to depending on dice games for their trade and profit.

As Bob Anthony expresses it, it is a modified form of gambling, in that an element of chance enters. And its necessity comes from two reasons. First, the small margin allowed on so many of the most popular goods; and, second, the liking that the American public has for a game of chance, with the thrill that goes along. The argument that so many of the popular goods make up by rapid turn over for the small margins, he repudiates for the reason that small sales require so much work and attention that the turn-over is lost in expense; and, at the same time they kill the demand for just so much of goods allowing a liberal margin of profit.

Of course, many stands are offsetting this by building up a worthwhile trade in bar and box candies. The liking of the general public for a game of chance is well illustrated in the universal betting on the national game. He cites many instances where fellows will play at a chance game for poor cigars and be satisfied, who are otherwise particular smokers, but stingy in the quarters they spare for good cigars.

Its Jobbing Troubles

The jobbing trade is having its troubles, also. As some of them put it, there is a bigger volume than ever this fall, but

the margin cutting of jobbers' profits is making the trade almost unprofitable. They point out that some manufacturers, doing their own jobbing, are the worst offenders, and are forcing others to meet their unprofitable terms. To offset this, some of the oldest jobbers are developing more and more the connection end of their distribution, and counting the cigar trade almost as of secondary importance.

Others have junked the lines on which margins have been cut too close, seeing more profit in handling only such goods as pay well. But these men are up against the difficulty of holding the trade against houses who stand ready to supply everything the retailer wants, regardless of profit to themselves.

Still other jobbers are threatening to quit the business entirely, as offering no future to anyone outside of the large manufacturers. And they point out that, while these are firms always complaining of making nothing, they are yet able to declare large dividends, and to build larger plants.

The small manufacturer, as an independent proposition, is generally admitted to be but a side-issue with the business, with at most a doubtful existence, based primarily on unusual salesmanship ability, a quality which most of them do not possess, and which they vainly attempt to make up for by superior quality in goods.

Anthony Progressive

There is Bob Anthony, on Market street, who much more than gets by with his little stand. He is a salesman, reads the trade journals, and studies the game from every angle, and makes every inch of his small space speak with a trade appeal.

And there is Henry Sorenson, at Filmore street, near Golden Gate, who makes a cigar of his own, and pushes it with such salesmanship that while he carries any brand his customers want as a lure, he attaches most of them to his own roll.

And S. Hoffman & Son, with stands at California and Polk streets, and at Sacramento and Polk streets, make some neat little cigars of their own, and manage to hold their trade, at least if not to their own brands, then to some brands that yield them a profit.

Another good salesman in the retail game is B. Hoffman at Geary & Filmore streets. He also makes a cigar of his own, and he understands some of the rules of good marketing, so that he gets by where some of the bigger down-town stands sink under heavy overhead.

One small manufacturer, who holds his own because he understands that good selling is a part of his game, is Sam Caro on Jackson street.

New Schwartz Business

The Schwartz cigar store and factory is a new one that has made its bow at Commercial and Montgomery streets. The choice of location is very good, so that the venture is liable to go over all right.

Sam Israel, the Jackson street jobber, threatened some time ago to give the big end of his attention to the candy trade, but it is to be noticed that while he has succeeded in building a great candy trade, it seems to be an inspiration to the cigar trade as well, indicating that the one seems to help the other.

Riese Brothers report that their La-Prosperidad is going over in unusually fine volume. The big trouble in the way is not volume, but jobbers' margins, and the slashing of these. They are better pleased with the big business they have been able to build with Lowney's choco-

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Prices ranging from \$22 to \$75 per M.
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UTUADO, PORTO RICO
GROWER AND PACKER OF

High Grade Porto Rico Tobacco

Exclusively Inland

ELADIO MIRANDA

PACKER and STRIPPER OF INLAND

PORTO RICO TOBACCO

VEGA BAJA, PORTO RICO

lates, which they are ordering by the carload.

The General Cigar Company has caused comment among jobbing competitors by offering five hundred lots at two and two thousand lots at two and three.

D. A. Horn starts about a month to make some extensive leaf purchases for the Golden State Leaf House, and will visit New York, Connecticut, the cigar and leaf centers of Pennsylvania, and Cuba. While there is nothing big in sight on the coast, they still feel it is up to them to carry a liberal stock of the best to be had in order to give to the factories that remain the best of service and the best of leaf.

Porto Rican Outlook

SAN JUAN, P. R. Oct. 22.—The Association of Farmers in Porto Rico will have a general meeting in Ponce. Their principal object is to discuss the matter of assisting the farmers in cases where the Government has increased the value of their lands out of proportion.

The Government is just now re-appraising their farms with the object of increasing the income.

Weather has been favorable throughout the week and no heavy rain showers are reported from any part of the tobacco belts.

Seedlings are coming along well and in many sections planting has begun.

John Frese, first vice-president of the Porto Rican-American Tobacco Company, has just returned from the States and has taken up again his active work.

Holiday Epoca Business Good, Says President Baer

"You can see for yourself just how good our holiday business is," remarked President Baer of Schwab Brothers & Baer, 29 East End Avenue, New York as he put on his hat and coat for a hurried dash to lunch. "Mr. Weiss, here, has just returned from a very excellent western trip, and the holiday demand for Epocas was never better in that market."

"Our factory production will probably increase as the last minute orders are received. But we cannot guarantee delivery upon these late specifications. Too many jobbers and retailers wait until the very last thing to get their orders in, and the cigarmakers and the box makers simply cannot get the material ready in time for the season."

T. M. A. Wins Freight Rate Decision

WASHINGTON, D. C., Oct. 27.—The Interstate Commerce Commission has rendered a decision in which it is held that the rating of first class on cigars in any quantity has been found unreasonable on carloads. A rating of second class on carloads, minimum carload 30,000 pounds, has been prescribed. This decision was rendered in docket 15,808 of the Tobacco Merchants' Association of the United States against the Pennsylvania Railroad.—L.A.M.M.

Cuban Exposition

Regarding the Cuban Exposition to be held in the Hotel Pennsylvania, New York, November 16 to 21, inclusive, the Cuban Chamber of Commerce in the United States makes the following announcement:

"The Cuban Exposition will be the most significant event in the history of Cuban-American commercial relations. It will be of great interest and assistance to American business men and to the public in general, as an invaluable source of information. It will enable them to realize, to a fuller extent, the importance of Cuba as a market for American products; the extraordinary economic and industrial development of the Island Republic; the unequalled fertility of her soil and the opportunities it offers for the development of great agricultural enterprises. It will enable them to appreciate the scenic beauties of Cuba; to learn of the charming hospitality of her people; of the marvelous progress attained by Cuba since her inauguration as an independent republic; of her history, culture and her attainments in the fields of sciences and arts."

"The Cuban Exposition will be of great assistance, not only in promoting the commercial relations between the two countries, but it will also be of invaluable service to thousands of Americans, who will obtain first hand information regarding the many attractions offered by Cuba to the tourists during the Winter season. Complete information will be available regarding places of interest, travel facilities, hotel accommodations, rates, etc."

"The character of the exhibits that will be brought from Cuba, the decorations in which the tropical foliage will predominate, and the music provided by Cuban artists, all will contribute to create a typically Cuban atmosphere."

"American manufacturers interested in exhibiting their products in the Exposition will have spaces provided for that purpose."

Mi Hogar Holiday Packings In Brisk Demand

At the E. P. Cordero & Company factory, East Seventy-First street and Avenue A, New York, the reported demand for Mi Hogar cigars is only limited by the available supply. It is probable that the many fine Christmas packings this year have materially aided the firm in bringing this satisfactory condition about. At any rate, the factory is struggling to fill all orders in rotation, and the jobbing and retailing accounts are requested to anticipate their requirements at once, rather than wait for the disappointing prospects of very late delivery.

Kintler Back on the Job

L. W. Kintler, the well known representative of Jose Hermanos cigars, manufactured by Josephson Brothers, New York, is again back in the saddle after a short illness. This will please his many friends and customers throughout Staten Island, which territory he so well covers, as the many placements of Jose Hermanos cigars testify.

ORTIZ HERMANOS

AIBONITO, PORTO RICO

Growers, Packers and Strippers of Exclusively INLAND

PORTO RICAN TOBACCO

E. ROSENWALD & BRO.

145 WATER STREET

NEW YORK

IMPORTERS
EXPORTERS &
PACKERS OF

TOBACCO

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Tobacco from Havana

S. S. Siboney	—Oct. 20
Hanover Cigar Co.	Barrels 10
American Tobacco Co.	105
A. Cortina	2
E. Rosenwald & Bro.	98
Hinsdale, Smith & Co.	78
B. Castellanos	9
B. Klorfein	50
A. Cortina	Bales 15
Stern, Mendelsohn Co.	560
E. Rosenwald & Bro.	20
M. Schwartz	65
J. Marquese & Son	10
Foreman National Bank	46
S. Ruppini, Inc.	31
H. Duys & Co.	9
Newmann & Gach	7
G. H. P. Cigar Co.	300
M. A. Andre	15
Waitt & Bond	159
On Order	34

Packs.

I. Kaffenburg & Son	10
G. H. P. Cigar Co.	476
M. Schwartz	2
H. Duys & Co.	83
M. Cueto & Co.	19
F. Beatancourt	10
D. E. Klein Cigar Co.	33
S. Rossin & Son	200
Foreman National Bank, Chicago	11
Congress Cigar Co.	95
S. Ruppini, Inc.	39
H. Duys & Co.	32
R. Castellano	27
M. Schwartz	41
Ernest Ellinger & Co.	43

Scrap Tobacco from Havana

S. S. Siboney	—Oct. 20
J. V. Lago	—Oct. 20

Tobacco from Porto Rico

S. S. Ponce	—Oct. 19
Kohlberg, Gonzalez Co.	Barrels 5
Rosenstadt & Waller	4
M. Winter Co.	100
Kohlberg, Gonzalez Co.	Bales 15
M. Winter Co.	13
N. Y. & P. R. S. S. Co.	17 packs.
S. S. Cornelia	—Oct. 19
J. Klorfein	Barrels 16
Durlach Bros.	10
Bank of Manhattan Co.	10
Porto Rico American Tobacco Co.	186 bales

S. S. Porto Rico	—Oct. 20
M. Winter Co.	36 barrels
J. Lichtenstein	Bales 44
M. Winter Co.	6
S. S. Tachira	—Oct. 21

Durlach Bros.	Barrels 314
Hamburger Bros. & Co.	83
Congress Cigar Co.	203
G. H. P. Cigar Co.	157
Stern Mendelsohn & Co.	331
Rosenstadt & Waller	122
I. Lewis Cigar Mfg. Co.	Bales 26
Durlach Bros.	54
Hamburger Bros. & Co.	10
Stern, Mendelsohn & Co.	53

Tobacco from Manila

S. S. Pres. Van Buren	—Oct. 22
S. Freider & Sons	Bales 15
Determann & Co.	30

Tobacco from Belfast

S. S. Galtymore	—Oct. 20
G. A. Henshaw & Sons	195 bales
A. Oppenheimer & Co.	6 bags

Tobacco from Scotland

S. S. Transylvania	—Oct. 19
A. Dunhill	17 cases

Tobacco from Pamos

S. S. River Araxes	—Oct. 19
American Tobacco Co.	1,200 bales

Cigars from Havana

S. S. Tolosa	—Oct. 19
Williams Gold Ref. Co.	1 case

Cigars from Havana, Cuba

S. S. Siboney	—Oct. 20
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Calixto, Lopez & Co.	Cases 4
The Stern Co.	4
Schwarz & Son	6
Estabrook & Eaton	6
Duncan & Moorhead Co.	5
C. B. Perkins Co.	2
Central Union Trust Co.	51
D. A. Schulte, Inc.	21
B. Wasserman Co.	13
United Cigar Stores Co.	11
Benson & Hodges	5
Alpers & Mott	2
G. S. Nicholas & Son	13
Charles & Co.	5
S. S. Pierce & Co.	7
Park & Tilford	42
A. Dunhill	9
Faber, Coe & Gregg, Inc.	25
H. Wardman	1
M. Dalton	3
Chicago Athletic Assn.	3
Leland, Wright & Co.	1

Cigars from Porto Rico

S. S. Ponce	—Oct. 19
J. Klorfein	Cases 52
Rosenstadt & Waller	2
Royal Bank of Canada	8
P. R. Amer. Tobacco Co.	76
United Cigar Stores	56
Medera Tobacco Co.	8
Infanzon & Rodriguez	33
N. Y. & P. R. S. S. Co.	360 packs.
S. S. Porto Rico	—Oct. 20
C. Schabrie	Cases 4
J. Klorfein	5
Infanzon & Rodriguez	1
P. R. Canadian Tobacco Co.	1
Villar, Lanza & Co.	10
F. Bonilla	4
United Cigar Stores	126
P. R. Amer. can Tobacco Co.	244

Cigars from Manila

S. S. Pres. Van Buren	—Oct. 22
S. Frieder & Sons	Cases 33
S. J. Freeman & Sons	12
F. A. Davis & Sons	7
H. Hilbert	17
Meritas Comm. Co.	27
H. Nottenberg	8
Hothorn, Litxrodt Corp.	39

PORTOCUBA CORPORATION

IMPORTERS AND PACKERS OF

PORTO RICO and HAVANA TOBACCOS

DEALERS IN DOMESTIC TOBACCO

109 John Street, New York

Warehouses: HAVANA, CUBA

UTUADO, P. R.

DURLACH BROS.

Growers and Packers of

High Grade Porto Rico LEAF TOBACCO

Caguas, Porto Rico.

New York Office
181 Water St.

STROUSE & HOLZMAN

Dealers and Packers of

LEAF TOBACCO

Conn. Shade - Broadleaf - Porto Rico - Havana
197 WATER STREET :: :: NEW YORK CITY

SOLA Y CO., INC

CAGUAS, PORTO RICO

Packers, Strippers and Dealers in

PORTO RICAN LEAF TOBACCO

NORBERTO GARCIA

UTUADO, PORTO RICO

Grower, Packer and Stripper of

INLAND PORTO RICAN TOBACCO

JOSE SILVA

Packer, Dealer and Stripper of

PORTO RICAN TOBACCO

Exclusively Inland JUNCOS, PORTO RICO
CABLE ADDRESS "JOSILVA"

"ADT" Tobacco Machinery

The "ADT" Tobacco Cutter

Class B—Model No. 1
for cutting all kinds
of Tobacco

Large Capacity
Precision Cutting

The Machine with the
Crankshaft below
the Knife

Our Catalog No. 50 contains full details and illustrations of 88 Tobacco
Machines. We will be pleased to send you a copy.

The John B. Adt Co.,
Established 1865

BALTIMORE
MD. U.S.A.

TADEMA

INFINITO

LORD BYRON

CLEAR HAVANA CIGARS

ARGUELLES, LOPEZ & BRO., Inc., Makers

GENERAL OFFICE AND FACTORY, TAMPA, FLORIDA

Eastern Office: 222 PEARL ST., NEW YORK Warehouse: HAVANA, CUBA

DONATO VIGIL & CO.

Importers and Exporters of

LEAF TOBACCO

San Juan, Porto Rico

H. W. Peabody & Co.	3
Philippine Tobacco Co.	18
United Cigar Stores Co.	394
J. B. Moos & Co.	12
H. Harris & Co.	4

Cigarettes from London

S. S. American Farmer	—Oct. 19
Tice & Lynch	1 case

Cigarettes from Porto Rico

S. S. Porto Rico	—Oct. 20
United Cigar Stores Co.	Cases
P. R. American Tobacco Co.	4

Cigarettes from Southampton

S. S. Majestic	—Oct. 20
R. F. Downing & Co.	1 pack.

Cigarettes from Egypt

S. S. Pres. Van Buren	—Oct. 22
American Express Co.	3 cases

Cigarette Paper From London

S. S. Minnetonka	—Oct. 19
Standard Products Corp.	40 cases

Cigarette Paper from France

S. S. Sarcoxie	—Oct. 19
American Tobacco Co.	Cases
De Manduit Paper Corp.	1,300
P. J. Schweitzer, Inc.	384
S. S. La Bourdonnias	—Oct. 22
American Tobacco Co.	300 cases
M. Speigel & Sons	13

Pipes from London

S. S. Lancaster	—Oct. 19
To order	1 case

Briarwood from France

S. S. Hellen	—Oct. 19
A. & J. Vassas	500 bales

Cigarette Holders from Germany

S. S. Pres. Roosevelt	—Oct. 19
Manufacturers Trust Co.	1 case

Cigarette Points from Germany

S. S. Luetzow	—Oct. 22
Equitable Trust Co.	2 cases

Cigar Labels from Havana

S. S. Siboney	—Oct. 20
Cases	

General Cigar Co.	1
M. Schwarz	2

Matches from Norway

S. S. Frederik VIII	—Oct. 19
Nitedals Match Co.	220 cases

Matches from Italy

S. S. Pres. Van Buren	—Oct. 22
Strohmeyer & Arpe Co.	10 cases

Cuba To Expand With Florida

The proximity of Florida has resulted in a land boom in Cuba, according to Felipe Taboada, Cuban Consul General in New York, who, in a statement made public Monday, announced that the first Cuban exposition will be held at the Hotel Pennsylvania, November 16-21, tourists flocking to the island at the rate of almost 1,000 a week and prosperity taking long strides there. Senor Taboada declared the slogan in his country now is: "As Florida Grows, So We Grow."

On the first of November, the Consul General said, the Metal Aircraft Express Corporation will start a daily airplane service between Jacksonville, Fla., and Havana, via Palm Beach and Miami. Each plane will have a capacity of twelve passengers. Two steamship lines already have boats plying between Florida and Cuba.

New hotels, country clubs with golf courses, and other big improvements are being developed. Senor Taboada said. He pointed with pride to the enormous export business done by Cuba, 80 per cent of which is with this country and added that Cuba is not only a prosperous country in which to live but is the second healthiest in the world, ranking next to Australia.

The Cuban government is back of the project, which is expected to strengthen the bond between the two countries.

"There is great significance attached to the fact that our first exposition is to

be held in America," said Senor Taboada. "It should interest all Americans, for we aim to show them what great strides our country has made as a result of their intervention, which made it possible for us in 1902 to establish our own republic. Since the republic started we have made wonderful progress. For example, in 1900, our exports amounted to only \$48,904,000, and imports, \$66,658,000. Last year our exports were \$434,069,000, and imports \$290,525,000."

The Cuban government today is in a better financial condition than ever before, declared Senor Taboada, who announced there is at present \$25,086,813 in the national treasury. Government officials are constantly improving living conditions, he added. There are 3,549 public schools, with an enrollment of 386,349 children, and 577 private schools, with an enrollment of 38,426. One of the most important subjects taught is English. This is required of every public school pupil.

Cuba not only produces sugar and tobacco for this country, but many more products. Senor Taboada gave out the following export figures for last year: Sugar, \$384,643,000; tobacco, \$39,406,000; timber, \$726,000; fruit, \$5,202; hides and skins \$1,511,000; honey, \$607,000; iron, copper and other minerals, \$1,591,000, and sponges, \$684,000.

Every product grown or manufactured in Cuba will be on display at the exposition at the Hotel Pennsylvania. The exposition, which is to be held under the auspices of the Cuban Chamber of Commerce, 67 Wall street, will be formally opened by President Gorardo Machado, president of Cuba, by means of a direct wire and cable from the executive mansion in Havana. He will make appropriate remarks.

The cruiser Cuba will come on a special voyage to this city, bringing distinguished guests; also, the Cuban military band, which will play at the exposition.

In addition to the Cuban exhibits there will be a large representation of American business interests. The Department of Commerce will also be represented.

The following officials are members of the committee in Havana, a number of whom will arrive on the cruiser Cuba de Cespedes, Secretary of State; Dr. J. M. Barrague, Secretary of Justice; Mayor Rogelio Zayas Bazan, Secretary of Interior; Dr. Enrique Hernandez Cartaya, Secretary of Treasury; Dr. Carlos Miguel de Cespedes, Secretary of Public Works; General M. de J. Delgado, Secretary of Agriculture; Dr. Guillermo Fernandez Mascara, Secretary of Public Instruction; Dr. Daniel Gisport, Secretary of Sanitation; Dr. Rafael Iturralde, Secretary of War and Navy; Jose M. Cortina, Secretary of Communication; Dr. Viriato Gutierrez, Secretary of the President; Dr. Clemente Vasquez Bello, President of the Senate; and Dr. Ramon Zaydin, President of the House of Representatives.

Berriman Brothers Are To Incorporate

TAMPA, Fla., Oct. 24.—About January 1, Berriman Brothers, cigar manufacturers of this city, will probably incorporate with E. W. Berriman as president and F. E. Gyory as vice-president. Mr. Berriman will remain at the Tampa factory, in charge of production, and Mr. Gyory will act as sales manager. For fifteen years or more Mr. Gyory has been western coast representative for the Berrimans, and before taking up his new duties he will sail for Europe and visit his old home in Hungary.

Walter Ruthenburg Listed For Porto Rico

To Porto Rico and southern seas Walter Ruthenburg is expected to sail this week on a voyage of "discovery" of fine tobaccos for his New York office.

Leonard Bernheim Returns From Havana

After many days in the Havana market Leonard Bernheim has returned to the New York offices of J. Bernheim & Son.

A remarkable record of a remarkable tobacco

THIRTY-THREE per cent more Porto Rican cigars were imported by the tobacco trade of the United States during the fiscal year 1925 than in the previous twelve-month period. The recent Porto Rican harvest of leaf tobacco is practically sold out.

Merit is beating a path for Porto Rican cigars and tobacco. There is a very decided trend toward Porto Rican cigars and tobacco in this country.

Manufacturers, jobbers and dealers will profit by serving the demand of smokers for Porto Rican cigars, or cigars containing Porto Rican tobacco.

*We can tell you more about
Porto Rican cigars and tobacco.
Write for information.*

GOVERNMENT OF PORTO RICO TOBACCO GUARANTEE AGENCY

136 Water Street, New York

Telephone John 1379

L. A. CAPESTANY, Agent

To protect buyers of Porto Rican tobacco the Government requires the affixing of a Government Guarantee Stamp to every box of cigars and every bale or barrel of tobacco leaving Porto Rico. Look for these stamps.

Fractional Currency Free For All In The Tobacco Industry

Tell the World Through These Columns What You Are Doing To Boost Business.

GREENSBURG, Ind., Oct. 24.—Charles E. Link has purchased the Pierson Cigar Store here.

FORREST CITY, Ark., Oct. 23.—H. Polbre & Company have opened a cigar and confectionery store in this city.

SPENCER, Ia., Oct. 23.—Rasmussen & Polk, operating under the title of the Grand Pinnett Parlor, will open a cigar and bowling room here in about ten days.

WINONA LAKE, Ind.—Miss Clara Paulus has closed her cigar and lunch room here.

NORFOLK, Neb., Oct. 23.—H. Hines will open a cigar store here very shortly.

MARION, Ark., Oct. 24.—C. H. Smith will open a cigar and delicatessen store here in about three weeks.

CLEVELAND, Ohio, Oct. 24.—Edward Frazier 7223 Lorain avenue, this city, reported to have filed petition in bankruptcy with liabilities of \$3,587 and assets of \$3,471.

LANSING, Mich., Oct. 24.—Ross Ackerman will open a cigar store in this city at the corner of Wastanaw and Washington avenue, in the New Huid Building, very soon.

LONE ROCK, Wis., Oct. 24.—Benjamin Brown's cigar and confectionery store here was damaged by fire recently with a loss of \$1,500.

TULARE, Cal., Oct. 20.—Moody & Hire, South K street, this city, will succeed Moody & Weidman in the cigar and confectionery business at the same address.

CHICAGO, Ill., Oct. 24.—The Goddrack Cigar Stand in the lobby of the Lorain Hotel, has opened here at 411 South Wabash avenue.

CHICAGO, Ill., Oct. 24.—Samuel Task has closed his cigar store at 874 East Sixty-third street, this city, and has retired from business.

PORTLAND, Me., Oct. 24.—The Smoke Shop, 567 Congress street, this city, was recently damaged by fire, with an estimated loss of \$1,000.

WASHINGTON, D. C., Oct. 26.—George W. Scocheran Company, Inc., 709 Fourteenth street, N. W., this city, will remove in about two weeks to 912 Fourteenth street, N. W., where they will

continue to carry the finest of high grade cigars and smokers' material.

PORTLAND, Ore., Oct. 20.—R. W. Royce has opened a cigar store in this city at 566 Umattilla avenue.

PHILADELPHIA, Pa., Oct. 28.—The Bell Cigar Store recently opened at 4 North Ninth street, this city.

The United Cigar Stores Company, 44 West Eighth street, New York city, has announced the prospective opening of at least one hundred new stores in the Florida field.

TORRINGTON, Conn., Oct. 26.—Thomas Quinn has opened a cigar store here at 14 Water street.

PORTLAND, Ore., Oct. 20.—Oscar Klees has just signed a lease for the early opening of a cigar stand in the Medical Arts Building, in this city.

MALONE, N. Y., Oct. 26.—Claude Randall has purchased the cigar and confectionery business of Frank Morris, of West Main street, this city.

SAN ANTONIO, Tex., Oct. 23.—The Barber Cigar Store recently opened opposite the Post Office, on North Alamo street.

A. Schulte, Inc., have closed their branch at William and Ann streets, New York.

UNIONTOWN, Pa., Oct. 26.—John Mickles has applied for a charter to operate the Royal Confectionery Company here, and will handle cigars and candies.

WILKES-BARRE, Pa., Oct. 26.—F. Guttendorf and Joseph P. Millnamow, operating as Guttendorf & Millnamow, have purchased the cigar stand in White's Drug Store, 35 South Main street, formerly owned by D. L. Ward.

Faber, Coe & Gregg have purchased the cigar stand in the Bretton Hall Hotel, Broadway, New York.

TYLER, Tex., Oct. 24.—M. H. Nicholson, operating the Elite Confectionery Store here, has recently installed a United Agency for his cigar department.

Samuel Renko and Jacob Bogof, operating as Renko & Bogof, 1982 Second avenue, New York, are reported as voluntary bankrupts, with liabilities of \$6,953, and assets of \$2,500. They sold cigars and confectionery.

CARBONDALE, Pa., Oct. 26.—Mrs. A. O'Neill has discontinued her cigar and

confectionery business here at 58 Belmont street.

The United Cigar Stores Company will open a new branch at 5817 Fourth avenue, Brooklyn.

PALESTINE, Tex., Oct. 23.—The Acker Drug Company has added a United Agency for its cigar department. This store runs through a business block and it has entrances on two streets.

BALDWIN, N. Y., Oct. 26. Louis Lifson has purchased the cigar business of Bernard Weinstein, on Grand avenue here.

SCRANTON, Pa., Oct. 26.—E. Pussini is reported as discontinuing his cigar and confectionery business at 201 South Webster avenue, in this city.

DANBURY, Conn., Oct. 26.—N. Nader will remove his cigar and confectionery business here to his own property at 414 Main street, Winstead, Conn., in about two weeks.

SHERMAN, Tex., Oct. 23.—Dyer & Jones, operating eight drug stores in this vicinity, have opened a United agency in their local store, under the management of George S. Thompson.

BROADALBIN, N. Y., Oct. 26.—Carl Wylie and John Halloran will open a cigar and billiard room here. They are now in the market for new fixtures and stock.

ALLENTOWN, Pa., Oct. 26.—E. E. Weaver and others, doing business here as the Smoker's Paradise, 732 Hamilton street, in cigars and billiards, have applied for an increased capital permit to \$50,000.

HILLSBORO, Tex., Oct. 23.—Turk & Steam, operating as the City Drug Store here, recently installed a United agency in their cigar department.

DANBURY, Conn., Oct. 26.—Yamin Brothers, proprietors of the White House Candy Shop, Pershing Building, 4 West street, this city, and handling cigars and confectionery, have just opened this new branch of their main store at 2258 Fairfield avenue, Bridgeport.

NEWARK, N. J., Oct. 26.—Petty's Pharmacy, 771 Broad street, this city, selling cigars and drugs, are to operate more stores. They now have fourteen, and have just purchased the building at 833 Broad street.

WAXAHACHIE, Tex., Oct. 23.—C. W. Read, manager of the Trinity Pharmacy here, announces the recent addition of the United Agency plan for his cigar department.

WINSTEAD, Conn., Oct. 26.—Lewis C. Hill, operating as the Russell Restaurant on Elm street, this city, reported in bankruptcy. Petition filed with liabilities of \$3,862 and assets of \$13,071, covering cigars and lunch material.

PORTLAND, Ore., Oct. 20.—W. F. Kipple has opened a cigar store in this city at 7130 Foster road.

DURHAM, CENTER, Conn., Oct. 26.—Jeremiah Coe, proprietor of the Jericho Station on Main street, has discontinued his cigar and service station here.

PLAINFIELD, N. J., Oct. 26.—John Lopresti, 205 North avenue, this city, will discontinue his pool and billiard business at this location, and will move his cigar stock to 323 East Front street about January 1.

The Shipman Stationery Company, 447 East Tremont avenue, New York, are to open a branch cigar and stationery store at 475 East Tremont avenue in about three weeks.

PORTLAND, Ore., Oct. 20.—Jones & Jones, operating Betty's Lunch, at 87 Fifth street, this city, have taken over this store, which was recently closed out at a bankruptcy sale.

CARBONDALE, Pa., Oct. 26.—A. G. Lige, 57 Belmont street, this city, are to open a cigar and confectionery store, at 148 Belmont street, in about a month.

CAMBRIDGE, Mass., Oct. 26.—Arthurs, Inc., is a new cigar store here catering to Harvard men.

CHICAGO, Ill., Oct. 24.—Another Walgreen drug store are to open here at Forty-Seventh street and Cottage Grove avenue about November 1, with a fine line of cigars.

The Majestic Display Case Company, of New York, has been incorporated to make cigar lids and display cases, with a capital stock of \$10,000. Incorporators are A. Shaffer, M. Sonenshein and W. Herschensohn; attorney, M. N. Helfgott, 808 Broadway.

PORTLAND, Ore., Oct. 20.—E. Hutchison has opened a cigar store in this city at 249½ Alder street.

BLOOMINGDALE, O., Oct. 20.—Charles Maiberger has sold his jobbing cigar and tobacco business, at Tiffin, to the Floom-Flack Company, of that city. Mr. Maiberger was probably the oldest jobber in northern Ohio in years of service.

ARCHBOLD, Pa., Oct. 26.—Cravine's Pool Room has opened here at 296

DARK TOBACCO

The Dark Tobacco Growers Co-operative Association—a selling organization for 70,000 tobacco growers of Kentucky, Tennessee and Indiana, with headquarters at Hopkinsville, Ky., U. S. A.—offers for sale all types of tobacco grown in the entire Dark Tobacco District as mentioned to the right. All tobacco handled and graded by expert tobacco men; prices uniform.

FOREIGN OFFICE

In charge of Mr. W. M. Fallon (formerly with United States War Finance Corporation.) Sentinel House, Southampton Row, London, W. C. I., England.

LIMITED STOCKS OF 1922, 1923 AND 1924 CROPS

Packed in Hogsheads, Air-Cured or Redried and Continental Order. Dry Leaf and Strips for English, Continental or Domestic Trade.

ALL TYPES

GREEN RIVER TYPE, Owensboro, Ky.
STEMMING TYPE, Henderson, Ky.
ONE-SUCKER TYPE, Bowling Green, Ky.
DARK FIRED TYPE, Hopkinsville, Ky.
Clarksville, Tenn., Springfield, Tenn., Paducah, Ky., and Mayfield, Ky.

Tobacco



Complete facilities
for cooperating
with the tobacco
trade in connec-
tion with its for-
eign business.

INTERNATIONAL ACCEPTANCE BANK, INC.

52 Cedar Street, New York

PAUL M. WARBURG
Chairman

F. ABBOT GOODHUE
President

CRESCENT MAPLEINE

Is soluble in Glycerine, Invert Sugars, Glucose and Sugar Syrup.

It will permanently modify the pungency and at the same time add to tobacco that full mild flavor desired.

A concentrate liquid flavor—economical to use.

WRITE FOR SAMPLES

CRESCENT MANUFACTURING CO.

105 Hudson St., New York, N. Y.
Seattle, Washington

517 Collins Ave., Pittsburgh, Pa.

800 North Clark Street, Chicago, Ill.

204 Davis Street, San Francisco, Cal.

Main street, with a full line of cigars and confectionery.

ROANOKE, Va., Oct. 24.—G. Wilbur Reed, proprietor of Reed's Pharmacy, 1216 South Jefferson street, this city, is erecting a one-story brick store at 105 Virginia avenue, South Roanoke, and is to open a branch there about December 1. He expects to carry a full line of cigars and other tobacco products and sundries.

PORTLAND, Ore., Oct. 20. — Virgil Cooper has sold his cigar store at 523 Union avenue to E. Maher.

ATHENS, Tex., Oct. 23.—William B. and M. H. Smith, proprietors of the Oasis Confectionery here, have opened a United Agency in their store.

CUMBERLAND Md., Oct. 24.—John William Stepe, 216 Averitt avenue, this city, is to open a cigar stand and lunch room in about three weeks.

KANSAS CITY, Mo., Oct. 23.—The Ricksecker Cigar Company, of this city, has purchased the store of Fred Lederman, 913 Walnut street. It is understood Mr. Lederman will continue his other store at 12 West Twelfth street.

HAGERSTOWN, Md., Oct. 24.—Miss Bessie Johnson, 410 George street, this city, has discontinued her cigar and lunch business.

TERRELL, Tex., Oct. 23.—L. E. Griffith, Jr., Drug Company has taken over a United Agency for this city, and appointed Richard Spillers manager.

CUMBERLAND, Md., Oct. 26.—Mrs. Elizabeth R. Spiker, 208 South Mechanic street, this city, is to open a cigar and lunch room in about two weeks.

DENISON, Tex., Oct. 23.—The Burtis Drug Company, of this city, has opened a United Agency with Mrs. Dickerson and Carson and Tanner in charge.

PARIS, Tex., Oct. 23.—J. F. Gaylor has opened the first Texas United Agency here.

NORFOLK, Va., Oct. 24.—The Unceda Cigar Stores, Inc., has organized here with a capital of \$50,000. It will also manufacture cigars, C. M. Spitzer, H. L. Markoff are the incorporators.

Porto Rican Guarantee Agency Affairs

Effective November 1, Francisco Linares, of Caguas, Porto Rico, will be Tobacco Guarantee Agent for the Government of Porto Rico, succeeding L. A. Capestany as head of the New York office. Mr. Linares has been associated with the Congress Cigar Company in their leaf buying department in Porto Rico and is known to tobacco men who visit the Island.

Several important amendments were made during the recent session of the Porto Rican legislature to the law under which the New York agency operates. The blue and pink stamps, formerly used on tobacco blended with Porto Rican, and all-foreign tobacco, respectively, have been abolished, and only the white stamp on all-Porto Rican cigars and tobacco will be issued, gratis, as before.

An increase in the inspection tax on all tobacco used, sold or shipped from Porto Rico, from 10 cents to 20 cents per hundred pounds has been made.

In leaving his position, Mr. Capestany, who has been with the Porto Rican Agency in New York since its organization in 1921, said:

"I wish to express my thanks to the trade press and to cigar and leaf tobacco men of the industry for the help they have given the agency in giving prompt attention to the inquiries the agency has referred to them."

American Sumatra Protective Committee

The committee recently formed to represent the interest of common stock-

Company, has issued further notice to holders of American Sumatra Tobacco the stockholders, which says in part:

"While we are advised that certain preferred stockholding interests have formulated a reorganization plan, we are also advised that such plan has not been presented to the courts and represents nothing more than the views of such interests. Said plan, furthermore, is not acceptable to the committee, and will be resisted by it. In due course, committee expects to formulate and submit to the common stockholders a plan of reorganization."—Wall Street Journal.

Edgeworth Radio Station W-R-V-A

RICHMOND, Va., Oct. 23.—Larus & Brother Company make the following announcement:

"Barring unforeseen difficulties the Edgeworth Tobacco Radio Station will go on the air officially Monday evening, November 2nd, at 9 p. m., Eastern standard time. Call letters WRVA, wavelength 256 meters.

"We have spared no expense to install a station in keeping with the quality of Edgeworth Tobacco. It is the last word in radio telephone, and it was manufactured by the Western Electric Company, having a power of one thousand watts. Our order was third for this highest class machine manufactured by this world famous company, but since this time several stations have increased their power to one thousand watts also.

"We hope to have everything in readiness for an auspicious opening on November 2nd, and it shall be our constant endeavor, of course, to maintain a programme which, like our product and the radio equipment, ranks with the best.

"We will broadcast twice a week, Monday and Thursday, 9 to 12 p. m., Eastern standard time.

"Tune in and let us know how our efforts are received. Thank you."

J. B. Rubinovich of Montreal Dies in Baltimore

MONTREAL, Can., Oct. 25.—After an operation at the Union Memorial Hospital in Baltimore, Md., J. B. Rubinovich, of Rubinovich & Haskell, Ltd., this city, died there and was buried here today. Mr. Rubinovich was 56 years of age, and he leaves a wife and two sons. He was identified with the pipe and accessory business all his life, and his American affiliations were A. Oppenheimer Company, of New York Mr. H. S. Lederer, of the Oppenheimer firm came to the funeral, which was largely attended by friends in and out of the trade. Mr. Rubinovich was widely known in the pipe business, as he traveled the Canadian market from coast to coast. His death leaves a wide circle of sorrowing friends, particularly in New York.

Grand Prix for Henry Clay and Bock Company

Word has been received by cable to Director T. C. Gales, of the Henry Clay and Bock & Company, Ltd., New York that the Grand Prix has been awarded the company for an exhibit made in Paris at the Exposition of Arts Decoratifs by F. de P. Alvarez, the French representative of the company.

Henry Mendelsohn Arrives From Cuba

Coming to New York to hold conference with the main office folk at Henry Duns & Company, Henry Mendelsohn, manager of their Havana office, arrived last week and will remain a few days.

New Retail Manager For Leavitt & Pierce

BRIDGE, Mass., Oct. 26.—Andrew Stainer is now retail manager of the Leavitt & Pierce store here. Considerable business is being done with the large number of Harvard men, who buy quantities of pipes, tobaccos, cigarettes and their accessories.

Trade Marks Filed

In U. S. Patent Office

The following trade-marks were published in compliance with section 6 of the Act of February 20, 1905, as amended March 2, 1907. Notice of opposition must be filed with the U. S. Patent Office, Washington, D. C., within thirty days from date of official publication.

Ser. No. 218,895. BILLBOARD MATCH COMPANY, East Jaffrey N. H. Filed August 15, 1925.

BILLBOARD

218,895

The particular description of goods.—Matches. Claims use since September 15, 1924.

Ser. No. 219,447. ALFRED ORLIK, New York, N. Y. Filed August 27, 1925.

"HURLINGHAM"

219,447

Trade-mark consists in the word "Hurlingham."

The particular description of goods.—Pipes. Claims use since March 10, 1925.

Ser. No. 215,105. SUOMEN OSUUS-KAUPPOJEN KESKUSKUNTA, R. L., Helsingfors, Finland. Filed May 29, 1925.



215,105

The words "Finest Quality," "Made in Finland," "60-Average," and "Impregnated Safety Matches" are disclaimed apart from the mark shown. No claim is made to the representation of the matches apart from the trade-mark as shown.

The particular description of goods.—Safety matches. Claims use since August 8, 1923.

Ser. No. 215,264. LEONCIO MOSQUERA, Philadelphia, Pa. Filed June 3, 1925.

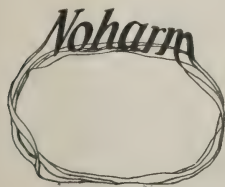


215,264

No claim is made to the words "Monte Carlo," "Cigarillos Exquisitos," and "Sociedad Anonima" apart from the mark shown.

The particular description of goods.—Cigarettes. Claims use since April 1, 1925.

Ser. No. 216,534. CARL HENRY INCORPORATED, New York, N. Y. Filed June 27, 1925.



216,534

The particular description of goods.—Cigarettes, Cigarettes and Smoking Tobacco. Claims use since May 25, 1925.

Ser. No. 217,842. DAVID J. WEIN-

REICH, doing business as Joseph Weinreich, Dayton, Ohio. Filed July 24, 1925. Under ten-year proviso.

CUBAN SEAL

217,842

The drawing is lined for red. Trade-mark consists of "Cuban Seal."

The particular description of goods.—Cigars. Claims use since November, 1889.

Ser. No. 218,382. WAITT & BOND, INC., Newark, N. J. Filed August 4, 1925.

TOTEM

218,382

The particular description of goods.—Cigars. Claims use since 1900.

Ser. No. 219,383. WAITT & BOND, INC., Newark, N. J. Filed Aug. 4, 1925. Under ten-year proviso.

BLACKSTONE

219,383

The particular description of goods.—Cigars. Claims use since 1884.

Ser. No. 218,384. WAITT & BOND, INC., Newark, N. J. Filed August 4, 1925. Under ten-year proviso.

ENDICOTT

218,384

The particular description of goods.—Cigars. Claims use since 1891.

Patents Recently Granted

By U. S. Patent Office

Complete description of the patents briefly described herewith can be obtained from the Patent Office by sending to the Commissioner of Patents, Washington, D. C., the number of the patent together with 10 cents in currency or money order. Stamps will not be accepted. For this sum the Patent Office will supply a printed copy of the patent, which usually contains complete drawings and descriptions in detail.

No. 1,556,082. CIGAR LIGHTER. CHARLES H. CUNO and FREDERICK L. WOOD, Meriden, Conn., assignors to The Cuno Engineering Corporation, Meriden, Conn., a Corporation of Connecticut. Filed Feb. 6, 1925. Serial No. 7,257. 9 Claims. (Cl. 219—32.)



1,556,082

7. In a cigar lighter, a holder, an igniter element in the front end thereof, a stationary contact in rear thereof, a contact electrically connected to said ignited element and movable longitudinally in said holder toward and from said stationary contact, a sleeve adapted to receive said holder, and a member secured to said movable contact and projecting from said holder to engage said sleeve and keep said contacts separated while said holder is in said sleeve.

No. 1,556,236. NICOTINE-ABSORBENT CIGARETTE HOLDER. ALBERT M. MILLER, San Francisco, Calif., assignor of one-half to Lewis O. Griffith, San Francisco, Calif. Filed Mar. 26, 1924. Serial No. 701,904. 1 Claim. (Cl. 131—10.)



1,556,236

In a device of the character described, a casing comprising a cone-shaped body-portion, a mouth-piece and an extension fashioned to receive and retain a cigarette, a complementary-shaped absorbent core having thereabout a spiral groove

and formed to fill the interior of said body-portion of said casing, the walls of said spiral groove in combination with a spiral section of said casing forming a continuous spiral passage from end to end of said absorbent core, a plurality of ducts leading from either extremity of said absorbent core into said spiral groove at varying distances, and a conically-formed centrally located projection carried by the forward end of said absorbent core and adapted to receive and expand the end of a cigarette when inserted.

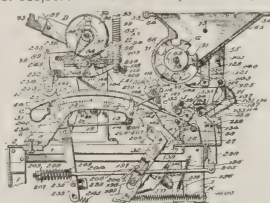
No. 1,556,253. CIGAR LIGHTER. MILTON H. SHOENBERG, San Francisco, Calif. Filed Sept. 1, 1923. Serial No. 660,514. 7 Claims. (Cl. 219—32.)



1,556,253

1. In a cigar lighter, a heating element comprising a plurality of convolutions of resistance wire formed as a flattened helix with air spaces between the respective convolutions and air spaces between the flattened portions of the helix.

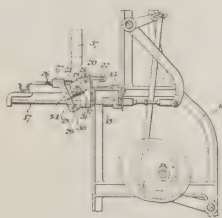
No. 1,556,389. CIGAR-WRAPPING MACHINE. JASPER STANLEY WINGET, York and AUGUSTIN CONVERSE WINGET, Tyrona, Pa. Filed Dec. 18, 1923. Serial No. 681,367. 12 Claims. (Cl. 93—5.)



1,556,389

1. A machine for wrapping cigars or the like, comprising a belt, a reciprocating mechanism carrying gripping means for holding the ends of a wrapper, a wrapper feed mechanism for feeding the wrapping material, a mechanism for cutting the wrapping material, means for depositing the severed wrapper upon the belt, and means for closing the gripping means after the wrapping is completed.

No. 1,556,619. METHOD AND MEANS FOR CIGAR BUNCHING. Bernard Liberman, Philadelphia, Pa. Filed December 6, 1920. Serial No. 428,547. 6 claims. (Cl. 131—42.)



1,556,619

3. In a cigar bunching machine, the combination with a bunching table, a roller and apron, of a smoothing element comprising a brush having a plurality of independently yielding bristles or similar elements, forming a binder-engaging surface, means operating said smoothing element to engage the binder prior to and during the rolling operation, and adjustable means for controlling the pressure of said engagement.

No. 1,556,944. FOOT-POWER CIGAR-BINDER CUTTER. Antonio Lopez, West Tampa, Fla. Filed February 2, 1924. Serial No. 690,210. 1 Claim. (Cl. 164—44.)

A cutter of the class described comprising a base, a pair of posts carried thereby, one post having a guideway therein, means permitting the posts to be adjusted vertically and laterally on the base, a knife bar pivoted to one post and passing through the guideway of the other post, a foot pedal lever pivotally

AMERICAN PATENTS

Trade Marks, Copyrights

Foreign and Domestic

All patent and trade-mark applications are prepared and prosecuted by patent experts of many years' experience. Send us a sketch and description of your invention for our free and expert advice.

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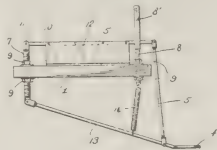
F. V. WINTERS, M.E.

Registered Patent Lawyer

1133 Broadway, New York

Tel. Watkins 4748

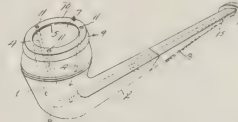
connected with the base, a link connecting the lever with the knife bar and a



1,556,944

spring connected with the pedal lever for holding the parts with the knife in raised position.

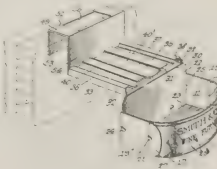
No. 1,556,945. PIPE. Harry Luchow, Council Bluffs, Iowa. Filed June 6, 1924. Serial No. 718,282. 2 claims (Cl. 131—12.)



1,556,945

1. The combination with a bowl of a pipe having a chamber therein and air passages extending from the upper end of the bowl and terminating in the chamber of the bowl; of an annular channelled member rotatably mounted on the upper end of the bowl, said channelled member having its upper flange horizontally disposed and provided with apertures normally registering with the upper ends of the air passages, said channelled member having its lower flange turned and rotatably mounted in an annular groove in the outer periphery of the bowl.

No. 1,557,546. SMOKER'S DEVICE. George I. Allen, Wilson, N. C. Filed March 21, 1924. Serial No. 700,932. 8 Claims. (Cl. 131—51.)



1,557,546

1. A smoker's device formed from an integral blank, said blank including a receptacle portion, said receptacle portion comprising a bottom portion, a front portion foldable upwardly upon the bottom portion, end portions foldable upwordly upon the bottom portion, said portions having interfitting tongues and grooves whereby they are retained in the assembled position, the end portions having forwardly extending tongues arranged in close relation to the outer surface of the front portion and also adapted for receiving and holding the ends of an advertising card, and means for securing the device upon a support.



PRINCESS PAT CIGARETTES
FEDERAL TOBACCO CORPORATION -CHICAGO-



MARIE ANTOINETTE

A Specialty in Mild Havana Cigars
27 sizes—MADE IN—27 sizes

"Bought When Quality is Sought"

Descriptive Booklet and Samples Sent Upon Application

E. KLEINER & CO., Inc., Makers
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York Increasing Her Five Cent Cigar Production

Cigar Labor Very Scarce—Cigar Box Factories Rushed—Night Work for Some Shops—Honor Marshall—Tobacco Men Own Same Reservation Land—George Kohler Dies.

YORK, Pa., Oct. 26.—With the five-cent cigar returning to the coveted place in popular favor it once possessed, as newspapers all over the country are telling us, the outlook for one of the most prosperous seasons for the cigar manufacturing industry of York and Adams counties is exceedingly bright. Not that the industry is confined to the production of five-cent cigars, but the manufacture of the nickel smoke is the backbone of the business. In fact, the factories are already reflecting the increased demand for their products, and most gratifying reports are received from a number of the important cigar manufacturing centers of the two counties.

Labor Shy

The demand for help in the cigar factories is pronounced, and it is a poor workman who is unable to obtain employment. The remark of the late Vice-President Thomas Marshall, that the greatest need of the nation was a good five-cent cigar, was a good advertisement for the cigar manufacturing industry of this section of Pennsylvania. Most of the factories have been aiming to give the highest possible value for the price, and their efforts have received recognition. Many might consistently claim to give the public a smoke at five cents worth more than the price.

But the five-cent cigar would never have come back if the manufacturers had not recognized the arrival of a new era in the business, which required improved methods and economy in production. In some instances it amounted to a revolution in the business. The factories of today are larger and better equipped in York and Adams counties, and there is great improvement in facilities for quantity production. A number of these plants are without a parallel in any other section of the country.

Box Factories Busy, Too

The increasing demand for the product of the district has had a stimulating effect upon the cigar box factories, and they are experiencing difficulty in filling the demand for boxes. This is one of the best indications that the cigar business is booming. The three box factories in Red Lion are reported to be rushed with orders; and, in order to

keep up with the large business, they have night forces at work.

Geo. Kohler Dead

George A. Kohler, a well-known cigar manufacturer, died October 20 at his home in Yoe, following a two-year illness, which resulted from a stroke of paralysis. He was sixty years old. Mr. Kohler was the owner of two cigar factories, one in Yoe and the other in Wrightsville. The factories are operated by three of his sons, Sterling, John and Curvin, all of Yoe. Mr. Kohler, it is said, probably shipped more cigars to different parts of the United States than any other manufacturer in this vicinity. He is survived by his widow and nine sons and daughters. The funeral was held on Friday. Interment was made in the Yoe cemetery.

James F. Lutz is erecting an addition to a building at the rear of his home in Springvale, and transforming it into a cigar factory.

Night Work Now

All the cigar factories in Hallam are reported to be working full time, and the banders employed at night, due to the numerous orders received for the Christmas holidays.

John E. Detwiler, cigar box manufacturer of Red Lion, has returned from Wilkes-Barre, where he attended the state convention of the Independent Order of Odd Fellows, held in that city.

J. C. Winter, cigar manufacturer of Red Lion, has returned from an extended trip to points in Texas, Oklahoma and Kansas.

J. H. LaMotte, cigar manufacturer of Red Lion, has returned from a business trip to Atlanta, Ga.

The establishment of an auxiliary state game refuge containing approximately two hundred acres, located in Lower Windsor township, York county, has been announced by the Pennsylvania state board of game commissioners. It will be known as auxiliary state game refuge No. 29, and it is located on land belonging among others to Alvin Frey, Red Lion, senior member of A. C. Frey & Son, cigar manufacturers; Victor J. Bortner and Charles Adair, both tobacco growers, and S. A. Smith,

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PRESERVE THE AROMA OF FINE CIGARS
We Specialize in Cedar Linings for Cigar Cans

THE CEDAR PRODUCTS COMPANY

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Manufacturers of Clear Havana Cigars Exclusively
KEY WEST, FLORIDA

La Mas
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After all
nothing satisfies like
a good cigar

Comal
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Glass Cigar Box Covers

Highest Quality—Lowest Prices

Our Style D Suits the Purpose

100	15 cents each
250	14 cents each
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Includes Printing on Glass or Metal

Choice of Five Colors

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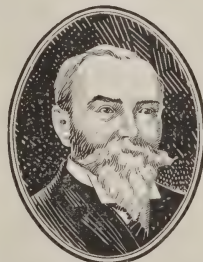
A-1 Mild

CIGAR

10c to 3 for 50c

BERNARD SCHWARTZ
CIGAR CORPORATION

Napoleon at Russell Street
DETROIT, MICH.



cigar manufacturer, all of Windsor; B. M. Hannigan, president of the York County Cigar Manufacturers Association, and Jacob Gilbert, cigar manufacturer, both of East Prospect. The game refuge is near the site of Red Lion's new impounding dam at "Devil's Hole," a wild section of Lower Windsor township.—YORKAD.

Joseph Mendelsohn Examines Lots of Havana

More than a month was necessary for Joseph Mendelsohn of Stern-Mendelsohn Company, Inc., New York, to examine the Cuban tobaccos, and he is now back in his own offices, very well satisfied with what he saw.

Ben Hamburger Booked For Porto Rico

Quite likely this week Ben Hamburger will sail for Porto Rico to represent Hamburger Brothers & Company on the island.

Meredith Kohlberg in Keystone State

Cigar manufacturers throughout Pennsylvania were visited by Meredith Kohlberg last week for the mutual benefit of E. L. Kohlberg & Son, New York and their customers.

Tobacco Production in Japan

WASHINGTON, D. C., Oct. 17.—The annual production of tobacco in Japan, according to a report from Acting Commercial Attache Calder, quoting Mr. Wakui of the Japanese Monopoly, is around 132,000,000 pounds valued at 50,000,000 Yen (\$20,592,950). Purchases of American leaf which increased from 5,821,424 pounds in 1923 (according to export statistics of the United States) to 19,222,489 pounds in 1924 are made through the Japanese Government Monopoly Bureau Representative in the United States, stationed at New York. After the earthquake, much of this business was completed by firms in Japan but at the present time buying is done in New York, the Government Representative making annual contracts with some four or five American companies. Japan buys mostly of the bright flue

cured variety. In fact, nearly 95 per cent of the amount purchased in 1924 and over 75 per cent of the amount purchased in 1923 was of this type. The new leaf is purchased in bulk, dried and cured by the firms from whom the Japanese Government Representative has made the purchases, and packed in barrels or hogsheds for shipment to Japan. Old leaf tobacco already cured is purchased in barrels, or hogsheds, the standard packing. Most of the shipments are made from Northern Virginia, via Panama.

Baltimore Market

Maryland Receipts Increase

BALTIMORE, Md., Oct. 22.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

MARYLAND.—For the past week receipts were 462 hog heads, while sales totaled 1562 hogsheds, the greater part of which went to the buyers for the French Regie.

OHIO.—Receipts 3 hogsheds, no sales.

Association Data

The Leaf Tobacco Association of Baltimore City issued these statistics for the official trade week ending October 21:

Receipts, Including Reinspections

	This Week	Previously	Total	Net to Date	Same Date
Maryland	479	28,875	29,354	28,659	30,708
Ohio	3	430	433	433	824

Total 482 29,305 29,787 29,092 31,532
Reinspections this week: Maryland, 17; to date, Maryland, 695.

Deliveries

Maryland		Coastwise and Foreign		Domestic		Total	
This week	764	203	967	...	...	967	...
Previously	5,890	12,229	18,119	466	18,585	18,585	...
Totals	6,654	12,432	19,086	466	19,552	19,552	...

Stok in Warehouses

Maryland		Ohio		Total	
Stock Jan. 1	5,774	824	6,598	...	...
Receipts since	28,659	433	29,092	...	...
Totals	34,433	1,257	35,690	...	...
Delivered since	19,086	466	19,552	...	...
Stocks today	15,347	791	16,138	...	...

Sales

Maryland		Ohio		Total	
This week	1,562	...	1,562	...	...
Previously	20,876	242	21,118	...	...
Totals	22,438	242	22,680	...	...
Groundleaves to date, 14 hogsheds					

Burley Growers Discuss Pool Surplus

LEXINGTON, Ky., Oct. 25.—A spirited discussion of what to do with the 165,000,000 pound surplus of burley tobacco now in the hands of the Burley Tobacco Growers' Co-operative Association featured the weekly meeting of the Fayette County Farmers' Union at the court house Saturday afternoon and brought together one of the largest crowds seen at these sessions in a long time.

President Charles Land presided and a number of recommendations were offered by several leading tobacco growers intended to solve this vexatious problem.

The discussion was opened by T. S. Johnson, of the Muir section, who advocated a change in the operating method of the Burley Association providing that the association enter into an arrangement with the manufacturers to sell tobacco to them on contract on the basis of 75 per cent of the production at 25 cents a pound, and not to grow any more tobacco than was contracted for in advance. He pointed out that the tomato crop is marketed on this basis, the canneries contracting with the growers in advance for their crops at a certain price and that they know what they are going to receive for the tomatoes before they are ever planted.

Mr. Johnson stated that there has been for some time a contest waged between the tobacco growers on one side and the manufacturers on the other; that it has been the systematic policy of the manufacturers to buy all of the non-pool tobacco that they could, supplementing this supply with a small purchase from the pool of what they needed, and each year leave a surplus in the hands of the pooling association, which has been accumulating every year until there is approximately 165,000,000 pounds now in the pool and that by the time the present pooling contract expires in 1926, if this policy is maintained, there will be at least 250,000,000 pounds of surplus in the pooling association's warehouses.

(Continued on page 55)

Warning To Code Buyers

SOME FIRMS WITH "ADOPTED" TRADE NAMES are offering CODE-BOOKS apparently at CUT-RATE PRICES—BEWARE!

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Headquarters for All Commercial Codes

GUARANTEE every code-book to be entirely satisfactory

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SPECIAL OFFER

A B C 9th Edition "Improved" Eng.	\$20.00	TOGETHER \$18.95
Bentley Complete Phrase Eng.	\$8.60	

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Payable at YOUR local bank
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ROMEO y JULIETA

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A NEW DESIGN (Patented)



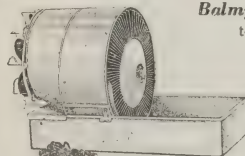
\$1.00
and up

THE LINCOLN

Description—"A," Aperture through which the smoke is drawn from Bowl to Chamber "C" and hence passing into Channel "B" to mouth. The temporary retention of the smoke within the Chamber "C" allows the nicotine to be deposited in its receptacle "D," which upon removing and blowing through mouthpiece thoroughly cleanses latter (Channel "B" and Chamber "C.")

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LINCOLN PIPE CORPORATION
34-36 Devce Street Brooklyn, N. Y.



Balmy, Moist Atmosphere

to prevent the leaf from drying out—to keep cigars fresh—

The American Portable Humidifier

For Nine Years

used by the leading CIGAR MANUFACTURERS in all departments where humidity helps production.

CIGAR JOBBERS and RETAILERS find it THE humidifier best suited for use in humidors and stock rooms, large or small.

No mist, no spray, no noise.

Humidity evenly distributed and regulated.

40% of total sales are repeat orders

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"None Better at Twice the Price"



Made in 6 sizes.
Sumatra wrapped
and a filler blend
of all imported
tobaccos. An all
satisfying cigar.

TREBOW CIGAR CO.

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GARCIA SMOKERS


A New Standard of Excellence in a Cigar at

5 cts.



Packed only in GREEN cans
Jobbing accounts solicited

C. A. KILDOW BETHESDA, OHIO
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TRADE MARK.

This trade mark stands
for the highest quality
fancy tabled and

Resweated York State B Filler Tobacco

Registered as

Wood's Black Diamond B's

A mild but aromatic filler
that gives the quality
touch to a blend. A snow
white ash that does not
flake.

The quantity available is
limited. Samples upon
request.

George M. Wood & Son

Packers of Leaf Tobacco
Elmira, New York
Warehouse, Wellsburg, N. Y.

Burley Growers
(Continued from page 53)

"The burley growers cannot continue to produce tobacco under this plan of warfare from the manufacturers and thus pile up an unmarketable surplus," said the speaker, "and something will have to be done for our relief. We must change front, if we are to win the fight. Let us propose to the manufacturers that they purchase 75 per cent of the tobacco now in the hands of the pool at 25 cents per pound and pledge ourselves not to raise any more burley except on contract. I believe that the burley growers are overwhelmingly in favor of a pool—and they have a strong organization with which to back up such a proposition."

"The manufacturers can't operate without our tobacco, and while they might at first reject the proposal, they would ultimately come to this contract arrangement, if we persisted in not growing any more tobacco unless contracted for in advance."

Scheme to Undersell Independents

W. E. Garey thought that the suggestion that the Burley Association, on the day after the independent market opens, offer 50,000 hogsheds of pooled tobacco at a lower figure than the market price and to keep it up each day thereafter until the pooled surplus is disposed of, was a capital idea. Such a policy, the speaker said, would have a tendency to drive the "outsider" into the pool.

J. W. Adams offered as a practical solution of the present surplus problem that the Burley Association go into the manufacturing business, manufacturing the surplus on hand and placing it on the market. As an illustration of the success of this method he called attention to the fact that a sixteen year old boy had started a small tobacco factory at Hawesville, Ky., and that he is now doing a big business, receiving mail orders from all over the country and shipping his output into many states. Mr. Adams expressed the opinion that it would not require much capital to start manufacturing plants of this type and that they could be operated by surplus labor during the winter months.

Cincinnati
(Continued from page 24)

Hachen & Rothert, cigar manufacturers, at 213 East Third street, report that the El Ricardo brand, which they recently revived, is doing very well. "Our business is showing a steady increase," explained Samuel D. Hachen, "and we regard the future as bright." He is making preparations for an extended trip through Illinois, Iowa and Wisconsin, expecting to leave the latter part of this month.

Business Improving With Big Manila House

"Regular business is improving and there is every indication that our holiday trade will show a fine increase this year," the foregoing is the report of S. E. Frieder & Sons, manufacturers and jobbers, who have their warehouse and executive offices at the southeast corner of Third and Main streets. Philip Frieder, who is now on his way to the factory in Manila, is at this writing in Columbus, Ohio. He is scheduled to arrive in Manila on November 11th, and then Morris Frieder, who has been in charge of the factory there, will return to this country, making the trip in a leisurely way and visiting various cities en route.

Closed With Present and Prospective Trade

At the jobbing house of Ullmann & Company, 345 Main street, it was reported by Simon Ullmann, the senior partner, that business is still improving. For the past two months, he explained, there has undoubtedly been a large volume of holiday trade, and naturally this will sell November and December sales. Naturally, a great many dealers will purchase diminished amounts for a few weeks after Christmas," he pointed out, "in order to get rid of their surplus stock, and therefore we will have the usual post-holiday lull. But general

business should be in much better condition at the beginning of 1926 than it was a year before, and for this reason we should have better business next year than we have had this."

"Among Those Present"

Among the ambassadors of trade recently in the city were: Charles E. Bales, of Continental Tobacco Company, in the interest of Dunhill cigarettes; E. W. Marlin, of V. Guerra Diaz & Company, Tampa, manufacturers of La Mega cigars; Martin Sachs, of the Rush Manufacturing Company, Reading, Pa., makers of the Councilman brand; T. C. Gales, representing Henry Clay and Bock & Company, Ltd., New York City; Stephen Herz, of the D. Emil Kline Company, New York City; Joseph Schuchat, representing Wengler & Mandell, Chicago.—WALT.

Tax Revision
(Continued from page 25)

except for a few months prior to the passage of that act, a flat rate of but \$3 per thousand was in force for many years. Early in the war a graduated scale of tax was adopted against which the industry protested, not only because of the severity of the proposed increase, but also because previous experiments with the graduated taxation of cigars had opened a wide door to fraud which resulted in the abandonment of the system.

"The war project of taxation as it stands today without any diminution what ever divides the product into five classes, as follows: Class A, \$4; Class B, \$6; Class C, \$9; Class D, \$12; and Class E, \$15. Upon the basis of these rates the current average taxation of cigars during the past five years has ranged from upwards of \$6 to as high as \$7.20 per thousand, the latter figure representing an increase of exactly 100 per cent over the highest pre-war rate. Will anyone seriously contend in the face of these figures that this great increase in taxation has not been largely responsible for the recent decline of an industry which at the time this war burden was imposed had made no substantial progress for nearly twenty years?"

"We desire at this point to record an important historical fact which demonstrates beyond question that the leaders in Congress at the time the war revenue act of 1917 was framed appreciated fully the extent of the burden they were preparing to impose upon the cigar industry and that they were apprehensive that it would have a depressing influence which could only be justified by the great national emergency the country was then facing. Replying to a protest lodged with him by Mr. Charles Fox, then chairman of the legislative committee of this association, Chairman Claude Kitchen, of the Ways and Means Committee, said: "We are asking you to shoulder a pretty heavy burden and to accommodate your industry to a graduated tax, but you must remember that the country is facing the gravest emergency that has confronted it since the Civil War. We know that you will be willing to make the sacrifices involved, bearing in mind that all these war taxes are but temporary and that relief will be afforded you as soon as the emergency is passed and the condition of the Federal Treasury will warrant."

"This statement, which was made by Mr. Kitchen in the presence of several witnesses, was promptly recorded by the Washington representative of this association and has served to sustain our hope that Congress would redeem Mr. Kitchen's pledge as son as the condition of the Treasury would warrant. We have treasured this statement as a guarantee that neither Congress nor the Treasury Department would regard the emergency war rates of taxation on cigars as constituting a permanent schedule.

"We do not believe that Congress can be unmindful of the danger of exceeding the scientific revenue point in the taxation of any product. That this point has been exceeded in the levy upon cigars must be conceded and is certainly strongly suggested by the fact that production is declining notwithstanding that

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DILL'S BEST

"It's A Mighty Fine Pipe Tobacco"

If your jobber is unable to supply you, write us direct and state size desired. Give us the name and address of your jobber.

10c 15c 25c 75c \$1.50 (Sizes)

J. G. DILL CO. Richmond, Va.

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FACTORY, MANILA, P. I.

COMPANIA GENERAL DE TABACOS DE FILIPINAS 80 Wall Street

New York Office: GENERAL DE TABACOS DE FILIPINAS 80 Wall Street

San Francisco Office: J. B. HAYRE & CO. 250 Bush St.

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THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

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Established 1873 Manufacturers New York

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"YOU'LL APPRECIATE THE DIFFERENCE"

SIZES 2 FOR 25c TO 25c STRAIGHT

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Webster Cigar Co.

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OPTIMO

BEST OF THE BEST



BEST OF THE BEST

MILD—AROMATIC—SWEET

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Tobacco Merchants' Association Of The United States



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other branches of the tobacco industry are expanding and increasing their output. Collateral evidence is also to be found in the fact that throughout the country there is a demand for cigars at moderate prices but of good quality, which were available before the war but which cannot now be provided. It is a notable fact that the nickel cigar which, prior to the war constituted upwards of 60 per cent of the total output of the industry now comprises but little more than 40 per cent.

"Summarizing in the fewest possible words the situation now prevailing in our industry we would say that the cigar manufacturer is unable to produce acceptable cigars with post-war prices for material and labor and with the present heavy burden of post-war taxation; that this means a reduced demand for the product of the tobacco raising farmers; unemployment in the little army of cigar-makers; bankruptcy and failure for thousands of small manufacturers, and a dissatisfied consuming public that is tempted to substitute other forms of tobacco for cigars.

"We do not hesitate to express our positive conviction that the present internal revenue taxes on cigars are substantially above the scientific revenue point and that with a proper readjustment a great measure of relief will be afforded to the entire industry from grower to consumer, and without a reduction in the total revenue derived from the industry at all proportionate to the amount of the tax cut.

"In bringing to the attention of the Secretary of the Treasury the importance of the early reduction of the taxes on cigars, we recently presented to him the following considerations:

"The cigar industry present certain unique aspects which should command the most careful consideration for this appeal for a reduction in taxation. The growing of cigar leaf tobacco has been greatly encouraged by the Department of Agriculture, which has spent large sums stimulating production, and provides employment for the most enterprising and skillful class of farmers to be found in our country. With this maximum demand for their output the American cigar leaf producing farmers have an opportunity to make a living and to provide a competency for their old age that is not afforded by any other agricultural product. But success in this field must always depend upon a ready market.

"Another important consideration is the fact that the production of cigars today involves skillful manual labor to the extent of 88 per cent of the product of the industry. The production of cigarettes, on the other hand, has passed into the hands of a few large concerns whose output is made by highly efficient labor saving machinery operated by a small staff of low cost labor.

"A third consideration in line with American tradition is the fact that the manufacture of cigars can be engaged in by enterprising men with small capital and carried on upon a small scale, thus developing initiative and encouraging the spirit of independence so characteristic of the American citizen. But obviously something must be done to prevent the further decline in cigarmaking establishments which, as we have shown, have fallen off no less than 60 per cent in the comparatively short period of twenty-three years. This heavy reduction is far too great to be accounted for by the general tendency toward consolidation, which has characterized other industries during the past quarter century.

"In conclusion, the fact should be emphasized that the cigar industry is now carrying the maximum load of war-time taxation, having received no relief whatever in connection with the various tax reduction measures enacted by Congress since the signing of the armistice. Because of this heavy burden the industry is at a standstill; in fact, it is steadily losing ground. Without relief it cannot fail to show further declines; many thousands of cigarmakers will be forced into other industries or deprived of all employment and the manufacture of cigars will be still further concentrated. There is no escape from the conclusion, also, that if the present scale of taxation is maintained the Federal revenue will suffer, probably to a substantial extent than would result from a substantial horizontal cut in tax, which undoubtedly would give a decided impetus to the entire industry, causing a material increase in consumption and therefore in taxable output.

"We are advised that in certain quarters skepticism has been expressed that a reduction in the war tax on cigars such as we propose would really confer a benefit upon the industry and would result in greater production and consumption. We contend that to assume such a position is to reject all industrial experience. We do not assert that the tax saving would be uniformly employed by all branches of the cigar industry. A large part of it would unquestionably be

used in improving the quality of the product, which could not fail to increase consumption. National advertising would also be possible and manufacturers would be able to take up on a highly satisfactory scale the co-operative advertising projects recently formulated by the leading trade associations in the tobacco industry, but held in abeyance for lack of adequate financing. Every experienced man in the cigar business will unhesitatingly endorse the statement that a few million dollars spent in advertising the substantial improvement in the quality of cigars which a reduced tax would make possible would work wonders in the way of increased consumption. In this connection tax relief would come just now at a peculiarly fortunate psychological juncture when the entire cigar industry is making a desperate attempt to segregate from its meagre earnings sufficient money to launch a nation-wide co-operative advertising movement.

"Commenting upon the fact that a large number of cigar manufacturers have been driven out of business in recent years it has been stated that this is 'simply in accordance with modern practice' and the fact is noted that while the number of concerns manufacturing cigars has been reduced by 35 per cent the number of manufacturers of cigarettes has been reduced 50 per cent. Taking the actual figures rather than the misleading percentages, however, we find that in five years the number of factories making cigarettes decreased 118 while the decline in the number of cigar manufacturing establishments was 5,463. Is it not a matter of concern to the department responsible for the tax policy and the financial welfare of the nation that in five short years 5,463 independent manufacturing concerns were forced out of business? Disregarding deceptive percentages, can any fair comparison be instituted between these thousands of individual manufacturing establishments, employing a small army of operative, and the little handful of cigarette manufacturers who have disappeared from the record but most of whom have been absorbed by larger concerns and have continued their output under more favorable conditions, while it is a notorious fact that the retiring cigar manufacturers have been forced either into other lines of business or into bankruptcy.

"We confidently urge these facts upon you, sincerely believing that it is your desire to so legislate as to stimulate rather than to depress the industries of the country. Without he relief we are asking our industry is certain to show still further declines; thousands of farmers now raising cigar leaf tobacco will be obliged to abandon the crop; many thousands of cigarmakers and other factory workers will be forced into other industries or deprived of all employment, and the manufacture of cigars will still further concentrated in the hands of a few producers possessing the financial resources necessary to install cigarmaking machinery, the procurement of which is far beyond the ability of all but a small percentage of those operating cigar factories today.

"The members of the cigar and cigar leaf trades in all branches have noted with the deepest gratification two assurances given in so many quarters, that the White House to the leaders in Congress, that the so-called nuisance taxes are speedily to be wiped from the statute books. This is a matter of great concern to us for the reason that, in addition to the heavy war burden of taxation discussed in this memorandum, cigar manufacturers are required to pay a nuisance tax in the form of an occupational levy amounting to 10 cents per thousand of output. This tax is vexatious as well as burdensome, as it is practically impossible to increase the retail price of a cigar to include this impost, which though small as applied to a single thousand of output, amounts to a very substantial sum in the course of a year's production. It has long been the opinion in our trade that the levying of this occupational tax on an already overburdened industry was an inadvertence on the part of Congress and that if the matter had received further consideration it would have been omitted. We feel sure that in your wisdom you will see

fit in the measure you are now about to formulate to provide for the prompt repeal of this particular nuisance tax."

LAMM.

Connecticut Policies

(Continued from page 41)

ing out of the policies which they may adopt.

"Credit is essential to the conduct of the business of your association. Credit structures are exceedingly sensitive. Credit cannot be obtained unless those who are asked to extend have confidence in the management of your Association. Shifting policies, internal dissension, lack of harmony and public criticism by members of your Board are all certain, sooner or later, to destroy confidence of the lending public and thus destroy the Association's credit. Your Association is very heavily indebted to financial institutions holding as security the tobacco on hand of the 1923 and 1924 crops. At the present time further credit is essential not only for the purpose of taking up the syndicate loans on the 1924 crops and for carrying the 1923 and 1924 crops until the same can be disposed of in an orderly manner, but also for the purpose of handling the 1925 crop when it is ready for delivery. This further credit cannot be obtained unless the banks are assured that a definite policy will be carried out by your Association consistently and harmoniously, that the management of sales and warehousing is in proper hand and that sales will be made in accordance with a definite program designed to market the tobacco as rapidly as is reasonably possible, not losing sight, however, of the fact that the ultimate interests to be conserved are those of the members of the Association. To accomplish these purposes it is essential that the control of the Association be placed in the hands of an executive committee in which lending institutions have confidence.

"This plan is the only possible means of avoiding a desperate situation, not actual disaster. It may seem to the member at first exceedingly drastic, in that it carries complete and absolute control of the affairs of the Association by its Executive Committee. Financial institutions in recommending this plan, however, are not actuated solely by the desire to protect their own loans, but partly by the feeling that they carry in the serious situation more or less of public responsibility, and that they are offering the best means of saving the numerous agricultural communities in the valley from most serious hardship. The institutions believe that the plan of operation above described is a sound one and that with the support of its members the Association under this plan, should successfully continue."

CLASSIFIED ADVERTISING

FOR SALE Tobacco Machinery

- 1 Tobacco Stemming Machine,
- 1 Adt Stem Roller,
- 1 Adt Automatic Tobacco Dryer,
- 1 Adt Smoking Tobacco Packer,
- 2 Double Adams plug machines, Shapes, Cooking Kettles, Presses,

Tobacco Gums, etc.

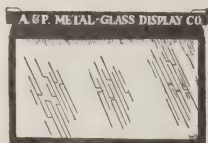
Address CLARK & CO., BEDFORD, VA.

WANTED TO BUY, JOB LOTS OF SMOKING TOBACCO, TWIST AND CIGARS. FORD TOBACCO COMPANY, PADUCAH, KY.

FOR SALE—100 Hogsheads Clarksville & Springfield lugs. Address, B. B. No. 42, of this Journal.

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Get You Better Display



WE offer the cigar manufacturing trade a new type Glass Cover for cigar boxes and cans—a double-beveled lid, riveted and strongly reinforced—at prices which will save you money and give you unequalled advertising value.

Write for sample and prices

A&P METAL-GLASS DISPLAY CO.

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TOBACCO

A WEEKLY TRADE REVIEW

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Official Estimates of Tobacco Production in Eleven Counties

WASHINGTON, D. C., Nov. 2.—Although few definite estimates of tobacco production are available for the important producing countries, estimates on hand, together with general condition statements, indicate a world production about equal to or slightly less than in 1924. Production in eleven countries, including the United States, as given in the following table, shows a decrease of 1.8 per cent for 1925.

Tobacco Production 1924 and 1925¹
in Pounds

Country	1924	1925	Decrease over 1924	Increase from 1924
United States	1,240,513,000	1,228,972,000	.9%	.....
Dominican Republic	28,000,000	24,000,000	60.7%	.....
Switzerland	790,000	840,000	6.3%	.....
Czechoslovakia	12,720,000	13,228,000	4.0%	.....
Bulgaria	96,340,000	72,310,000	24.9%	.....
Rumania	47,290,000	44,000,000	7.0%	.....
Holland	1,870,000	3,300,000	76.5%	.....
Yunis	860,000	770,000	10.5%	.....
Palestine	4,067,000	1,630,000	59.9%	.....
Japan	124,010,000	132,280,000	6.7%	.....
Hosen	24,221,000	27,465,000	13.4%	.....
Total, above countries	1,552,681,000	1,524,825,000	1.8%	.....

¹ Figures include some revisions of figures published Aug. 3, 1925. ² Unofficial estimate.
³ As reported by American Commercial Attaché quoting the Govt. Statistical Office of Czechoslovakia.

Production in the United States

The United States, the world's most important producer, has a crop estimated on the condition on October 1 at 1,229,000,000 pounds, compared with last year's crop of 1,241,000,000 pounds. Tobacco production will amount to about 255 million pounds, as compared with an estimated production of nearly 316,000,000 pounds in 1924, the greatest decrease occurring in Kentucky, where the yield of 1 types was greatly reduced by drought, though the quality was probably improved. Dark fire cured type declined about 7 per cent from last year. The production of bright flue cured will exceed in 1924 crop by about 60,000,000 pounds. The total production of cigar types is expected to exceed last year's crop by about 18,000,000 pounds.

Sumatra Details Lacking

No reports have been received concerning the size of the crop in the Netherlands East Indies, the second largest source of the world's tobacco supplies, if the quality is below last year. Reports from Sumatra previously published state that the famous Deli wrapper tobacco was inferior in quality to that of a past few years, while production was expected to be about the same as last year. The total production of Sumatra last year was unofficially reported to be slightly larger than for the two preceding years, but considerably below the average.

Cuba, one of the most important sources of leaf tobacco imported into the United States, according to an early report, expected a crop of good quality, but the production was said to be from 10 to 50 per cent less than that of 1924. Last year's crop of 77,000,000 pounds, as reported by an unofficial source, was the best one harvested since 1920. The crop in the Philippine Islands, an-

The 1925 American Output Estimated at 1,228,972,000 Pounds—A U. S. Decrease of Nine Per Cent Indicated—Uncle Sam the World's Greatest Producer—Tables Show Relative Importance—Some Very Interesting Data from Various Sources.

other source of supply for the United States, is said to be of an inferior quality, according to early reports. No esti-

expected to be considerably larger than in 1924, although no definite figure has been received. The Greek crop has not been moving rapidly, according to P. M. Terry, representative of the Department of Commerce, writing from Brussels, and the crisis reported in Foreign Crops and Markets of August 3, is still continuing. The Turkish crop, as previously reported, will not reach the 1924 production, the quality of the leaf, however, is superior.

The Czechoslovakian crop, according to American Commercial Attaché James F. Hodgson at Prague, shows an increase over last year in the amount harvested, but the estimate is smaller than was expected from the acreage sown, because of unfavorable weather conditions during the growing season. The Commercial Attaché states, however, that the final figure may show a larger yield than the estimate given above.

No estimate as to the size of the German crop has been received. The acreage, according to a report by Consul W. G. Roll, is somewhat smaller than last year's official estimate of 22,571 acres. Commercial Representative Terry reports that weather conditions in Germany have not been particularly favorable for the tobacco harvest, the drenching rains at night having made the ground sodden and the leaves damp. The crop, however, is said to be satisfactory both as to quantity and quality. He also states that the prospects for the

1925 tobacco crop in Alsace are not as favorable as last year, owing to the long drouth. Alsace produced 17,454,000 pounds of tobacco in 1924, or about 32 per cent of the total tobacco crop of France.

Spain's tobacco crop is giving satisfactory results, both as to quantity and quality, according to Consul W. C. Burdett at Seville, Spain. Tobacco culture in Spain is limited to 2,000,000 tobacco plants, or 2,500 acres, according to government regulations. The varieties cultivated are the ordinary grades commonly consumed.

William J. Meyer To Open Philadelpha Factory

PHILADELPHIA, Pa., Nov. 2.—After fifteen years' service as superintendent of the San Telmo Cigar Manufacturing Company, of this city, William J. Meyer will open a cigar factory this week at 128 North Third street. It will be known as the Wm. J. Meyer Cigar Company, and the first announced brand is the Keystone Popular, a five center.

York Revenue Collections Break Record

YORK, Pa., Nov. 2.—A new record for total collections from the sale of revenue stamps was made during the month of October by the York-Adams office of the First Pennsylvania U. S. Internal Revenue District. When the York office in the federal building and the Red Lion sub-office, were closed for business on Saturday noon, the combined receipts amounted to \$324,545.24. This is the highest total in the history of the York office.

The receipts from the sale of cigar stamps alone totaled \$315,543.82, which is slightly less than the cigar stamp sales of June, 1920, which reached \$316,668.31. The year 1920 was an unusually good year for the cigar manufacturing industry.

The receipts from the sale of tobacco and documentary stamps during October, which amounted to \$9,001.42, brought the total collections to a new high water mark.

Collections for the month previous amounted to \$306,095.41, and the total receipts for October a year ago were \$319,699.36.

The receipts at the York stamp office, in charge of Deputy Collector Chauncey A. Hershey, for the past month, were divided as follows:

Cigars—Class A, \$62,115.54; Class B, \$48,961.11; Class C, \$45,344.97, and Class D, \$63; total, \$156,484.62; tobacco, \$7,533.63, and documentary, \$1,343.44; combined totals \$165,361.69.

The collections at the Red Lion sub-office, in charge of Deputy Collector George C. Enders, came from the following sources:

Cigars—Class A, \$151,197.40; Class B, \$2,778.90; Class C, \$5,082.84; total, \$159,059.20; documentary \$124.35; combined total, \$159,183.55.—YORK AD.

mate as to the amount of the crop has been received up to the present time.

The Brazilian crop has been seriously affected by drouth and exports from that country may be only about half of the usual quantity, according to Consul Homer Brett at Bahia. Brazil ranks third as an exporter of tobacco.

The Dominican Republic is reported as producing this year one of the largest tobacco crops it has ever produced.

Larger Greek Crop Indicated

In Greece, the most important tobacco exporting country in Europe, the crop is

Cleveland Ends Up Another Active Trade Month

In Line For The Pre-Holiday Rush—A Busy Six Weeks Fully Anticipated—Dealers Expected To Materially Increase Orders—Notable Incidents in The Fifth City.

CLEVELAND, Ohio, Oct. 31.—Another active month passed. About six weeks before the rush of holiday business is upon us. Time we turned around to look over things, to see what is what. Has the business so far shown any increase over last year? To the majority of dealers here, I am glad to say, that will be answered in the affirmative. The month of October, from every apparent source of information, has been the best October in history. The saying goes that "before every lull there is a storm," but surely a busy October augurs well for a busy December. The next thing to do is to look around on your shelves, see what stock you have on hand, check up your files, and see what you have ordered. Perhaps you have ordered too much; the chances are that you have not ordered enough—enough of the kind of merchandise that proves holiday sellers.

It is a fact that most dealers must answer the question: "Have I bought wisely and well?" in the negative if they face the issue squarely. Good buying is the foundation of a good holiday business. October's business has necessitated changes in the buying policies of many dealers. Basing their needs on the mammoth business done this month will cause most dealers to increase their orders considerably. Let us surely hope that we will not be disappointed; that the holiday business, the *piece de resistance* of the year's business, will justify our hopes.

Pipe House Reorganizes

The Cleveland Pipe & Novelty Company has cut wide swathes in the pipe concern in Ohio dealing exclusively in pipes and smokers' articles, has reorganized. Under the new status, Jacob

(Continued on Page 40)

Philadelphia Factories Oversold on Holidays

Cigar Leaf Prices Slightly Higher—President Loeb Tours Crop Sections—El Producto Factories Very Busy—El Trebow Out in New Dress—Louis Rosen in Accident

PHILADELPHIA, Nov. 2.—Though there was a quieter trend to the counter sales in the retail shops during the past week, the trade is not anticipating a continuance of this duller market for smokes of all grades. The slump was merely a temporary lull in the brisker trade of the past month, and may have been brought about by the uncertain weather of the rainy, colder conditions. Salesmen are now seeking for orders for Xmas box goods adapted for gift giving.

They are urging customers to place their orders at this time to avoid a shortage of supplies in the holiday rush ordinarily accompanying belated buying.

Manufacturers are keeping plants humming at a merry pace with advance Xmas orders and present day needs. A few have been obliged to work overtime, and all are experiencing difficulties in securing adequate skilled help. There are sufficient advance orders on hand, in the plants of the larger nationally known manufacturers, to keep up present operations well into the holidays. Medium sized manufacturers, too, are enjoying better business with their own private trade, or with outside sources, although they are not the urgent needs of overtime production, or taxing capacity, as

with their more prominent competitors.

Leaf Market Stiffens

Leaf dealers are responding to the needs of the average sized producers and smaller manufacturers with increased orders for all grades of leaf, and firmer prices for Sumatra and some grades of Porto Rico. There is a fair demand for Havana. However, if a larger buyer happens along he is able to secure any of the grades at the same quotations of six months ago.

With the advent of November days the firm of Schloss Brothers, leaf dealers, 153 North Third street, will dissolve partnership, with Simon Schloss at its helm. Under the reorganization, the firm will become S. J. Schloss & Company. The retiring partner and brother of the new sole owner is Abe Schloss, senior member of the firm, who has made no definite plans for the future. The firm will continue the wholesaling of the same lines of leaf in which it has dealt for the five years of its existence, specializing in Havana, and as general dealers of tobacco leaf.

President Loeb on Crop Tour

For the purpose of packing a supply of Ohio leaf from the new crops, President Adolf Loeb, of the nationally known importers and general dealers in leaf, K. Straus & Company, 301 North

Other Tobacco Exports

Countries	Cigar Leaf Pounds	Other Tobacco Pounds	Stems Trimmings and Scrap Pounds	Cigarettes M	Manif. Tobacco Smoking Pounds
Belgium	62,626	659,543			230
Denmark	8,791	2,420			8,993
France				6,844	263
Germany			3,315	6,584	16,920
Gibraltar				50	
Greece					32
Italy				2,658	
Netherlands	17,493	2,783		200	54
Norway				75	348
Sweden			7,900		1,496
Switzerland				600	563
Turkey in Europe				20	
United Kingdom	5,699			1,005	5,897
Canada	101,422	184,516		867	6,043
British Honduras		100		30	
Costa Rica				2,871	50
Guatemala				555	12
Honduras				186	
Nicaragua				2,657	371
Panama			172	27,655	3,044
Salvador				247	
Mexico		750		3,497	2,261
Miquelon & St. Pierre		100		385	
Newfoundland and Labrador				236	8,063
Bermuda				477	724
Barbados				70	
Jamaica				5	19
Trinidad and Tobago				70	
Other British W. Indies				676	524
Cuba		425		1,211	5,565
Dom. Republic				340	108
Dutch West Indies				1,163	208
Haiti			148	1,713	209
Virgin Islands of U. S.				652	46
Argentina				1,500	
Chile					540
Colombia				2,704	306
Dutch Guiana				275	
Uruguay				425	
Venezuela				637	294
British India				120	1,096
Ceylon				10	24
Straits Settlements				108,000	7,692
China				108,665	1,068
Java and Madura				100	
Hongkong				25	
Japan				20	
Persia				40	24
Philippine Islands	6,429	18,508	17,000	25,304	1,908
Russia in Asia				10	
Siam				22,500	474
Turkey in Asia				10	
Australia				921	831
British Oceania					40
French Oceania				165	
New Zealand		26,079		1,005	36,106
Other Oceania				35	
British West Africa		69,762			
Canary Islands		1,501	14,351	25	42
Egypt				35	24
Other Fr. Africa		129,855	3,615	10	
Other Portuguese Africa		19,900			
Total Quantities	107,851	546,105	711,247	336,145	112,512
Total Values	\$49,446	\$161,061	\$77,326	\$677,662	\$65,143

The Domestic Exports of Leaf Tobacco, Cigarettes and Smoking Tobacco During September, 1925

WASHINGTON, D. C., Oct. 31.—The following tables show the domestic exports of leaf tobacco, cigarette and smoking tobacco during September, 1925, from the United States, by countries. The figures are subject to revision. They are as follows:

Countries	Bright Flue-cured Pounds	Burley Pounds	Kentucky and Dark Tennessee Pounds	Dark-fired Virginia Pounds	Maryland Green Export Pounds	Ohio River (Pryor) Pounds
Belgium	32,724	384,090	2,230	132	62,510	
Bulgaria			1,170,567			
Denmark	622,471	16,133	186,345	2,769	5,795	
France	110,538		708,244	168,461	4,017,485	
Germany	1,531,620		1,783,655	224,495	7,745	
Italy			1,752,510	2,352	153,300	
Malta, Gozo, Cyp.	41,921		21,520	1,460		
Netherlands	1,108,051	41,020	1,316,090	235,382	370,800	220,842
Norway	269,824		145,425	301,463		
Poland and Danzig			847,505			
Portugal		10,764				
Switzerland	9,130		828,350	40	65,810	
United Kingdom	19,407,052		137,255	681,591	28,189	71,470
Canada	274,089		39,545		3,535	
British Honduras			7,636			
Nicaragua			6,125			
Salvador	3,677		555			
Mexico			250	250		
Newfld., Lab.		36,741				
Barbados	4,945		200			
Trinidad, Tobago	27,507					1,000
Other Br. W. In.			9,060			2,556
Dom. Republic						465
Dutch W. Ind.	1,000		800			1,677
French W. Ind.			15,688			2,700
Haiti		2,690	92,669			39,780
Virgin Is. of U. S.			637			1,992
Argentina	6,518		304,835	1,410		
Brazil	2,024		3,468	3,182		
Colombia	3,051		6,880			
Br. Guiana	1,866		5,454			15,755
Dutch Guiana			4,285			
British India	802,752	14,548				
China	2,851,535			20,209		1,149,020
Java and Madura	266,872					
Other Dutch E. I.	200			4,935		
Hongkong	817,663					
Japan	58,768					
Australia	2,159,154	4,198	15,936	215,897		
New Zealand	17,373					
Belgian Congo						1,700
British W. Africa			497,446	93,196		260,506
British S. Africa	2,240		43,685			
Canary Islands			44,382		21,126	
Egypt				1,430		
Algeria and Tunis		1,025	213,610		505	
Other Fr. Africa	8,482		162,272	15,573		85,847
Liberia			31,184			2,000
Morocco			83,490			
Portuguese E. Africa	4,238					10,000
Other Port. Africa			6,605			6,352
Spanish Africa						
Total Quantities	30,447,285	511,209	10,496,396	1,974,227	4,736,800	1,873,662
Total Values	\$14,184,903	\$89,532	\$2,083,627	\$881,410	\$1,037,155	\$295,692

Third street, will journey to Ohio leaf growing districts this week. Later in the month he will go to the Cuban markets for purchases of the firm's Havana crops. The Straus Company is one of the largest packers of Ohio leaf, and it maintains a mammoth warehouse at Germantown, Ohio.

There its stocks are extensively stored and they include Zimmer Spanish, Little Dutch and Gebhardt. President Loeb will remain in the Ohio territory for several days before making the homeward trip. Vice-President George J. Cauffman, of the Company, just returned from a tour of the New England manufacturers, and he reports conditions among the cigar factories in that section, not up to standard. He attended the Yale-Penn football game. Herbert Rheinstrom is making the rounds of the New York cigar trade.

Producto Plants Rushed

With the coming holiday demands taxing the capacity of the twenty-seven factories of the G. H. P. Cigar Company's string, the various branches for the distribution of its famous El Producto are also heavily laden with orders for Xmas trade as well as current needs. General Manager Frank P. Will, who just returned to headquarters at Third and Brown streets, after making the round of the branches in Detroit, Milwaukee and Indianapolis, enthused

over the prosperity and booming business very much in evidence at all the distributing centers in the section visited, and he is endeavoring to promote future factory facilities to take care of the heavy oversold conditions now existing.

Sales Manager Tom Dean, who has been making the South his sojourning place for the next few weeks, is expected back at headquarters this week, and he will confer with executives here over the southern shipments of the El Producto, now the largest that the firm has ever enjoyed to that part of the country.

El Trebow in New Pack

El Trebow is now being marketed in its first holiday packing of ten cigars to the packet, and headquarters here, at 121 North Fifth street, have been enjoying generous advance sales for this newest of Philadelphia brands, added during the past year. Although the El Trebow Cigar Company is one of the newcomers to the ranks of the Quaker City industry, it is well on its way to the front ranks of local manufacturers.

This initial holiday demand for El Trebow is most gratifying to its manufacturers, and brighter prospects for its distribution loom as the gift season approaches. The regular fortieths, of the holiday packing, are being rushed to the distributors, along with the attractively packed ten packet. The latter is

packed in a tin container, with artistic and appropriate holiday, lithographed designs, and each cigar is wrapped in foil, making an appealing gift suggestion for the smoker.

The Quaker City manufacturing quarters of the King Cigar Company, 9 Bank street, are now being given over to production of the holiday orders of the King Perfecto for the New England trade. The Hartford, Conn., distributing headquarters of the King Company is besieged with orders for all the sizes from the five cent to the fifty centers in fortieth packings, and the local superintendent, M. A. Davis, is speeding up production in an effort to keep pace with the growing demands.

Louis Rosen Injured

Louis Rosen, who conducts the retail stand at Eighth and Ritten streets, was injured when an automobile drove through the entrance of his store and threw him to the floor. The driver of the car lost control of it, and wildly crashed through the front door of the cigar stand. As a result of internal injuries, Mr. Rosen, who is 52 years of age, was confined to his bed for more than a week, but is now able to be about again.

La Palina Oversold

A bright future for the cigar industry as well as for general business is indicated in the middle western states, according to the survey made by General Manager Willis A. Andrus, of the Congress Cigar Company, Third and Spruce streets, who has just returned to his desk after a six weeks' tour of that section, visiting the distributors of the firm's famed Java wrapped La Palinas.

In his rounds, General Manager Andrus found business generally is vastly improved, and that all commercial enterprises are preparing for a booming year in 1926. The trade, too, is optimistic, not only because of its present activity, but because every indication points to broadening of business as the new year begins. La Palina were particularly heavily oversold in the section visited, and jobbers are urging larger supplies for holiday stocking. With seven big factories working to capacity, the Congress Company is producing more than a million cigars per day, and still is unable to cope with the oversold conditions.

Chief B. D. Hill in New York This Week

WASHINGTON, D. C., Nov. 2.—Benjamin D. Hill, chief of the Tobacco Section of the Department of Commerce, will be in New York this week up until Friday. He will be accompanied by Eric Arnold, Trade Commissioner to China. It is understood that they will visit the trade in connection with the Chinese situation.—Lamm.

Compania de Filipinas Issues Most Elaborate Booklet

In seventy pages of the illustrations and text of a very handsome booklet, the Compania General de Tabacos de Filipinas, whose New York office is at 89 Wall street, gives a most complete review of the history and progress of the Manila cigar industry as developed by the Compania.

It is printed in Barcelona, Spain, in three languages—English, French and Spanish. And it tells how the Compania was established in the cigar business in Manila in 1882, building the original Flor de Isabela factory in 1885. Now the Compania employs five thousand workers in their combined and enlarged cigar and cigarette factories and warehouses. These cover forty-two departments, and the views of the operations show many of them in action. Illustrations are also made, in full color, of all the Isabella shapes and sizes, which certainly cover a very wide range.

G. C. Adams Spreads Holiday Pipes in West

Pipes of many varieties have been shown recently to dealers in western cities by G. C. Adams, of Alfred Orlík, New York. His holiday orders have been most satisfactory, it is reported.

Jobbers' and Retailers' Department

Conducted by "THE SMOKER"

Nearly Four Million Manilas Relieve Coast Shortage

SAN FRANCISCO, Cal., Oct. 27.—On the Steamer President Pierce, arriving Oct. 21, there were approximately three and one-half million Manila cigars for the famine demands of coast jobbers. Holiday requirements have made big inroads upon the stocks of the importers, and a fear was expressed of a great shortage. This has now been temporarily relieved, it is said. More than one million of the total shipments were for H. L. Judell & Company, principally on the larger sizes and special packings suitable for Christmas trade.

Mercantile Stores Without Business Signs

There is a great granite building on Fifth avenue, New York, without a sign.

No, it is neither the Public Library nor a government building of any sort. It is, in fact, a commercial enterprise. It is a store—a retail store.

It occupies a complete block, facing Fifth avenue and three other thoroughfares. It is a massive and imposing structure.

And it has no sign to indicate its ownership, its business? None—none whatsoever. Except, perhaps, the mere name of the firm on the rubber mats at each entrance!

This fact has been commented upon before. It has been mentioned as a surprising tale of trade. There is, it seems, another store also, which has imitated—or originated?—this same idea.

As an idea, how is it utilized? What is its effect? Is it applicable to stores in other lines? And, if so, how?

Well, in the first place, the idea is utilized as a quality plan, pure and simple. It represents the quality of reputation, of service, of reliability, of age.

Its effect is to establish in the minds and thoughts of the store's customers and prospective customers the knowledge that it is an exclusive store—with high grade goods.

It is applicable to stores in any line having the same advantages of management, of buying, of selling.

It is applicable, even, to cigar stores! Yes, even cigar stores may do business without a sign!

But they must be such stores—with such merchandise and services as makes of them a distinguished mark in the community—that command the respect and the continuous regard of a host of old customers and a perpetually gathering clan of new ones.

There are such cigar stores in the country now! They are not many, it is true. Neither are they in every town.

But every town should have one or more such cigar stores! Stores where the customer is absolutely assured of the finest material, the finest salesmanship and attention in looking for and obtaining that material.

And in no trade, perhaps, is there a wider field for such stores than in the cigar business!

For years and years cigar stores have been sliding down hill. Their one time invulnerable position has been absorbed by merchants in many other lines.

Druggists, for instance. And confectioners. And newsdealers. And department stores. And, recently, some clothing stores.

They are all selling either cigars, or some part of the legitimate cigar, cigarette, tobacco, or pipe line, and they are making a go of it, as a rule, by increasing their trade and showing a profit.

What is the answer, then? This: establish stores of quality without signs! Make the individual stock and service so excellent, so superlative, that battle can be waged with anyone, anywhere!

For, after all, that's what the idea is behind the signless stores. It is nothing more than supremacy in trade. It is nothing more than you, yourself, can achieve—and offer!

Let us have, at least, some attention to this effort to make a retail cigar store a place where mere signs are not necessary to announce name or quality! Let your merchandise and service be your sign! But, even if you do insist on a sign for a trade-mark, let it be a sign representing distinctiveness—originality—ideas.

North Carolina Jobbers Bring Back Old Brand

CHARLOTTE, N. C., Oct. 31.—An old five cent favorite is back in this market. It is the Rocky Ford. Now it is made in the monarch size, and the Carter-Colton Cigar Company, of this city, are the distributors. Half-page advertisements in the local papers announce the come-back to the popular nickel. Retailers are co-operating with the jobbers in active placements and displays.

La Fendrich "Sews Up" Southern Market

GREENSBORO, N. C., Oct. 31.—One of the outstanding successes of the year in this market is the La Fendrich cigar, made by H. Fendrich, Inc., Evansville, Ind. It is sold here in four shapes, from ten cents to three for a half. And it is being jobbed by the Barbee-Hynes Company, Inc., of this city. This concern also sells the King Edward, a very widely distributed five cent product, made by John H. Swisher & Son, Newark, Ohio. Both brands are heavily advertised in the papers of the surrounding territory.

Mapacuba in Front at Bayuk Subway Show

In a setting of lively crushed-green foil, the Mapacuba brand, of Bayuk Cigars, Inc., Philadelphia, is most attractively exhibited in their window at the Fulton street subway station, New York. All of the display is used to feature the blunt shape with the "It's Ripe Tobacco" slogan, made so predominant by the publicity of Bayuk brands all over the country.

Dunhill Cigarettes in the Money Mart

Down town New York is a fertile field for exclusive cigarettes, and the United folk at the corner of Broadway and Wall street say the current Dunhill display in the Wall street window has been the means of considerably increasing the already large demand for this character-cigarette of the Continental Tobacco Company.

John Ruskin Oversold in Birmingham

BIRMINGHAM, Ala., Oct. 31.—Five cent cigars are in keen demand throughout this district. Smokers are again asking for the lower priced goods, and one of the most favored of the brands in this class is the John Ruskin, of the I. Lewis Cigar Manufacturing Company, Newark, N. J. Many dealers report overselling these goods and the local distributors, the Winn-Snyder Company, are doing their very best to supply the market as fast as it develops.

Western Jobbers Swinging Cincos in Line

PORTLAND, Ore., Oct. 27.—Many retailers report an active consumer market for Cinco cigars. This old time

brand is being sold here by the Mason-Ehrman Company and they are surely swinging the Cinco into the front line of local favorites. Much assistance has been rendered by Otto Eisenlohr Brothers, manufacturers of the Cinco, in the successful work of increasing sales for this cigar.

Roi-Tan Advertising Aids Portland Distributors

PORTLAND, Ore., Oct. 27.—President Walter Rosenfeld, of the Rosenfeld-Smith Company, this city, reports much activity for the El Roi-Tan, of the American Cigar Company. News and billboard advertising has had its effect with the smokers, and the dealers everywhere are insisting upon larger supplies of this particular cigar.

Peter Schuyler Operations in Buffalo Field

ALBANY, N. Y., Oct. 31.—G. W. Van Slyke & Horton, Manufacturers of the Peter Schuyler cigar, have recently completed a three weeks sales campaign in the Buffalo market. Salesmen of the local distributors there, the Dykstra-Gammell Company, were aided by Representative M. H. Powers, of the Schuyler factory. Window displays and interior store assistance have materially assisted the hard work of the sales staff.

United Opens Jacksonville Depot for Florida

JACKSONVILLE, Fla., Oct. 28.—All the extreme southern stores of the United Cigar Stores Company will now be supplied from the recently opened depot in this city. Depot Superintendent W. H. Becton, of New York, has been here to get the work started, and many new stores and agencies will now be inaugurated. Stocks will be supplied here, saving considerable expense in northern transportation, and, at the same time, preventing the present rail embargoes from delaying shipments to the individual branches. Sales increases at the United stores, in this state, lately have averaged from 143 per cent to over 400 per cent on the sales of last year.

No Additional Charge for Coast Fortieths

SAN FRANCISCO, Cal., Oct. 27.—Announcing no additional charge to retailers for fortieths, Ehrman Brothers, Horn & Company, of this city, have prepared, and are circulating, a most complete price-list of Optimos, Philadelphia Hand Mades, Havana Ribbons, Charles Thomsons, Isabella High Lifes, and the other brands which this progressive jobbing house features in this territory.

El Productos Still Jobbed by Clarence Hirschhorn

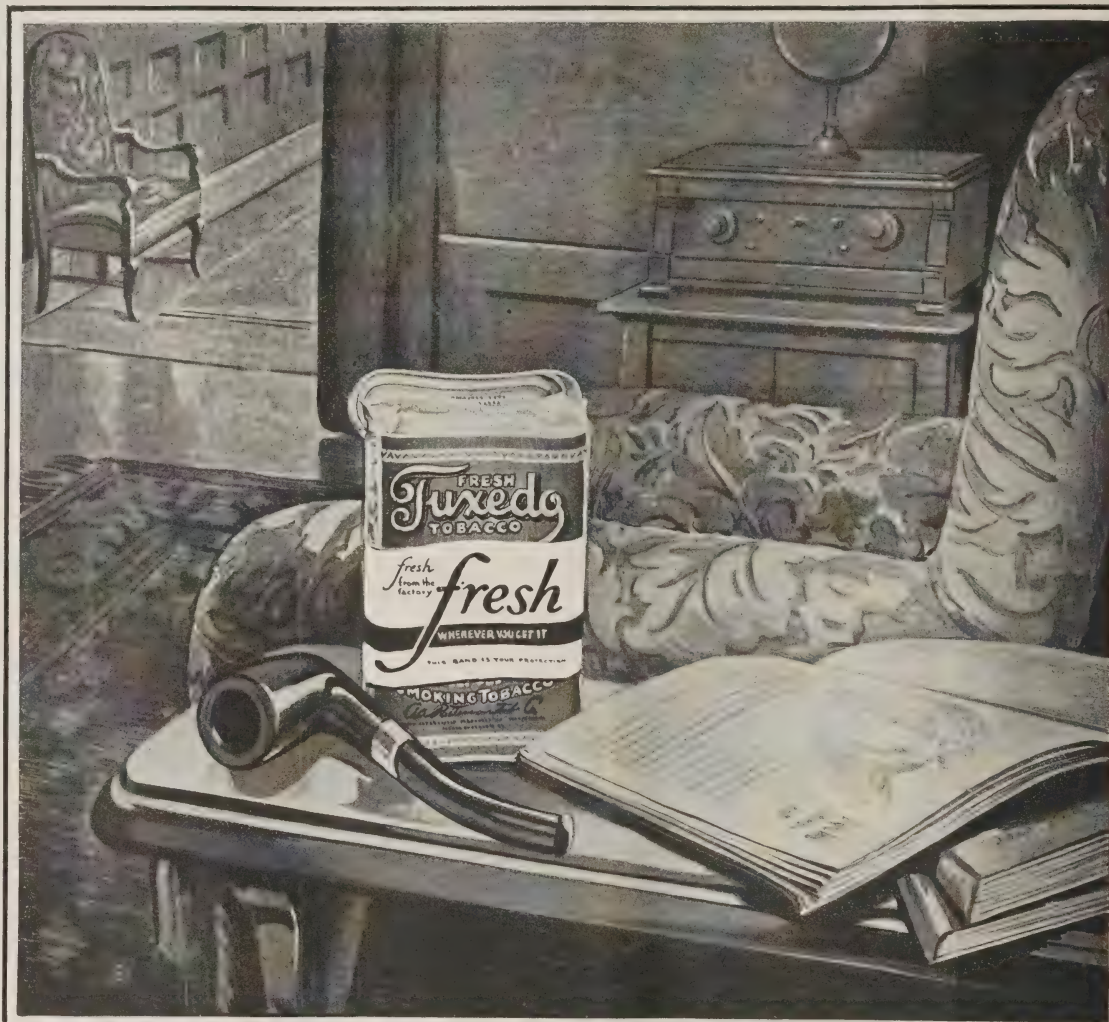
CHICAGO, Ill., Nov. 2.—Many rumors to the contrary notwithstanding, Clarence Hirschhorn Company will continue to distribute the El Producto cigar of the G. H. P. Cigar Company, Philadelphia. El Productos are a great asset to any firm, and particularly to the Hirschhorn Company, which has made the cigar an increasingly popular local favorite.

Manny Freeman Reported in the Wide West

Orders for Manilas have been coming to Sidney J. Freeman & Sons, New York, from many points, but from none more numerous than the wide western territory which now is being so closely covered by Manny Freeman, of the firm.

PRINCE ALBERT

—no other tobacco is like it!



Quality created the demand—
demand made possible the price

FRESH
Tuxedo
TOBACCO

NOW
12¢

© Guaranteed by
The American Tobacco Co.
INCORPORATED

A Train of Rapid Transit Thoughts on Current Business Activities

BRIDGEPORT, Conn., Oct. 31.—Charles astorius is remodeling his cigar store on DeKalb and Front streets, this city.

WINSTED, Conn., Oct. 31.—Lewis C. ill reported to have filed a petition in ankrruptcy for his cigar and lunch om on Elm street, this city. His lia- lities are \$4,500 and his estimated as- sets are \$7,500.

WARREN, Pa., Oct. 31.—Fisher Broth- rs have purchased the Glade Waiting om cigar and confectionery stand rom Leon Ehrhardt here.

CENTERVILLE, Md., Oct. 31.—John oldsborough, proprietor of the Black at cigar and confectionery business, as succeeded E. G. Bullock.

CUMBERLAND, Md., Oct. 31.—Henry L. cCormick will open a cigar ond con- cectionery store here at 41 Reynolds reet in about three weeks.

WILLIAMSPORT, Pa., Oct. 31.—Curtin . Keefer, 1103 East Third street, this ty, will open another cigar and lunch om at 375 West Third street in about o weeks.

OXFORD, Mass., Nov. 2.—Harold Har- ington has purchased the cigar and ationery business here of Luman Turn- on Main street.

BOSTON, Mass., Nov. 2.—C. M. Hart, esident of the Hotel Touraine Com- any, operated by the J. R. Whipple orporation, of this city, announces the osing of the famous Parker House, at school and Tremont streets, in about ae month. This building will be torn own, and a new fourteen story Parker ouse constructed for opening late in '26. All cigar stands and restaurants ill be closed until that time.

ROCHESTER, N. Y., Nov. 2.—Triangle rug Company, East Main and Scio reets, this city, has opened a cigar- rug store here, with Theodore S. Hy- an in charge.

ALBANY, N. Y., Nov. 2.—Albert S. urris, 8 Steuben street, this city, has ecently moved from 46 Clinton avenue, th his cigar and furnishings stock.

MONTPELIER, Vt., Nov. 2.—Joseph E. ardosi, of State street, this city, has urchased the stock of Andrew Ber- nti, and will continue his cigar and nfectionery business.

ROCHDALE, Mass., Nov. 2.—Clarence rry will open a cigar and billiard rom here in the Kerns Block in about ree weeks.

NEW BRITAIN, Conn., Nov. 2.—Louis eisen has opened a cigar and lunch sines in this city at 95 West Main eet.

WILKES-BARRE, Pa., Nov. 2.—Guggie's gar Store is to open here at 48 East ark street in about two weeks.

EXETER, Pa., Nov. 2.—John Malonis s purchased the property next door to h cigar and billiard room in the Kauff- n Block on Wyoming avenue, and he v'l shortly remodel, refit and occupy it f his present business.

WINOOSKI, Vt., Nov. 2.—Albert Mar- te has purchased the cigar and sport-

Advertising Pays Best When the Advertiser Is Able to Deliver the Goods.

ing goods business here of George H. Horton on Main street.

ALLEN TOWN, Pa., Nov. 2.—John Hen- nigan has opened a cigar and billiard room in this city at Jordan and Allen streets.

SHREWSBURY, Mass., Nov. 2.—George Shepard, on Main street, will erect a one-story cigar and lunch room adjoining the Shrewsbury Center Garage for opening in the Spring of 1926.

WOONSOCKET, R. I., Nov. 2.—Del Phaneuf, manager of the Alconia Inn

W. & F. Cigar Stands have been in- corporated for \$2,000 by M. and C. Wallace and J. H. Fenster. Attorney, A. Rickman, 305 Broadway, New York.

HUNTINGTON, Ind., Nov. 2.—Henry Capps is to open a cigar factory here on Whitlock street, to manufacture H. C. cigars.

CHICAGO, Ill., Nov. 2.—Rainbow Cigar Company, 127 North Dearborn street, this city, has been incorporated for \$5,000 by Maurice Sarnatzky, Milton Kagen and Sidney S. Weinstein. Attorneys, Lustig

Company, of Portland, have been incor- porated under the laws of this state, to deal in cigars and tobaccos; capital stock \$30,000. Incorporators are George H. Buchler, Ray M. Miller, C. H. Cordson and R. A. Baynard, with power of at- torney vested in C. G. Billings, of Seat- tle.

NEW ORLEANS, La., Oct. 31.—Lionel Larrieu has started a cigar store at 107 University place, this city. Mr. Larrieu was formerly associated with the late Max Guirard, on Canal street. He will operate under title of Lionel's Cigar Store.

MEMPHIS, Tenn., Oct. 31.—Edwin Er- win and J. R. McGowan, in the cigar and confectionery business here, are reported to have applied for voluntary bankruptcy proceedings. Their liabilities are \$5,497.28 and their assets are listed at approxi- mately \$1,025, plus a small stock. Indi- vidual petitions have also been filed by both partners, Erwin listing liabilities of \$1,042 and McGowan \$387.79.

DAYTON, Ohio, Nov. 2.—Albert Brun- ner has opened a cigar store in this city at 1433 Richard street.

BAY CITY, Mich., Oct. 31.—Phoenix Cigar Store, Washington avenue, this city, was badly damaged by fire last week.

PORTLAND, Ind., Oct. 31.—Orla Cable has opened a cigar and sporting goods store here.

CHICAGO, Ill., Oct. 31.—Andrew Kar- zas, 853 East Sixty-third street, this city, will erect a \$30,000 building for a thea- tre, store, apartments and offices, in con- nection with his present cigar store.

ST. LOUIS, Mo., Nov. 2.—William H. Maender is to open a cigar store in this city at Fourteenth street and Washing- ton avenue.

TIPTON, Mo., Oct. 31.—R. E. Wen- dleton, operating a restaurant here, is to add cigars and confectionery to his busi- ness.

DECORAH, Ia., Oct. 31.—Edward Haas is to open a cigar and lunch room here in about two weeks.

INDIANAPOLIS, Ind., Nov. 2.—A Wash- ington is to open a cigar store at 830 West North street, this city, very shortly.

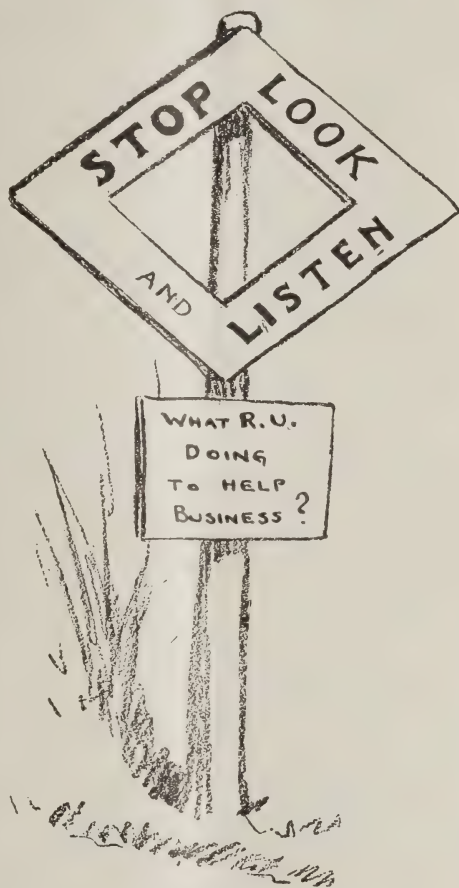
OQUAWRKA, Ill., Oct. 31.—Samuel Ry- erson has purchased the cigar and billiard business here of Reese S. Ryerson.

LIMA, O., Nov. 2.—Wigwan Cigar Store will move from Elizabeth street, this city, to 218 West High street, it is announced by the proprietors, Clifford Thomas and August Kaftz.

COOKEVILLE, Tenn., Oct. 31.—A. T. Matheny and A. V. Randolph are the new proprietors of the cigar and confectionery business on West Broad street, purchased from C. T. Johnson.

INDIANAPOLIS, Ind., Nov. 2.—Deschler Cigar Company, Meridian and East Washington streets, this city, will move

(Continued on page 39)



on the Louisiquett Pike, announces the opening of his cigar and lunch busi- ness there.

NEW ORLEANS, La., Oct. 31.—Frank Bacigalupi is to open a modern cigar store in the Donner Market location in this city.

& Hershenson, of the same address.

Samuel Schweber, 10 West Twenty- seventh street, New York, has assigned to Samuel Fernsterheim.

TACOMA, Wash., Oct. 28.—Buchler &

GALLAHER'S TOBACCOS

Trade Inquiries Solicited

A. OPPENHEIMER & CO., Inc.

U. S. Agents 104 FIFTH AVENUE, NEW YORK

ESTABLISHED 1854

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CINCINNATI, O.

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HAVANA and
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WAREHOUSES
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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, NOV. 5, 1925

Coming Events

TUESDAY.—Tobacco Table meets at luncheon each Tuesday at the Hotel McAlpin, 34th street and Broadway, New York. New and interesting special features every week. Transients cordially invited.

* * *

NOVEMBER 13.—Next regular monthly meeting of the Tobacco Salesmen's Association, New York Branch, takes place Friday, November 13, at Hotel Pennsylvania, 7th avenue and 32nd and 33rd streets, New York. There is always something doing when tobacco salesmen get together. See them in action. Better than a circus!

* * *

NOVEMBER 16 to 21.—The Cuban Exposition at the Hotel Pennsylvania, New York, November 16 to 21, will enable the public to see many of the notable things produced in the Pearl of the Antilles; tobacco and its products.

* * *

JANUARY 25 to 30.—The Tobacco and Allied Industries Exposition, January 25 to 30, inclusive, 1926; Grand Central Palace, New York City, under auspices of the Allied Tobacco Exhibitors' Association, whose executive offices are in the Hotel McAlpin, suite 334, New York. Telephone, Pennsylvania 5700, extensions 332-334-336. Call or write, Harry A. Cochran, managing director; Asa Lemlein, business manager; S. W. Levine, president. Get busy, and arrange to feature your products where they may be seen and inspected by many thousands of potential buyers. Do your part. Help to show the world the vast importance of the tobacco and allied industries.

SAY IT WITH MORE SEGARS AND SHOVELS, BUT FEWER KINDS

In the current New York City political campaign there is a slogan, "Say It With Shovels." This refers to the delayed effort of digging more subways for quick transportation of a rapidly increasing population.

To dig these subways many shovels, of course, are extremely necessary. But hardly four thousand different sorts of shovels are required! Nor is such an elaborate variety of shovels required by any or all other industries.

So something had to be done about all these shovels. They were a nuisance. They cluttered up the works. They hampered the profits, too, of the shovel manufacturers who made so many types of useless shovels.

And that is the reason, most likely, that the National Hardware Association commenced to talk shovels the minute the members got together, the other day, down there in that fine hotel in Atlantic City.

It was the annual convention of the association, of course, and many matters were up for immediate consideration. But this com-

plicated shovel subject commanded instant attention.

Another reason why the convention wanted to talk shovels was because Secretary Hoover, of the United States Department of Commerce, had really asked it to do so.

For Secretary Hoover thought more than four thousand odd varieties of shovels were by far too many! He said so plainly! And the manufacturers began to think so, too. So did the jobbers in hardware supplies. So did the retailers.

They could all see, evidently, what the cigar trade has been so slow to see. They could see untold capital tied up in shovels. They could see the benefits of eliminating lots of those catalog and stock numbers of shovels.

And they eliminated them—4,000 and more. They simply cut them out, that's all. Manufacturers of shovels—who make some ten millions of dollars worth of shovels every year now—agreed to do this. And the associated jobbers and retailers said they'd help, too.

They'd help by not asking for those former models, shapes and sizes in shovels. And they'd ask their trade—their consumers of shovels—not to ask for them, either.

So it was arranged. Meeting was held with the Division of Simplified Practice. This is a standardization branch of the Department of Commerce. And they accomplished the feat of actually removing all those useless shovels from price-lists, store-rooms, and stores all over the country.

This will save money for the manufacturers. This will make money for the jobbers. This will produce better profits for the retailer. And in the end, even the individual shovel buyer will benefit.

All these folk will really benefit because a smaller stock of shovels means less overhead. It means less expense of carrying charges all along the line. Everybody will share in the added efficiency to the shovel business. Everybody will applaud the action when they realize the results!

Cigar people, too, would applaud the same action in the cigar business. They would surely appreciate a movement of the cigar manufacturers to eliminate useless shapes and sizes. Jobbers of cigars, retailers of cigars, smokers of cigars—all would welcome the better business suggestion of junking these cigar-shovels!

Shovel makers were faced with a drastic cut of some four thousand patterns. These were made in two hundred and twenty-three sizes.

Now the shovel makers will produce only one hundred and twenty-seven sizes, saving in the making, distribution and selling, ninety-six shapes, representing those more than four thousand distinct specifications in shovels.

Perhaps cigar manufacturers could not reduce their assortments to such an extent, but they could—consistently—put aside many many shapes and sizes for which there is very little demand.

By so doing they would accomplish the same proportionate return that the shovel people have accomplished. They would do it with more cigars—but with a smaller number of varieties.

THE MOULTING MONTH IS GONE!

October is done, November is here! Trees have shed their brown and red leaves, and vegetation everywhere is turning to gold, to rose, to silver! Winter is upon us!

All of which brings us to a "hard-boiled" point that cigar men can take advantage of. Retail cigar men, we refer to. For it is the retailer who has his windows to trim, his store to decor-

ate in an attractive way in keeping with the season.

And such decoration makes business! For instance—pipes! Now is the time to show pipes. Men, outdoors and indoors, are smoking pipes. And tobaccos—good tobaccos.

So it is immediately up to the progressive dealer to show complete and interesting displays of pipes, and the accessories thereof.

To do this effectively, use the acceptable tributes of the Autumn. You know what they are. Such natively appealing evidences of the countryside as shocks of corn, pumpkins, big red apples, vari-colored maple leaves, and souvenirs of the woodland generally.

With such distinctive evidences of the season as a live background for your fall supply of smoking material, you can make some excellent windows.

But don't over trim! Feature what you have to sell, of course, and make it doubly effective by using this appropriate stage setting for an eye catcher.

To complete the display, do not fail to mention prices, and display a brief coverage sign, framed, to give the key of connection with the stock displayed.

Cigars and cigarettes may be used, too, but pipes are recognized, now, as suitable to the season—and they are suitable for profit, too!

PUTTING IT OVER

What puts a brand over? Is it the goods? Is it the package, too? Is it the management? Is it the salesmen? Is it the distribution, generally?

Well, it seems to be a little of all those things—and more. No brand, however high in quality, can be put over without all the appurtenances.

Some manufacturers, some jobbers, go just so far with a brand—then they stop! They try to let it sell itself. They know this is impossible, yet they do it, repeatedly.

You know the result. The market is strewn with such wrecks. There is no such thing as spontaneous reception. Reception by the consumer is merely an evidence of his co-operation when the manufacturer, and all his assistants have gone just as far as they can and should go.

For instance, a pretty well known manufacturer got out a cigar brand to sell at popular prices some time ago. It looked like a success. It was a good smoke. It was a nifty package. It was ably sold. It was widely distributed.

But right there everything stopped. No attempt at all was made to let the consumer directly know what was going on. Prospects by the thousand were entirely unaware of the really good thing they overlooked. And the dealers—the retailers—were too busy, or too indifferent to tell them.

Now whose fault was this? Was the manufacturer to blame? Should he have progressively advertised his brand widely, completely?

Should he have used co-operative window store, newspaper, magazine, poster, painted wall space? Should he have followed up this effort with the repetitive processes in vogue today?

Would this manufacturer have succeeded in making a permanent market for his cigar? Could he ultimately have lost his brand and money, anyway?

No one knows the answer to this problem perhaps. It is involved with entirely too much speculative consideration. It is impossible to predict either certain success or failure for any thing, no matter how good, or how poor.

But the peculiar chances for success always favor the go-getter. If he puts a brand out in every way, except in the final analysis (introducing that brand to the smoker, he is in the rather odd position of leading the horse water where there is no water.

Cigars—and other tobacco products—are different from everything else. They require publicity, and lots of it. It is all well enough

say a manufacturer has numerous friendly jobbers and retailers. That is fine. But no jobber, no retailer, and no combination of either or both, can put your goods over without advertising!

Many manufacturers admit this quite freely, yet they never do anything about it! "Oh," they say, "I realize the importance of making my brands popular and standard, but I can't afford to spend the money the larger manufacturers do. So I just drift along."

Nothing is more falacious. No cigar, cigarette, or tobacco manufacturer immediately jumped into the advertising game with vast expenditure. He'd be foolish if he did. Instead, even the now largest manufacturers commenced to sell their goods with a very limited appropriation.

Then, after they got fairly started—then they began to reap results and increase their advertising moneys as they rolled along!

Putting over any reputable merchandise requires a gradual, conservative campaign of supporting advertising. You cannot afford, perhaps, to inaugurate the work with tremendous capital outlay—and it would be unwise, anyway.

So start your pet brand off with a very modest sum. Make it a reasonable percentage of your previous, or reasonably estimated sales. Put the work in the hands of a capable advertising man. Get his co-operative suggestions. Revise your manufacturing and selling ideas to meet conditions as they exist, rather than as you desire.

But put it over! Don't delay! Don't wait until the market is supplied with the very product you should have produced and marketed with advertising! If you do, you'll never put anything over in a really big, satisfactory way!

BREAD AND BUTTER BUSINESS

Most dealers ignore staples. Goods which are called for repeatedly soon lose their attractiveness as profit makers for jobbers and retailers. They are standard, therefore, sold at very small margin.

One retailer, however, recently figured the thing out. He was doing a gross business of about \$150 daily, or a thousand dollars a week. And most of this business was in staple brands.

He was worried about this, realizing that his profits were so small he hardly covered his overhead, which was large. His rent alone was about twelve per cent of his gross business. His other expenses ran the total up about nine per cent more. He, therefore, faced a problem of producing a net of more than twenty-one per cent to cover his extraneous charges.

This he was not doing. On the contrary, his net profit was like this: Approximately \$125 of his daily business was in staples at an average margin of not to exceed ten per cent, so producing \$12.50, net.

For the other \$25 of his daily turnover, he figured a net of thirty per cent. This brought him \$7.50, to be added to the \$12.50, or \$20 on an evident expense of \$21. He was really losing about \$1 every day.

Not much of a loss, to be sure, but it indicated that something was wrong. So this dealer looked around the shop for the trouble.

He found, at first, there were too many staple brands of various sorts featured. He found that both his clerk and himself were handing out almost whatever was called for, and never trying to sell anything else.

This retailer was a wise man, so he knew he could not eliminate staples. He realized the vast importance of these bread-and-butter business builders—and their popularity with the public.

Right there, then, he knew he was on rock bottom, and from that base it was safe to

build. He spoke to his clerk about the matter. They both thought it over. Then the clerk offered the suggestion that some profit-making special be introduced **every day**.

It was not necessarily a tobacco product, but some particular item in which all men were, or might be, interested. From this point, then, the dealer and his assistant commenced to work.

All the staple or bread-and-butter brands, were retained as ground work. But they were used as leaders. For instance, the very next day this dealer offered a popular brand of smoking tobacco and a novelty pouch at a **price**.

All that day he and his clerk worked on that deal. They offered it to every apparent prospect who entered the store. It was also displayed, with a sign, on the counter. It was likewise exhibited in the window—for twenty-four hours **only**.

That night, in cashing up, the dealer found they had disposed of forty-four of those deals, at a net margin of twenty-eight per cent. Each deal had sold for forty-nine cents. Therefore, the total increase in business that one day was \$21.56. And he had cleared \$6.04, net, or about \$5 more than his previously estimated daily loss!

This was interesting. It made the dealer think some more. And he immediately began a systematic effort to sell at least one specialty of this sort every day. He introduced many novelties—all profitable, of course.

Some, naturally enough, did not sell so well as he had anticipated. Some were duds.

But this retailer's average success was so great that it lifted him instantly out of his worry. His shrinkage in profit had reversed into an appreciable margin of safety, often running as high as five to twenty-five dollars daily, with a consequent increase of sales all over the store.

Without the bread-and-butter business, though, on which the store was founded, the more profitable feature trade would have been impossible.

All this the retailer knew without thinking about it at all. But he didn't know about the velvet which the calico was making for him all the time.

In other words, this dealer's bread and butter depended entirely upon his despised bread-and-butter business.

NOTHING IN NUMBERS!

Everywhere you look you see automobiles. You wonder, sometimes, how people ever got so many. You wonder where all the money came from.

It seems, then, that the country is extremely prosperous. It is. But there is really nothing in numbers. Of all the cars you observe in traffic, how many are new cars? How many are entirely obsolete?

Since the advent of the motor industry there have been listed 974 factories of one kind or another engaged in the production of complete automobiles.

These factories, however, do not survive. Only 113 of them were able to exhibit at the 1923 auto show. Only 71 participated in the 1924 show. And only 52 came to the front for the 1925 show.

While, for next season, 1926, there are but 39 engagements, it is understood, for the new show. Yet the registrations prove that 17 million cars are in actual use in the United States this year!

Well, what of it? This: 14,576 cigar factories were in business in 1917. Last year there were 10,628. Cigars, of course, showed the corresponding decrease, too. Unlike the automobile trade, old cigars cannot be used year after year.

When factories decrease, cigars decrease, as

a rule. But is this holding true as an *average* condition?

No, it is *not*. Because, notwithstanding the astounding and peculiar figures of the automotive business, the cigar business, also, has its remarkable aspect.

For instance, 22 big companies, operating 227 cigar factories, are now producing four billion, six hundred million of the total cigar output.

All the other factories combined, some 10,401 of them, are making only two billion, three hundred million cigars!

This is not astonishing—it is pitiful! Pitiful to think that the average of these smaller independent factories is only about 220,000 cigars per year!

That is sad. It is sad because the 22 large firms are showing—and proving—a steady increase every day, every week, every month. And the result will be a tremendous increase—by them—for the year!

This is great! It is great because it absolutely guarantees a statement we have made repeatedly—that advertising brings back the bacon! For everyone—every single one—of these 22 manufacturers are advertisers. Not only advertisers, but *big* advertisers.

They use every method of publicity that they believe will help sell more cigars! And they sell more cigars, right along.

However, the same opportunities are open to the small manufacturer. He can make more cigars, too. He can advertise, likewise.

Small manufacturers are commencing, again, to realize their opportunities. They are advertising. They are making more cigars!

Reports coming in to TOBACCO from its various correspondents indicate this. Only a week or so ago our York County representative mentioned that six new cigar factories had been opened that week in York and vicinity.

If every community did as well—if only three towns did so well—the number of cigar factories would increase this coming year just as rapidly as they decreased in the last eight years.

There is individual opportunity yet in the cigar business. Especially in the cigar manufacturing business.

Lower taxes, better tobacco, bountiful crops—what does it all mean? Only one thing—more cigars! And more cigars mean more business, more profits!

Eight years ago the cigar tax was \$3 the thousand. Today it is on an average of \$6.27. But it is surely coming back where it belongs! Our Washington correspondent tells the story. He tells all about the attitude of both the manufacturers and the government representatives. It leads the industry on to better times, better expectations of what the future *could* and *does* hold for the industry.

But there's nothing in numbers. If those 22 firms can produce two-thirds of all the present cigars manufactured, the other one-third of the production can surely be expanded until it puts the smaller manufacturers in a position where they, too, can be regarded as progressive producers.

And it is to these 10,401 cigar manufacturers to whom we are talking, now! It is to them—the bulk of the industry—to whom we appeal to be just as enterprising, just as efficient, just as farsighted as the 22 concerns now furnishing the lead toward a production of eight, then on to ten, billions!

Nor shall the cigar industry stop at that ten unit figure. With proper support the nothing-in-numbers will actually be what it is—a mere figure of speech.

But figures of speech will surely be turned to words of gold if these ten odd thousand of manufacturers will respond at *once* to the demands of the day for modern producers who not only produce, but tell smokers just what they are producing! Then, and only then, will there really be nothing in numbers!

Consolidated Cigar Corp. Makes Good Showing

The Consolidated Cigar Corporation reports for the quarter ended September 30 net income of \$442,149 after charges, equivalent after preferred dividends to \$2.54 a share on the common stock, as compared with \$333,862, or \$1.78 a share in the corresponding quarter a year ago.

For the nine months ended September 30, net income amounted to \$1,070,257, or \$5.87 a share on the common, as compared with \$833,100, or \$4.19 a share in the similar period of 1924.

As of September 30, 1925, net working capital stood at \$8,536,857, as compared with \$5,342,506 as of September 30, 1924, which included cash of \$781,873, as compared with \$625,981 at this time a year ago.

American Tobacco Company Declares Extra Dividend

The American Tobacco Company has declared an extra dividend of \$1 a share and also a quarterly dividend of \$2 a share on the common stock, placing the stock on an \$8 annual basis. Previously the common stock had been on a \$7 annual basis. Dividends are payable December 1 to stock of record November 10.

U. S. Tobacco Co. Buys Big Nashville Warehouse

NASHVILLE, Tenn., Oct. 31.—Purchasing the Ford Flour Company plant at Tenth avenue, north, and Harrison street, this city, the United States Tobacco Company has obtained a warehouse right across the street from the present plant for \$90,000. It will be used just as soon as some minor alterations can be made.

Lucky Strikes' Third Sale of 50 Tins in Buffalo

BUFFALO, N. Y., Oct. 31.—For the third time, the American Tobacco Company is starting this week a sale on the

fifty tins of Lucky Strike cigarettes. Jobbers and retailers have heavily stocked to meet the requests for this extremely popular proposition, and the third sale is expected to eclipse all the others.

Goldwater Reports Increase For Natural Bloom

In his travels through the country Jimmie Goldwater, of Harry Blum's Natural Bloom factory, New York, has found a very satisfactory increase for this cigar. Holiday demands are especially strong and the regular business on the brand is heavily taxed to fill current business.

Miltiades Cigarette Covers Western New York

BUFFALO, N. Y., Nov. 2.—Almost one hundred per cent coverage has been accomplished here for the Miltiades cigarette of the Miltiades Melachrin Corporation, New York. Sales Manager William J. Noonan has had a crew working this territory for some time, and E. A. Sweeten, of Chicago, and Fred S. Salz, of New York, have just finished their final inspection of results.

Barlow-Moore Brings a Peculiar Suit

BOWLING GREEN, Ky., Oct. 31.—Suit for \$42,465.55 has been brought by the Barlow-Moore Tobacco Company against the Glasgow Water Company, of Glasgow, Ky., over the loss of the Barlow-Moore factory property in the fire of June 1, in which loss the Barlow-Moore Tobacco Company claims was due to extremely low pressure from the water mains.

Cleveland Manufacturer on Visit to New York

J. C. Newman, of the J. C. Newman Cigar Company, Cleveland, Ohio, called on his New York friends in the Water and Front streets section last week.

Robt. J. Kugelman Returns From Rough Voyage

With seas dashing over every part of the steamer, Robert J. Kugelman, of R. J. Kugelman, Inc., New York, gave it as his opinion that the voyage last week from the other side, was the very roughest he had ever experienced in the nearly twenty trips of his goings and comings.

Frank Factories Joined Up With E. Kleiner & Co.

Both factories of the late D. M. Frank have been purchased by E. Kleiner & Company, 320 East Sixty-Third street, New York. All the D. M. Frank Company business will therefore be centered in the Marie Antoinette factory, and the brands of the Frank concern will now be sold by Julius Rosen-cranz.

Arthur Bornholdt & Co. Busy With Sumatra Shipments

"Yes, we are very busy with immediate shipment," said Arthur Bornholdt, of A. Bornholdt & Company, 152 Water street, New York. "Cigar manufacturers are busy, too, it seems, and they want Sumatra in larger quantities all the time. This looks like a very good season, with increasing prospects for betterment all over the country."

W. B. McBurney on the Banks of Wabash

To Indiana and central western territory went William B. McBurney for R. A. Bachia y Ca., New York, last week.

Shade Selling Well, Say Strouse & Holzman

In the awakening and country-wide search for cigar leaf types, Strouse & Holzman, of 197 Water street, New

York, find that Connecticut shade is in keen demand. Manufacturers everywhere are realizing the importance of obtaining their future requirements for this tobacco now, before depleted stocks and rising prices create another famine for the goods.

La Fendrich Distribution Aided by Omaha Jobbers

OMAHA, Neb., Oct. 28.—Nearly a month has been occupied in a heavy campaign for the La Fendrich cigar, H. Fendrich, Inc., Evansville, Ind. The work is in the hands of the Paxton & Gallagher Company, of this city, and they have the assistance of the factory advertising to the dealer and the smoker, too.

Antony & Cleopatra Taken On by Big Coast Jobbers

SAN FRANCISCO, Cal., Oct. 27.—Distribution of the American Cigar Company's Antony & Cleopatra has been taken over by H. L. Judell & Company, of this city. Bert Hickman is here arranging the preliminary work for the local jobbers.

David F. Morris Probably on Coast For Winter

With sufficient business there to engage his attention, David F. Morris, Philippine Tobacco Agent, of 15 William street, New York, will probably remain on the Pacific Coast for the Winter.

The Tobacco Index Number

WASHINGTON, D. C., Nov. 2.—The Department of Commerce has just issued the September survey of current business which gives an index number to tobacco of 123, taking 1919 as 100 per cent. The July index number was 127 while August was 120, compared with 115 for August of last year and 118 for September last year.—L.A.M.M.

Another Jobber's Opinion:

From BOCK-STAUFFER COMPANY

"I am more than pleased to note the herculean effort you are making to bring about a successful exhibit of the ALLIED TOBACCO INDUSTRY for 1926.

I personally am of the opinion that such an undertaking should be supported as far as possible, by every manufacturer allied with the tobacco industry.

It is needless for me to comment on the condition of the cigar business, which most manufacturers are conversant with, and anything that can be done to stimulate or bring about any publicity in the tobacco line, certainly would have a beneficial effect, and I trust that every manufacturer of any importance will look upon the proposition with favor.

Wishing you success in your undertaking, I am,

Very truly yours,

Charles Bock, President.

Manufacturers—

Reserve Your Space for the Tobacco Industries Exposition
January 25th to 30th, 1926
GRAND CENTRAL PALACE -:- NEW YORK CITY

ALLIED TOBACCO EXHIBITORS ASSOCIATION

S. W. Levine, President

Harry A. Cochrane, Managing Director

Asa Lemlein, Business Manager

Executive Offices—HOTEL McALPIN—Suite 334—New York City. Phone: Penn. 5700—Ext. 332-334-336.

Wooden Boxes Make Good Cigars Better



IGARS are always packed in a moist condition to prevent the wrappers from cracking. Wood, being porous, absorbs all the excess moisture in the cigars.

Hence cigars packed in wooden boxes season under ideal conditions and mellow in their own fragrance.

Six Reasons Why Wooden Cigar Boxes Excel

1—IDEAL DISPLAY: Compact, varied and eye-catching window and counter displays are most easily gotten with Wooden Cigar Boxes. With a little imagination you can show all kinds of effects and combinations with Wooden Cigar Boxes. Wooden Cigar Boxes do not have to be juggled for striking displays; they only need to be arranged.

2—CONVENIENT: Practically all cigar store windows and show cases are particularly designed for the showing of Wooden Cigar Boxes. They permit the use of all the space. No space wasted. No time lost.

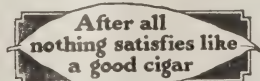
3—BETTER PRINTING: There is no comparison between Wooden Cigar Boxes and substitute containers when it comes to beauty of printing and lithography. You can do almost anything with wood,

while the possible treatments of other kinds of packages are very limited.

4—PERFECT AGING: Cigars age normally in wood, retaining their natural aroma from factory to smoker.

5—SATISFACTORY SELECTION: A smoker likes to see the whole length of a cigar in the box. He wants to compare the size, shape and color of the various brands and types you show him. Another point where a Wooden Cigar Box always wins the approval of the smoker.

6—NATURALNESS: Cigars are a vegetable product and belong in Wooden Cigar Boxes. Cigars from Wooden Boxes please the smoker most because the wood adds a mellowness and richness to the qualities with which the cigar has already been endowed by Nature.



The Best Cigars Are Packed in Wooden Boxes

MENENDEZ & CO.

Leaf Dealers, Packers and Exporters
OF

TOBACCO

Cable Parra 87 Amistad St., HABANA, CUBA

HINSDALE, SMITH & CO., Inc.

Established 1840

Importers of Sumatra and Havana and Packers of
Connecticut Leaf Tobacco
SPRINGFIELD, MASS.

125 Maiden Lane

Cable Address "Nargil"

New York

Telephone 901 John

Compania de Abraham Haas

ESCOGIDAS

Escogedor de Tabaco En Rama

SANCTI

SPIRITUS

LAS VUELTAS

SAN MIGUEL 85, HABANA, CUBA

Cable: Haas, Havana

CAMAJUANI

SANCTI

SPIRITUS

LAS VUELTAS

CAMAJUANI

PLACETAS

LESLIE PANTIN & SON

Commission Merchant

LEAF TOBACCO and CIGARS

Virtudes 74, HABANA, Cuba

MANUEL A. SUAREZ & COMPANY

(S. or C.) ESTABLISHED 1873

GROWERS, PACKERS and DEALERS IN
LEAF TOBACCO

Cable: "Cuetara" - - Figuras 28-30-32 Havana, Cuba

Cable "Quinto"

P. O. Box 502

WALTER SUTTER COMPANY

COMMISSION MERCHANTS—EXPORTERS

LEAF TOBACCO

SALUD 89

HABANA, CUBA



Pablo L. Perez
Frank B. Strator

Cable: Paluge
Codes: A.B.C. 5th Ed.
Bentley's

PABLO L. PEREZ & COMPANY
LEAF TOBACCO

Telephone A-7914

Lealtad 110, HABANA, CUBA

SOBRINOS DE A. GONZALEZ

HABANA LEAF DEALERS

Industria 152-158

Habana, Cuba

P. O. Box 495

Cable ANTERO

Havana Moves Many Lots of Leaf at Fair Prices

Remedios Has Lively Market—Ruppin Buys Vuelta and Remedios—Theo. Smith Eager Buyer—South American Conditions—Sugar Prices and Tobacco Planting.

HABANA, Cuba, Oct. 30.—During the last week quite some tobacco changed hands in the market, average of prices being about the same as weeks before.

In the country, especially in the Remedios section, business was not less lively, and probably more tobacco was bought there than sold in Havana during the same week. Of these tobaccos certain grades will find buyers right away, as the market, so far as heavy low grades fit for stripping purposes are concerned, is pretty nearly sold out; that is, excepting high price or poor lots. The main buyers of packings and Vegas in the country were: Leslie Pantin & Son, Menendez Ca., Lobetoy Miguel, Vigil & Corza, Sobr. de A. Gonzalez, Lozano y Hno., etc. Most of these purchases took place in the Sancti Spiritus section, and, it is said that very little tobacco is left there.

Large Ruppin Purchases

S. Ruppin, who could be seen in the market frequently in company with young Leslie Pantin, has made his usual large purchases of all kinds of heavy grades, Vuelta Abajo as well as Remedios. Mr. R. expects to leave tomorrow for New York again.

Teddy Smith, of Hinsdale-Smith, has lost no time since his arrival, and he purchased several large lots of 1sts, 2nds and 3rds, as well as unassorted grades for stripping and export purposes.

There were several large buyers of Remedios 3rd Capaduras, like Aixala & Co, Bruno Diaz, Sobrinos de A Gonzalez, etc. Bruno Diaz also bought several lots of Hojas de Remedios and Botes for his European clients Hijos de Diego Montero purchased a moderate quantity of Remedios 6as; moderate, because even the largest packings gave only a small proportion of this grade. J. Bernheim & Son, now the new firm of Echevarria, Perez y Ca., bought some large lots of Vuelta Abajo 14as, of which grade also Mark A. Pollack was an active buyer; besides, this firm acquired several lots of Octavas, most probably for stripping purposes.

The local cigar, and especially cigarette factories, did not stay behind the exporters, as far as purchases of quantities are concerned. M. Dosal bought several hundred bales of low grades for cutting purposes, and so did other factories, like Gener, El Turquino, of Santiago de Cuba, etc. Por Laranaga made a few purchases of choice wrappers.

South American Demand

There seems to be some demand from South America for the usual grades this country buys in the Havana market; but, so far, no larger transactions have taken place. The respective representatives of southern houses are just looking around the market, and taking note of suitable lots. If so far no larger sales were made this was due to the terms the South American houses made to their local friends.

Due to the fact that South America during the last few years, received offers of much more tobacco than it could use, the buyers by and by got suspicious, taking advantage of this large number of offers, and they started to make their own terms, to which several local exporters did not agree, which is also quite natural. With a few more American buyers in the market, that is, buyers who really mean to buy, the South American trade will have a harder job to find the right goods at the right prices.

As tobaccos are curing very well by this time, shipment to all parts of the world increase, and every steamer takes thousands of bales and barrels along.

The serious situation of the sugar market ought to have some influence on the planting of tobacco, and while prices for sugar are ridiculously low, prices for tobacco are still 'way above where they ought to be. A fact is that many packers and dealers, who have made large investments of money in tobacco, just made a small interest, and others may have even

lost money. A large new crop, combined with the experience packers and speculators made this year, may bring us a step nearer to normal, or, rather more normal, conditions; at least, let us hope so.—GALLO.

Selgas Customers Seeking Havana and Porto Rican

Cigar manufacturers are coming to market daily now with the desire to buy attractive supplies of Havana and Porto Rico, say Selgas & Company, 128 Water street, New York. It is still possible to supply early buyers with exactly what they wish, but those who delay their purchases until the new year will not be in such a fortunate position.

M. A. Andre Home From Cuba

Stopping in Florida en route to Havana, M. A. Andre, the Water street leaf man, New York, is again at his offices. He says business conditions on the island—also in Miami—are very good indeed.

Baltimore Manufacturer Looks Over New York

M. H. Heineman, of Heineman Brothers, Baltimore, Md., was in New York last week to examine some leaf for his El Principal cigar. This brand has registered an immediate success since its introduction to the country in April of this year.

Omaha Jobbers Introduce Star Green

OMAHA, Neb., Oct. 28.—Five cent cigars are daily in more demand by local smokers, and the Karnett Cigar Company, of this city, has recognized this by securing the Star Green for the Omaha territory. This new nickel brand is manufactured by the Deisel-Wemmer Company, of Lima, Ohio. Effective advertising matter is supplied by the manufacturers for this dealer distribution.

Cigar Manufacturer Writes Successful Song

BURLINGTON, Wis., Oct. 31.—Over the radio tonight you will probably hear "Dear Little Pal," which was written and published by Joseph J. Hoffman, of Schuman & Hoffman, who operate the Burlington Cigar Company here.

G. Ginsberg, From Chicago To Water Street

Last week G. Ginsberg, the leaf dealer, took a train in Chicago, and when he got off in New York he went down to Water street to see what was going on.

Yahn & McDonnell Put In Gallaher Tobaccos

PHILADELPHIA, Pa., Nov. 2.—Two Gallaher tobacco brands have recently been stocked by Yahn & McDonnell, of this city. They are the Wild Irish Rose and Honey Dew, sold in the United States by A. Oppenheimer & Co., New York.

Wall Street Retailers

After nearly twenty years at 35 Wall street, Stearn & Company, New York must soon move to another address. This will be but temporary, however, as the present building will be demolished and a much handsomer and larger structure erected in its place. In the new building Stearn & Company have obtained similar quarters to those they now occupy, and the enforced move will but slightly affect their high class imported cigar trade.

Chicago Making A Big Business Even Yet Bigger

They Do It With Very Large Advertising Appropriations, It Seems—Dutch Masters on the Air—New Hotel and Cigar Stands—Frank Pumila Goes With La Ferleta Co.

CHICAGO, Oct. 31.—As the month closes, a big increase is noted in the retail and wholesale field. Big business is bigger, but not all of business. Mergers and consolidations are coming so fast that they recall the second McKinley administration—a period which resembled the others in many other ways—real and superficial.

The trend to larger units has been strong for three or four years back; in 1920 upset acted as all such shocks do. When weakness is shown strength is sought by combining the lean and the fat. Some of the merger psychology now developing, however, may prove as exaggerated as the trust psychosis of the McKinley period.

Big Business

Big business is going to grow bigger, but big business isn't going to be all of business, as was proved before. There are, in many lines, active trends in the opposite direction—towards decentralization.

Jack Planco, of Roy Suarez & Company, New York, was a recent caller. He hooked some holiday orders.

Bull Durham celebrates its sixty-fifth birthday after years of public service. Two bags for fifteen cents makes one hundred cigarettes, and genuine Bull Durham is a great seller.

In Chicago Again

After a busy tour of Missouri, Irving Hahn has returned to his Chicago headquarters. Arisco and other Steinecke brands are selling well.

Walter Wolfson, of Eduardo Gonzalez & Company, and Jack Rosengberg, of the Preferred Havana Tobacco Company, are both back at their Chicago offices. Walter came in from Minneapolis and Jack from New York.

"Exactly as it holds its old smokers, Chesterfield wins its new ones—on taste alone," says large newspaper advertisements now appearing for this brand.

"Eternally mild!" Unvarying character! "Uncopyable blend!" is the way the new El Producto advertisements appear in the Chicago newspapers for the Clarence Hirschhorn Company, local distributors.

Sam Zuckerman in Town

Sam Zuckerman, of H. L. Rogers Company, New York, came through on his last visit of the year.

"Manual cigars should be smoked because they are good!" is the Mazer-Cressman Cigar Company's greeting to the public in their advertisements.

The General Cigar Company asks the smoker to try Robert Burns panatelas, five in a pack, for fifty cents. Five will show how mild and soothing they are—the rich fragrance and flavor—and the last three tests that you have found a steady diet.

Four Reasons

P. Lorillard Company show a half page advertisement headed "Four reasons why Murad is the world's finest cigarette." Four beautiful girls are shown. One is Fragrant, then Cool, followed by Mild and Distinctive. The ladies are very pretty, and a little story is with each why Murad sells so big.

A. Rego of F. Garcia & Brothers, New York and Tampa, is still around. Rego takes well with the trade, and where F. Garcia, La Pinto and Iris brands have been placed the call is larger than ever. He was shown around by Harry L. Harris, the factory representative here.

On the Air

Every Friday night, from 9:30 to 10 p. m., from Station WHT, 400 meters, Dutch Masters have a program. Tune in and listen to some good cigar talk. Yellow and black paper signs are up on all the windows stating that you should tune in on WHT.

Smokers will appreciate this, says a quarter page advertisement featured by a tooth paste company. They tell you what a box of twenty-five cigars costs, and how to save the price of a box. Their tooth paste sells for fifty cents and in using this you save during the year the price of one box of twenty-five cigars.

Another New Cigar Stand

Dario L. Toffentti, owner of three Triangle Restaurants in the Loop, has just rented a new one at 130 South Clark street. All cigar departments are operated by him, except the one at 106 West Monroe street, which is run by Dan Alexander.

Roymount, a three for twenty-five cents cigar, continues to be featured in the newspapers by the United Cigar Stores Company, who use the slogan "At an old time price!"

Great Hotels Soar Skyward

Never before has Chicago's downtown district—and that now means part of the near north side, and just across the river, west—seen such a building program as now is under way.

Thousands of men are at work on five big Loop hotels. The Stevens, covering a block, and the first unit of the new Palmer House, when completed, will be the largest and finest in the world.

The new Bismarck, taking in a full block from Wells to La Salle streets. The new Morrison, with its forty-eight story tower, and the new addition to the Hotel Sherman, just completed.

All these hotels will be ready for guests in 1926, and each will have rooms running from 2,500 up to 4,200.

Chicago, figuring on its great commercial growth, is preparing for the rush.

Tebbetts & Garland and other Loop dealers, have been offering the sale of a walnut humidor, to hold fifty cigars, at \$2. The original selling price was \$5.

Frank Pumila With La Ferleta

Frank Pumila, formerly Loop salesman for the Ryan & Raphael Cigar Company, which firm is out of business, is now connected with the La Ferleta Cigar Company. This is a local factory making clear Havana cigars. Frank has been successful in placing La Ferleta in many cases. The selling price ranges from ten cents to three for \$1.

Tampa cigars are coming in very slow these days. Shortage of cigar makers and slow deliveries of boxes from the box makers is given as the reason.

Tampa Advances Soon

No advance in the price of Tampa made cigars has been made as yet. The dealers look for same about December 1 to take effect January 1.

Among the salesmen who have been here are Herbert Mesich, of Cuesta, Rey & Company, who reports he is closing the biggest year in his history.

Hargraft's Campaign

Hargraft & Sons have sent a letter to the trade telling of their campaign in the Saturday Evening Post, Life, and Vanity Fair, which will feature only Hudson Bay tobacco and Ben Wade pipes; the tobacco at \$4 per pound and the pipes at \$8.50 to \$10.

A price list is also enclosed and a reprint of the various advertisements that will appear during the fall season. The product sponsored by Hargraft are pipes, pouches, tobacco, cigars and cigarettes. Churchill Downs cigarettes will be on sale in all fancy packings for the holidays.

A broker says: "Here's a tip on the cigar market. Tom Moore cigars are the only really non-speculative investment I know. The high quality of their tobacco pays satisfactory dividends with every mild and mellow puff. And Tom

JUAN B. DIAZ

BRUNO DIAZ

ROSENDO PEREZ

Packings:

San Juan
San Luis
Pinar del Rio
Puerto de Golpe
Santa Clara
Placetas
Guaymas
Zaza del Medio
Sancti Spiritus

J. B. DIAZ & CO.

(ESTABLISHED 1877)

PACKERS, DEALERS, STRIPPERS
and EXPORTERS OF LEAF TOBACCO

Prado 125—Havana—Cuba. Cable: Zaidcomp



SELGAS & COMPANY

IMPORTERS & PACKERS

Havana & Porto Rico Tobacco

Warehouses:

Havana—Consulate 138-140
Porto Rico—Manati

128 Water St.

NEW YORK

Cable "Hermdiehl"

Tel. A. 9682

HERMANN DIEHL

GERVASIO 182, HABANA, CUBA

Commission Dealer and Exporter

Havana Leaf Tobacco of all kinds

STRIPPING PLANTS

Special attention
given to
American and
Foreign Accounts

Cable Toranoco

TORANO & CO.

HAVANA LEAF TOBACCO PACKERS AND DEALERS
SPECIALISTS IN PARTIDO

Cable: Toranoco

53 Estrella Street

Habana

ROCHE & GALVAN

Packers, Strippers and Exporters, Havana Tobacco

Specializes in Remedios, Vuelta Abajos and Partido

Consulado 91-93, Havana, Cuba

We give special attention to tobacco for the American and Foreign markets

GERALD C. SMITH

88 A. AMISTAD STREET

HAVANA, CUBA

Leaf Tobacco

M. ABELLA

PACKER AND LEAF DEALER IN

PARTIDO, SEMI VUELTA AND REMEDIOS

100 Galiano Street

Habana, Cuba

Cable: Abella

HIJOS DE DIEGO MONTERO

S. en C.

COMMISSION
EXPORTERS

LEAF TOBACCO

DRAGONES 105-101

HAVANA, CUBA

Cable "Nuso"
P. O. Box 1985.

Tel. A. 9667.

ANGEL MENENDEZ S en C

Dealers in All Kinds of Havana Tobacco

Specialty—Remedios & Vuelta Abajo Tobaccos
SITIOS 11, HABANA, CUBA

CIGAR LABELS and BANDS

F. M. HOWELL & CO.

79-95 Penna. Ave., Elmira, N. Y.

ADVERTISING - SLIDE SHELL PACKS

Moore sells 'way below par for such a gilt edged smoke.' This nifty advertisement appeared for the Clarence Hirschom Company, distributors.

Clarke Opening Kraus Accounts

Fred W. H. Clarke, who recently became general sales ambassador for Kraus & Company of Baltimore, has made a big hit with Say-So and In-Between cigars. He already has opened locally about twenty large accounts with several jobbers, large retail dealers, and chain store operators.

Sam Meyer is still very busy with his Alcazar cigars, and more and more dealers are selling this brand. Sam sells direct to everybody from his factory, the Louis Kindling Company of Milwaukee. He expects to sell in Chicago during 1926 around 10,000,000 of these Java wrapped cigars.—H. L. H.

Business and Credit

With growing activity in both productive and distributive lines an excellent volume of business through the balance of this year and into 1926 is in prospect. There is a conviction in some quarters, however, that inflation plays a part in this outlook. It is worth while examining the evidence as to the actual position in this respect, to determine in what directions and to what extent inflation influences the situation.

The aggregate volume of banking accommodation outstanding has now reached levels not heretofore approached. That this has occurred with very limited use of the reserve banks and with no strain whatever on money rates has obscured general recognition of the fact. A reliable index is found in the figures of the "reporting member banks" which now show aggregate loans and investments of 19½ billion dollars, an increase of about 2-2½ billions since late spring of 1924. At the peak of the 1920 inflationary period the total did not exceed 17½ billion dollars; and in 1923, a year of active business, it fluctuated around 16½ billions.

After the 1921 depression the "all other" loans, which include the commercial business of the reporting banks, had by the fall of 1923 expanded from a low point of 7 billion dollars to about 8 billions. Through 1924 and thus far in 1925 they have fluctuated within fairly narrow limits around this figure, finds the National Bank of Commerce in New York. Recent weeks have shown an upward tendency, as is normal, in response to heavier autumn requirements. On October 7 this class of loans stood at 8.4 billion dollars. Clearly, there has been no great expansion in the volume of credit employed in financing commerce and industry. This, as is well known, is a reflection of quick transportation and velocity of turnover of goods.

With the plethora of funds that developed in 1924 as a result of the heavy inflow of gold and the reserve bank policy of Government security purchases the investments of the reporting banks were increased rapidly during that year from 4½ billion dollars to over 5½ billions. Since then they have been almost stationary and are now at the level of a year ago. Loans on stocks and bonds other than Government securities, on the other hand, have shown a steady growth since about the middle of 1924 and are now 1.4 billion dollars or some 35 per cent. higher than at the beginning of the movement.

It appears that, excepting a renewed heavy inflow of gold, the expansion of banking accommodation based on the 1924 plethora of funds has run its course. In 1924 the margin between total loans and investments and total deposits was narrowing. At this time last year the spread between them was a half billion dollars. But during 1925 loans and investments have risen and deposits have made practically no gain and the spread between deposits and loans and investments has increased to a billion dollars. This does not indicate stringency in credit, but it does show that further substantial expansion could only be affected by recourse to the reserve banks or by new importations of gold,

which have been resumed so far only to a moderate extent.

Whatever the expansion in bank accommodation may have been, up to now it has not served as a basis for inflation of commerce and industry.

One of the earliest indications of inflationary tendencies in commerce and industry is increased forward buying. When confidence is widespread that business activity will continue at an expanding pace and that prices will rise, the making of commitments to cover prospective future requirements is to a certain point logical but, when pushed beyond, quickly brings about an overbought condition.

With the exception of a few months in the early part of 1923 "hand-mouth" buying has been the policy of the country ever since the 1920-21 depression. There are scattering reports of increases in forward ordering at the present time, but inquiry in a wide variety of industries shows that there has not been any unusual development in this direction.

The movement of the general price level thus far this year, moreover, does not indicate commodity price inflation. After the rapid rise of last fall and winter the Fisher index of prices for the last six months has shown no definite upward trend. Stocks of goods, whether in manufacturers' or distributors' hands, are believed to be adequate but not excessive.

The present disposition of both manufacturing and distributing interests is strongly for the maintenance of the same policies of production and merchandising which, on the whole, have characterized business throughout the current year and it seems fair to conclude that we are to have no boom in prices of merchandise and commodities with disaster to follow. It seems more likely that the present level of activity will be maintained and the sound situation of today continued until new factors not now on the horizon make their appearance and become an influence.

Turkish Type Tobacco Crop Much Smaller

WASHINGTON, D. C., Nov. 2.—The Commercial Secretary at Constantinople, Colonel H. Woods, O. B. E., informs from the Department of Overseas Trade that from the reports received from all tobacco producing centers it is evident that in spite of the more extensive area planted, the total crop will be smaller in quantity, in comparison with that of last year. The reason assigned is the prolonged drought, which was particularly felt in the Smyrna region, where the crop is said to have been reduced by upwards of 40 per cent.

Estimates of the crop from all districts are as follows:

	Pounds
Smyrna	28,659,800
Samsoun	12,676,450
Domsdja	6,172,880
Ismidt	16,027,442
Broussa	11,133,230
Panderma	6,172,880
Adrianople	8,730,216
Tachova	10,912,770
Trebizond	3,417,130

Total.....103,902,798

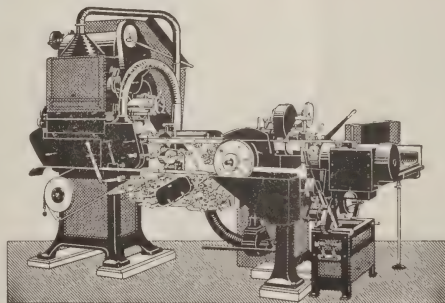
The estimate of the Tobacco Monopoly for the total crop is 101,411,600 pounds.

The quality of the new crop has every indication of being exceptionally good, big leaved tobacco being rare, and practically no cases of diseased plants have been reported.

There is already an active demand for this year's output, the Tobacco Monopoly being a prospective purchaser of 22,046,000 pounds, while practically the whole of the Smyrna crop and 8,818,400 pounds of the Samsoun crop appears likely to be bought up by American firms. It would appear therefore that the total quantity available for other markets will not exceed 45,000,000 or 50,000,000 pounds.—L.A.M.M.

"Excelsior Record" Cigarette Machines

The only Cigarette Machine
with One-Knife Cut-off and
Capacity of
50000
Plain or Tipped Cigarettes
per hour



Unequalled finish of Cigarettes—Easy operation—Clocklike precision—Low maintenance cost

EXCELSIOR CIGARETTE MACHINES

TOBACCO CUTTING MACHINES

AUTOMATIC KNIFE GRINDING MACHINES

MIXING, SIFTING AND COOLING MACHINES

ROASTING MACHINES

N. V. Export Maatschappij v h

J. C. MULLER

85 / 87 Stationsweg

ROTTERDAM 3

San Francisco Much Interested In Nickel Cigars

Where Do All Five Cent Smokers Come From?—David Morris Digging Deep—Judell's New Four Per Cent Discount—Sam Goss' Holiday Hope—Marzolf Receiver for Palo Co.

SAN FRANCISCO, Cal., Oct. 27.—Some months ago a number of the jobbers noted the increasing demand for the five cent cigar in California. It does not seem that the higher priced cigars are losing ground, but either a new trade is migrating in who want the five cent cigar, or more of them are being used by present five cent cigar smokers. One feature of the five cent trade is the increasing demand for a quality five cent cigar. There seems an increasing number who are not so much concerned with quantity. A small cigar of good quality seems to be just what they are looking for.

Morris' Good Work

Another feature of the western trade is the growing market for Manila cigars. Perhaps this is not surprising in view of the work that is being done by D. F. Morris, tobacco agent for the Philippine Government. For some time he has been doing the west in detail, not stopping with a general survey, but visiting jobbers and dealers alike, soliciting orders and turning them in to whatever jobber was entitled to them. Well, Mr. Morris is something of a Westerner himself, and we suspect he is bidding for a chance to stay with us. In case he does, he is sure of a welcome.

I. C. Rosenthal, president of the Rosenthal Brothers, of Scranton, Pa., spent a number of days with his distributors in San Francisco, E. Goss & Company. Mr. Rosenthal is another who goes out and take a look for himself, even at the shelves of the retailers. He is returning east by way of Los Angeles.

Judell's New Discount

The General Cigar Company discounts of two, one and one on 500 lots and three, one and one on 1,000 lots, has been met by Judell & Company with a straight 4 per cent discount, thirty days' time, on lots of 500 or more. Other jobbers feel themselves forced to meet the discounts of the General Cigar Company, though some complain that they see no profit in doing so. Judell & Company are also extending the offer to assorted brands. And why shouldn't the retailer smile? It looks like a merry Christmas for him.

H. Falk, in charge of the office of G. W. Webb during his stay with the J. M. Martinez factory in Tampa, is very much pleased with the quality of the Reina Victoria, which they have sent him to sell at fifteen cents straight. And the Somello is a jewel for the price which is two for fifteen. These are the brands of the concern they have bought out, the old firm of Andres, Dias & Company. Mr. Falk states, however, that the trades are enthusiastic about the old brands that he has not had time to give the new goods a real try. There is, too, so much call for five cent cigars that the trade is not enthusiastic about trying any new brands of higher priced goods.

El Primo Factory Rushed

Sam Goss, the hustler of the El Primo Cigar Factory, states that they are being crowded both in their Los Angeles factory and in the San Francisco factory. He doubts their ability to fill Christmas orders one hundred per cent, but remarks that there will be enough any how to actually supply all the retailers can sell, for the reason that enthusiastic salesmen generally put over more on the retailer than he really has need for. Trade has been running big with them all summer long.

George Marzolf is now handling the business of the Palo Candy & Tobacco Company. They turned their affairs over to the creditors in time so that it is believed the debts will be fully paid out. The difficulty seems to have been small margins and poor collections. It is said that the candy wholesaling will be continued.

Leahy Successful

A peninsula distributor, who seems to be having a fine success, is C. H. Leahy, the manager and general hustler of the San Mateo Tobacco Company. Leahy has the reputation of being eternally on the move, so that he is making even on small margins.

Sam Israel reports that he is having excellent success with his new Post brand chocolates.

Dingman & Van Dyke, the factory men at the corner of Fourth and Harrison streets, are smiling and saying it's easy. They have had a good run for the entire year, and trade promises to wind up the year with a bang. Both men have had plenty of experience as salesmen, so they know how to go out after the trade when the trade fails to come around at the proper time, and with the proper emphasis.

One of the flourishing and lively stands of San Francisco is that of George Collins. His neighbors all know that George is on the street. He opened up with a radio circus when radio was at fever heat, and blocked the sidewalks. He hasn't forgotten the radio stunt, and comes back to it whenever circumstances justify. He blocked the street again, giving the baseball returns, and let the police look after the crowds while he and the sales force looked after the customers.

First Cigar Factory Opens in Russia Since Revolt

Moscow, Russia, Oct. 17.—For the first time since the Soviets took charge of Russia, cigars are again produced here. They are being manufactured at the Gaverneria factory, and the advent of the opening was the signal for many orders from all parts of the country. Formerly, it was almost the countersign of a capitalist for a Russian to smoke only a stogie here, but now even the trades unions are so prosperous that they have ordered 25,000 cigars from the factory's first shipments. If this continues, the soviet workers will soon smoke more cigars than was the habit of the exiled aristocrats, now in Paris smoking cigarettes, or in London smoking the pipe.

B. WASSERMAN CO.

77 Chambers Street

New York

Established 1870 Incorporated 1902

Importers

and

Distributors

of

Havana

and

Domestic Cigars

HAVANA CIGARS

*The
Leader
in All
the World's
Markets*

**ROMEO
y
JULIETA**

U. S. REPRESENTATIVE

WM. T. TAYLOR, 50 E. 42nd St., N.Y.C.

ROBERT E. LANE

Representing

"PARTAGAS"

107-109 WILLIAM STREET, NEW YORK

Corner John Street

Telephone John 4015

HOYO de MONTERREY

The Aristocrat of

Imported Cigars

VALERIANO GIUTERREZ, Representative

82 Wall Street

New York

R. LOPEZ TRUJILLO

Manufacturers of Clear Havana Cigars Exclusively

KEY WEST, FLORIDA

La Mas
Fermosa

After all
nothing satisfies like
a good cigar

Comal
Magnetica

EDUARDO H. GATO



Established Since 1871

BOUQUET de GATO—MI PREFERIDA—CRESSIDA
E. H. GATO CIGAR CO., Factories and Office, Key West, Fla.

TADEMA

INFINITO

LORD BYRON

CLEAR HAVANA CIGARS

ARGUELLES, LOPEZ & BRO., Inc., Makers

GENERAL OFFICE AND FACTORY, TAMPA, FLORIDA

Eastern Office: 222 PEARL ST., NEW YORK

Warehouse: HAVANA, CUBA

GUM TRAGACANTH

Special Grades for Cigar Manufacturers

PERFECT CIGAR GUM

(Powder)

RICHO POWDERED GUM

(3 Grades)

GENUINE SPANISH LICORICE

(Powder & Extract)

RICHO LABEL PASTE

(Powdered)

F. E. RICHARDSON & CO., 114 JOHN ST., NEW YORK, N.Y.

HATHEWAY AND STEANE

GROWERS OF CONN. SHADE

And packers of Leaf Tobacco

235 State Street Hartford, Conn.

Steane, Hartman & Co., Inc.

GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.
"After all, nothing satisfies like a good cigar."

HIPPLE BROS & CO., Inc.

HATFIELD, MASS.
GROWER AND PACKER OF
BROAD LEAF and HAVANA SEED Tobacco

E. L. KOHLBERG & SON

CONNECTICUT TOBACCOS

144 WATER ST., NEW YORK

Telephone John 2821

MANNING & KAHN, Inc.

Growers and Packers of
CONNECTICUT SHADE AND BROADLEAF
MANCHESTER, CONN.

M. J. GANS

PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobacco
219 State St., Hartford, Connecticut

A. N. SHEPARD & SON

GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
Headquarters: 53 Mechanic Street, Hartford, Conn.
Warehouses: Hartford, Conn.; Portland, Conn. TELEPHONE: CHAR. 7585

L. B. HAAS & CO., Inc.

Established 1853

Growers, Packers and Dealers

CONNECTICUT LEAF TOBACCO

146-152 State Street HARTFORD, CONN.

R. J. WHALEN

HATFIELD, MASS.
GROWER AND PACKER OF
BROAD LEAF and HAVANA SEED Tobacco

S. A. Fassler

W. L. Katzenstein

S. A. FASSLER & CO.

GROWERS OF SHADE AND PACKERS OF
CONNECTICUT TOBACCO
148 STATE ST., HARTFORD, CONN.

Tel. Laurel 456

BREWER BROTHERS

Growers and Packers
CONNECTICUT SHADE GROWN
HOCKANUM, HARTFORD, CONN.

Connecticut Has a Good Week With Many Sales

Prices Strong—Large Block Sales Not Numerous—Natural
Moisture Needed—Shed Water a Hazard to Crop—Shade
Leaf Rapidly Packed—Low Priced Tobacco All Sold.

HARTFORD, Oct. 31.—A fairly active week was enjoyed by our local leaf trade and sales were plenty in all grades and kinds. While no large blocks of the weed were sold, orders were in greater numbers than for some time past, and at prices fairly well maintained.

So far this fall we have had but very few days of tobacco damp weather, consequently there is less tobacco than usual at this time in the bundle. Most growers prefer to take down the crop when weather conditions are right rather than take it down in drishy state, and be compelled to put water on it in order to strip and bundle.

Water Hazard

With a crop like the 1925 it would be hazardous, in most cases, to use water on it in the sheds, for the leaf is thin and would stain easily. This would spoil many fine wrapper leaves, reducing values, and, in many cases, cause other damage distracting from values.

Very little driving has been done to look at the crop. No sales have been reported up to present time, nor has any one attempted to put a price on the crop in general, for so long as conditions remain in an uncertain state no one feels inclined to start the buying. Apparently each one is waiting for the other to start something.

Packing Shade Crop

The shade grown crop is rapidly being packed, not hurried, as labor is plenty, and the work goes along with clocklike precision. With the smaller acreage than a year ago, it will not take so long to have it ready for the market. The brisk demand for it indicates the entire crop should soon be sold, with many disappointments among some users, who put off making known their wants until too late.

Cheap Leaf Exhausted

Up to present time the demand for all low grades in broadleaf and Havana seed have been greater than the supply. Our markets are about cleaned out of all cheap binder leaf. As these are off the market, the upper grades will no doubt have a fair chance to move in

larger lots than they have been going, especially so since most of the 1923 crop has been sold. There is no over large stock of 1924 crop in the hands of packers. It will all be wanted long before the 1925 crop will be ready to work, for the chances are for a late buying and packing season on the latter crop, with perhaps many crops packed by the independent growers, who are not likely to accept prices that will rule when the crop does begin to move.

Lots of Buyers

Buyers were here in greater numbers than for some time past. Amongst them were: M. Neuberger, Jack Marqusee, B. Levy, R. Stanley, Max Hartman, all of New York; H. Jefferson, of the Lorillard Company; E. Schneider, of the American Cigar Company; A. Horn, of San Francisco; M. Schorin & Sons, of Brooklyn; M. Laupheimer, of Kraus & Company, Baltimore; J. Koeppte, of New York; Louis Kramer and M. Werner, of Bayuk Brothers; E. Boasberg and E. Jandorf, of Kaiser & Boasberg, Buffalo; Emil Wedeles, of Chicago; E. J. Hemple, of Pittsburgh; Benj. Schwartz, of Ephrata, Pa., and several others whom the writer did not chance to meet.

Rumors were fast and plenty about all the big sales, and while not confirmed, some really good sized deals are in the making, besides such sales that have been booked and shipments made.

Association Notes

There is little to report on the doings at 225 State street, for the only news given out is the report of the executive committee. All officers and employees have little to say, leaving only conjectures as to what is going on within.

Sales are being made daily, and at regular prices, but not in so large a quantity as to materially reduce holdings to any great extent. Nor do they bring them up to the volume needed to average up in proportion to stocks held, or bring returns as quickly as the members would like—and very much need.—NUTMEG.

SILBERMAN & KAHN, Inc.

Growers of Shade-Primed Connecticut.
Packers of Connecticut Broadleaf and Havana Seed.
109 COMMERCE STREET, HARTFORD, CONN.

The Home of Connecticut Broadleaf

J. E. SHEPARD

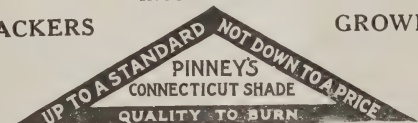
Grower and Packer of
Connecticut Broadleaf Tobacco
South Windsor, Conn.

W. S. PINNEY & CO.

INCORPORATED

PACKERS

GROWERS



651 Windsor St.,

Hartford, Conn.

HUNTTING BROS.

Growers and Packers of Connecticut Shade, Primed,
Broadleaf and Havana Seed
East Hartford, Conn.

Connecticut Association Has New Managers

HARTFORD, Oct. 31.—At the executive committee meeting of the Connecticut Tobacco Association held in Hartford, Frank J. Miskill was appointed roadleaf warehouse manager for the association. The four broadleaf assorting districts remain the same as in former years, and Mr. Miskill will be assisted by the same supervisors who have been in charge of the district work in the past. Mr. Miskill has had a life long experience in the tobacco business, being located at Broad Brook, and having both grown and packed tobacco for many years.

The committee also voted to assign the general supervision of the Havana seed assorting for this season in the Connecticut Valley to Vice-President J. Larkin Proulx, of Hatfield. The Havana seed assorting districts will be the same as last year, and Mr. Proulx will have associated with him the same supervisors who had charge of these districts in the past. Mr. Proulx has also grown and packed tobacco for many years.

The assorting and packing of the Association tobacco in the Housatonic Valley will be under the direction of J. E. Langerford of New Milford, subject to the advice and counsel of Director Taub, of the twenty-second district.

The chairman reported arrangements had been completed for the fire insurance on Association tobacco in warehouses, and at an average rate considerably lower than past years.

The committee learned with great regret of the death Monday, October 26, of Director Lyman A. Crafts, of Vtate. He was 71 years of age.

The sales for the past week were reported at about 600 cases. —WILLIAM WHITMORE, Secretary

Employment Statistics

WASHINGTON, D. C., Nov. 2.—September employment in the tobacco in-

dustry has just been made public by the Bureau of Labor Statistics, Department of Labor. Reports received by the bureau from 146 cigar and cigarette factories show the employment in September to have been 33,007, increasing in September to 33,968, an increase of 2.9 per cent. The payrolls in these plants increased less than one-tenth of one per cent, or from \$601,337 in August to \$601,608 in September.

Twenty-nine chewing and smoking tobacco and snuff plants reported their employment in August at 8,563, decreasing in September to 8,437, a decrease of 1.5 per cent. The payrolls in these plants also decreased from \$135,463 in August to \$135,342 in September, a decrease of 0.1 per cent.

The bureau also received replies from 140 cigar and cigarette factories, who reported their employment in September of last year at 32,527, increasing in the same month of this year to 32,795, an increase of 0.8 per cent. The payrolls in these plants, on the other hand, decreased from \$589,527 in September of last year to \$580,424 in September of this year, a decrease of 1.5 per cent.

Replies were also received by the bureau from 29 chewing and smoking tobacco and snuff factories who reported their employment in September of last year at 8,866, decreasing in the same month of this year to 8,437, a decrease of 4.8 per cent. The payrolls in these plants also decreased from \$144,527 in September of last year to \$135,342 in the same month of this year, a decrease of 6.4 per cent.—L.A.M.M.

Hinsdale, Smith & Co. Find Connecticut in Demand

Numerous recent requests for samples of Connecticut tobaccos show a reviving interest in cigar manufacturing as a whole, and Connecticut in particular, think Hinsdale, Smith & Company, Inc., 125 Maiden Lane, New York. More inquiry and sales are resulting from the apparent upward trend in trade, and the prospects for Havana and Sumatra are equally good, they say.

Tobacco Workers Coming and Going

WASHINGTON, D. C., Nov. 2.—During August eight immigrant cigars makers came into the United States while during the same month forty left here, according to the Bureau of Immigration, Department of Labor. During July and August seventeen immigrant cigar makers came into the country, while during the same two months fifty-six left here.

The bureau's figures show also that during August one cigarette maker came into the country, while none left that month, and during the July-August period three came into the country and fourteen left.

Three cigar packers came into the United States during August and none left, and during the two-month period four came into the country and one left here.

During August also no tobacco workers came into the United States and one left, and during the two-month period one came into the country and one left here.—L.A.M.M.

Chicago Leaf Auction of Mercantile Co.

CHICAGO, Ill., Nov. 2.—Seventy-five thousand pounds of leaf tobacco belonging to the Mercantile Leaf Tobacco Company, of this city, will be sold by Fred E. Hommel as trustee for creditors, Tuesday, November 10. Sale will be held at 214 West Lake street, and the grades offered are in almost everything the cigar trade uses, from Sumatra to scrap filler. Fixtures are also for sale. Julius Moses and Livingston E. Osborne are attorneys for the trustee, and the Samuel L. Winternitz & Company, 407 First National Bank Building, are the auctioneers.

Schwartz Production More Than Doubled

DETROIT, Mich., Oct. 31.—The Bernard Schwartz Cigar Corporation, maker of the R. G. Dun Cigar, reported that the

production during the quarter ending with September, 1924, was 5,600,000 cigars. For this year, in the corresponding quarter ending September 30, the Schwartz folk produced 11,682,000 cigars. Earnings increased also, as the previous year's quarter was \$73,600 net, while this year's quarter showed \$98,846 net. This is equal to \$2.50 a share on the 160,000 outstanding shares. Assets are now \$1,018,174, against \$54,724 of current liabilities, with no banking indebtedness whatsoever.

R. G. Dun Sales Manager Visits Buffalo

BUFFALO, N. Y., Oct. 31.—Business conditions in Buffalo have been of considerable interest to Milton J. Petrie, sales manager of the Bernard Schwartz Cigar Corporation, Detroit, Mich., in his inspection of the R. G. Dun cigar agency here this past week. Mr. Petrie was very well pleased with what he saw and heard, and he earnestly complimented local manager Norris Treble upon the high marks recorded in sales.

Jack Marquess Runs Up To New Milford

To the New Milford warehouse of Julius Marquess & Son, 141 Water street, New York, went Jack Marquess last week to examine some of the firm's fine packings.

Jerome Kohlberg in the Connecticut Market

Connecticut warehouses were again looked over by Jerome Kohlberg, of E. L. Kohlberg & Son, New York, during the past week.

Emil Wedeles Passes Through New York

On his way to Connecticut, Emil Wedeles, of Wedeles Brothers, Chicago, stopped over in New York for a few calls on Water street.



AT YOUR SERVICE

1924 Broadleaf No. 2 Long Seconds
43 Short Seconds

1924 Havana Seed . . . All Grades

1923 Broadleaf Mediums
Broadleaf Long Seconds
Broadleaf Dark Wrappers

1923 Havana Seed Dark Wrappers

1923 and 1924 Primed Havana, limited quantity

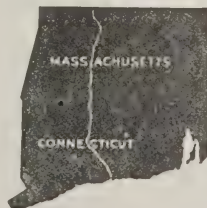
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E. B. FICKLEN TOBACCO CO.

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Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

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Packers and Dealers in
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Virginia, Eastern Carolina and South Carolina Tobaccos

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VIRGINIA DARK TOBACCO

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Ample facilities for steam and air drying

We manufacture hoghead shooks. Stock on hand at all times

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Dealers in
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Bentley's

Clean, Uniform Strips a Specialty

ROCKY MOUNT, NORTH CAROLINA, U. S. A.

Henderson Averages Run to High Levels

HENDERSON, N. C., Oct. 31.—Sales on the Henderson auction tobacco market during the week ended yesterday, broke all records for the past three years in the number of pounds handled, and sent price averages to the highest levels of the present season, and to a mark touched during only a few weeks of the 1924-25 season, and never equalled at all during the 1923-24 season, according to official statistics available today.

The market handled a total of 690,918 pounds, which sold for \$169,141.47, at an average of \$24.48 per hundred pounds. This brings the season total to 1,752,132 pounds, selling for \$364,454.58, or an average of \$20.80 per hundred pounds.

Every day of the past week the sales went above the 100,000 pound level, an achievement not equalled during any one week of the present season, nor at any time during the past two seasons. It is believed this record puts the Henderson market well on toward the front rank of all markets in this section of the middle belt.

Counting the first two days of the 1925 season, October 1 and 2, as a week, yesterday's sales marked the end of the fifth week on the Henderson market. At the end of the fifth week of the 1924 season the local market had sold 1,339,308 pounds of tobacco for \$235,574.13, at an average of \$17.58 per hundred. Sales for the fifth week last year by itself amounted to 217,632 pounds, selling for \$44,883.07, at an average of \$20.62 per hundred.

This comparison shows the tremendous advantage of the local market this year over that of a year ago, and is regarded as an indication of the growing popularity of Henderson as a tobacco market, and as a place for high averages for the weed sold.

During the past week individual sales made almost as high as 90 cents a pound in many instances, and piles running from 60 to 80 cents a pound have been more or less common. The poorer grades are fast giving way to the better types of the weed, and there is apparently a marked improvement in the general standard of prices offered by the buyers.

Farmers are coming to the Henderson market, warehousemen say, from as great a distance as 30 to 40 miles, and many from Franklin and Warren counties are seen on the Henderson market. Virtually without exception they are going away highly pleased with the prices and the treatment received here, and declaring they will be back again with additional loads of their weed before they finish with the crop. It is felt here that the Henderson market is decidedly on the upgrade, and an air of optimism and hopefulness is apparent among both warehousemen and farmers as well as the business community.

Men close to the farming folks say next week will see bigger breaks here than this week has had. Henderson is

expected to assume its old-time position as one of the strongest markets in this belt, and warehousemen and buyers declare they are ready to do their part toward making it go beyond previous seasons. All that is needed, they point out, is that the tobacco be brought in, and the farmers are apparently making up their minds to do that.

The campaign for increased sales and deliveries here extends to the members of the Tobacco Growers Cooperative Association, and the boosters are anxious for members of the pool to deliver their tobacco in Henderson. Those who are working for a market of 10,000,000 pounds proportions here this season are satisfied now that their goal will be reached if the present rate of sales is kept up for the next two months until the Christmas holidays and then in reasonable proportions until the end of the season.

Company Officials Visit the Henderson Market

HENDERSON, N. C., Oct. 31.—Representative officials of some of the larger tobacco companies, who have buyers on the Henderson auction market, paid a visit to their buyers and the local market during this week. They were understood to be very much pleased with the situation they found here, and were optimistic over conditions and the future of the season as to prices and offerings.

Among those who were here during the week were A. L. Sylvester and C. A. Penn, both of New York City, and both vice-presidents of the American Tobacco Company. James A. Hickey, of Richmond, of the Imperial Tobacco Company, was on the market, as were E. G. Currin and James R. Green, of Richmond, Va., officials of the Export Leaf Tobacco Company. All were on an official tour of the markets where they have buyers in the Carolina belt.

George M. Harris, son of A. J. Harris of this city, who for six years has been in Turkey with the Cary Tobacco Company of New York, is here on a brief vacation visiting relatives.

T. C. Jordan, formerly of Danville, where he was connected with the John E. Hughes Tobacco Company, has come to Henderson and has bought a big block of stock in the Henderson Tobacco Company, of which concern he has been made secretary. Mr. Jordan is a young man who has learned the tobacco business rapidly, and has moved his family to this city where they will make their home. Mr. Jordan is buyer on the local market for the Henderson Tobacco Company.

A local agency of the United Cigar Stores Company has been opened in Henderson in the W. W. Parker drug store. A full line of the company's cigars, cigarettes and tobaccos is carried, together with all kinds of supplies and accessories for smokers, such as pipes, holders and the like.

W. T. COUSINS & CO. "OLD BELT" SMOKING TOBACCO DANVILLE, VA.

Buyers of All Grades of Virginia and Carolina Tobaccos

a Specialty

Winston-Salem Prices Please Growers

WINSTON-SALEM, N. C., Oct. 31.—The tobacco month just ended has been a very satisfactory one to both growers and warehousemen in the Old Belt. This market sold during the month 8,871,022 pounds of tobacco, which brought the sellers \$1,676,632.71, making an average per hundred pounds of \$18.90. During the past week the sales were 2,532,766 pounds and the average \$20.15. All during the week the prices have been very uniform and while red tobacco seemed a bit hard to sell, these grades went off at very satisfactory prices. It has been no trouble on the part of the warehousemen to sell any of the better grades of tobacco, for on the really desirable types, competition is stronger than it has been in years.

Some tobacco has drifted into the market from the east, but these types sell better in the east. Types from the central belt and far off portions of the old belt of Virginia, are coming this year to this market and these types are eagerly sought by all of the companies, and it makes no difference in the sales, even though this tobacco should be raised within a mile or so of any market in the old belt or bought on any market, anywhere.

During the past week some mighty fine averages have been made, many of them running around \$40 to \$50. Some of them as high as \$55 and \$58. The highest average of the week reported is that made by J. B. Albert of Rockingham. Mr. Albert's average for his entire load was \$62.66. His prices ran from \$54 to \$71 a hundred pounds.

But few tags have been "turned" during this week. This speaks well for prices, but then the farmers of this belt deserve good prices for the tobacco sold here seems to be better graded and better care taken with it by the sellers. Even the common grades are carefully covered up over night by the farmers, regardless of the grade, for it represents to them the toil and labor of a year and the buying companies on this market are "straining" their hands to send them back with the best prices they have for the various grades. Small wonder it is that this great market—the biggest tobacco marketing center in the world—is drawing tobacco this season from a radius of hundreds of miles.—McFARLAND.

Tobacco Co-ops Improve Record

RALEIGH, N. C., Oct. 31.—The Tobacco Growers' Co-operative Association has received more than 32,000,000 pounds of tobacco from the present crop and according to the report made at the meeting of its board of directors last week, the association was 4,500 pounds ahead of the 1924 season's receipts up to October 19.

The organized tobacco farmers have also benefited this year from the increased cash advance for their tobacco, which has been maintained in every belt at 65 per cent of bankers' valuation. This is shown by the fact that \$3,375,402.25 had been received by the members up to October 19, as compared to \$2,444,354.42 for last season's deliveries up to the same date. This shows a substantial gain in deliveries to the association, and in payments to its members.

Another cash payment on deliveries of the 1924 crop will be made to the organized tobacco farmers at the earliest possible date, according to their directors who point to the fact that of the 447,000,000 pounds of tobacco received by the association during its first three years of operation only 34,000,000 pounds of the bright tobacco which has been redried remain unsold and of the dark-fired tobacco delivered to the association 20,000,000 pounds of the red-dried product are now in hand.

The tobacco association this year

adopted a very liberal policy towards its members, who failed to make deliveries of tobacco the past season. No penalty was taken from the deliveries of the present crop to pay for contract breaking in other years. On the other hand, the association will take legal means to protect its loyal members from contract breakers who fail to deliver this year's crop to the co-operative floors.

Permanent injunctions restraining eight members of the tobacco association in Vance County from selling their tobacco out side the pool were granted the association in Vance County Superior Court. In instances where sales on the auction market had actually been made, judgments were given representing five cents a pound on tobacco sold, and in the costs granted were included in each case a \$25 fee for attorneys.

Similar cases in every county of the old belt where action appears necessary will be vigorously carried on, according to William T. Joyner, resident attorney of the association at its Raleigh headquarters. Fully 85 per cent of all the cases brought by the tobacco association in the courts have so far been decided in favor of the association.—S. D. FRISSELL.

Danville Market Growing Stronger

DANVILLE, Va., Oct. 31.—The Danville tobacco market continues to develop strength, another notable rise being seen in the average price paid here for leaf during the past week.

Two weeks ago the average stood at \$13.92 per hundred, jumping from there to \$16.18 and this week to \$17.42. The official figures show sales for the week totalling 2,755,165 pounds, sold for \$480,106.24, while the sales for the entire season now foot up to 6,142,927 pounds sold for \$999,255.36 the season's average being \$16.26 per hundred pounds.

The improved price level this week was forecast nearly all desirable grades bringing more money than they did a week ago. There has been in evidence some slight improvement of the quality of the offerings, although the commoner grades are still predominating.—TETLEY.

W. D. Powell Co. in New Danville Offices

DANVILLE, Va., Oct. 31.—The W. D. Powell Company has secured office quarters in the plant of W. Y. Noell and is occupying a new suite of offices prepared for it in that roomy factory. All of the tobacco, which went down in the spectacular crash several weeks ago, has now been salvaged and the impression prevails that the damage has not been so heavy as was first indicated. Rain did not blacken the "co-operative" tobacco which was stored there and the breakage of hogsheads did not damage the leaf as had been feared. A competent force of inspectors is now at work examining every hogshead that fell and, where necessary, such tobacco is being rehandled.

No litigation has developed thus far, although there are numerous reports going the rounds of the trade.—TETLEY.

Lawrenceville Sales to Increase

LAWRENCEVILLE, Va., Oct. 31.—Total tobacco sales for official week ending Oct. 30, 117,450 pounds; average price, \$16.25 per 100 pounds. Sold to date of 1925 crop, 345,495 pounds; average price per 100 pounds, \$16.94. Sold to same time last year, 224,356 pounds; average price per 100 pounds \$18.24.

Sales this week have been light, and have consisted mostly of common tobaccos. Some fancy tobaccos have showed up, bringing very satisfactory prices. Our sales will increase from now on.—A. R. MEREDITH.

W. T. HUGHES President M. T. HUGHES Vice President W. T. HUGHES, JR. Sec'y and Treas.

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Domestic and Export

Long Experience. Specialize on Bright and Mahogany Wrappers. Fine Cutters. Export Leaf and Strips.

New Factory Modernly Equipped for Steam and Air Drying and Free From Tobacco Beetles.

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ALL GRADES VIRGINIA, CAROLINA AND KENTUCKY TOBACCO
ORDER OR CONTRACT—SAMPLE UPON APPLICATION
Storage Capacity 5,000 hogsheads
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GEO. C. SWAIN F. W. BROWN

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Bright and Dark Virginia
Burley—Western—Seed Leaf
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WHITEHEAD & ANDERSON
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All types of bright flue cured, sun cured and dark fired Virginia Tobaccos.

We sell to the trade either in green warehouse order, or redried.

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**LEAF DEPARTMENT AND SAMPLE ROOMS
 PRESBYTERIAN PUBLISHING COMPANY BUILDING
 SIXTH STREET
 RICHMOND, VA.**

The Richmond Market Opens

RICHMOND, Va., Oct. 31.—The Richmond loose tobacco warehouse sales opened this week with two small sales of primings. Considering the drouth of the past summer, the quality is good. The darker grades suitable for the cigar trade brought from 4 to 6½ cents, while the red or smoker grades sold up to 7½ cents.

There will scarcely be over 50,000 pounds of all primings sold on this market this season. These will soon be old, and the market will then be open for the sale of sun cured leaf tobacco.—R. C. MORTON & Co.

South Boston Makes an Average of \$13.59

SOUTH BOSTON, Va., Oct. 31.—Total tobacco sales for official week ending Oct. 28, 380,535 pounds; average price, \$13.59 per 100 pounds. Sold to date of 1925 crop, 1,061,679 pounds; average price per 100 pounds, \$13.33.

Sales for the past week were very common, although the prices held firm throughout the week. Cutters were much higher this week.—E. L. EVANS, Secretary of the Tobacco Board of Trade.

Common Grades Feature the Roxboro Market

ROXBORO, N. C., Oct. 31.—Total tobacco sales for official week ending Oct. 30, 211,572 pounds; average price, \$12.52 per 100 pounds. Sold to date of 1925 crop, 608,991 pounds; average price per 100 pounds, \$12.50. Sold to same time last year, 865,053 pounds; average price per 100 pounds, \$23.25. Breaks still light. Common quality predominates. Farmers much interested seeding big crop of wheat.—Geo. W. WALKER, Secretary of the Tobacco Board of Trade.

Higher Rates Not Justified

WASHINGTON, D. C., Nov. 2.—The proposed increased rates on export and coastwise unmanufactured tobacco received for storage and warehousing at Newport News and Morrison, Virginia, have not been found justified by the Interstate Commerce Commission, and the suspended schedules have been ordered cancelled and the proceeding discontinued.

This decision was rendered with I. & S. Docket 2386, relative to increased rates on tobacco stored at Newport News and Morrison, Virginia.—L.A.M.M.

Oxford Offerings

OXFORD, N. C., Oct. 31.—Our market has sold for the week 560,478 pounds, at an average of \$22.89. This brings the season's offerings to 1,596,952 pounds, amounting to \$309,512.52, and averaging \$19.38.

Our market sold to this date last season 2,139,629 pounds at an average of \$21.52.

The increased average over last week is due in part to better quality tobaccos being offered and to the increased activity on all bright cigarette tobaccos.—W. A. ADAMS Co.

Kenbridge Sales Light

KENBRIDGE, Va., Oct. 31.—Total tobacco sales to date of 1925 crop, 233,004 pounds; average price per 100 pounds, \$13.92. Sold to same time last year, 286,492 pounds; average price per 100 pounds \$14.70. Offerings very common quality—in fact, poor, consisting of non-descript grades. The prices are higher, especially on cutters and lugs.—C. G. PATTERSON, Secretary, Tobacco Board of Trade.

Czechoslovakian Crops

WASHINGTON, D. C., Oct. 31.—The following table shows the area planted and the production of tobacco in Czechoslovakia for 1923, 1924, and 1925. It will be noted that the increase in production is not commensurate with the increase in the area sown. This is due to the adverse weather conditions which

prevailed during the growing season, low temperatures with excessive rainfall having been prevalent. In view of the great increase in area sown to tobacco this year, as compared with 1924, it is quite probable that the final figures will show a somewhat larger yield than the original estimate as given below.

	Acres	Pounds
1923	6,672	6,150,834
1924	10,131	12,720,542
1925	13,348	13,227,600

Cause of W. T. Clark's Death Sought in China

RICHMOND, Va., Nov. 1.—The Universal Leaf Tobacco Company, through its vice-president, J. P. Harrison, in Shanghai, China, has begun a rigorous and thorough investigation of the circumstances surrounding the death some weeks ago of W. T. Clark, the agent in charge of Universal's Shanghai office.

Vice-President Harrison has been advised that there is substantial reason to believe that Mr. Clark met with foul play and it is expected that the Chinese government will be interrogated, the arrest and punishment of the guilty party or parties demanded, and an apology and indemnity for the widow of the agent exacted, if the facts are established that the American met death at the hands of an assassin.

Mr. Clark, whose home was in Paris, Ky., was sent to Shanghai to look after the company's business there and had been in charge of the Shanghai office since July. A cable report was received some weeks ago to the effect that he had been found dead in his office. His friends in Shanghai became suspicious because of certain circumstances and demanded an inquest. This was held, and a verdict of suicide returned. Mr. Clark's body was hermetically sealed and shipped to his late home at Paris, Ky. Friends of the dead man communicated their suspicions to the company here in Richmond and to members of his family. The result was an autopsy held in Paris, Ky., last week. The Kentucky jury declared Clark the victim of murder when it was found that his skull had been crushed in three places, either two of these head wounds being sufficient to have brought about his death. One fracture was at the back of his head, one at the base of the skull and one immediately behind the left ear.

The Universal Leaf Tobacco Company's general offices here were notified of the findings of the jury at Paris, and J. P. Harrison, vice-president of the company stationed at Shanghai, was at once notified to spare neither pains nor money to bring the guilty to justice.—JACK.

Rocky Mount Average Up

ROCKY MOUNT, N. C., Oct. 31.—Total tobacco sales for official week ending October 29, 1925, 2,067,084 pounds; average price, \$28.59 per 100 pounds. Sold to date of 1925 crop, 14,388,392 pounds; average price per 100 pounds, \$23.20. Sold to same time last year, 9,851,594 pounds; average price per 100 pounds \$23.20.—ROCKY MOUNT TOBACCO BOARD OF TRADE.

Greenville Market Blocked For Two Weeks

GREENVILLE, N. C., Oct. 31.—Total tobacco sales for official week ending Oct. 30, 2,948,398 pounds; average price, \$33.13 per 100 pounds. Sold to date of 1925 crop, 24,656,777 pounds; average price per 100 pounds, \$24.42. Market has been blocked for two weeks.—K. W. COBB, Secretary, Greenville Tobacco Board of Trade.

Farmville Average, \$33.87

FARMVILLE, N. C., Oct. 31.—Total tobacco sales for official week ending Oct. 30, 939,932 pounds; average price, \$33.87 per 100 pounds. Sold to date of 1925 crop, 7,248,584 pounds; average price per 100 pounds, \$24.48. Prices good on all grades. About 65 per cent of crop sold to date.—L. P. THOMAS, Secretary, Farmville Tobacco Board of Trade.

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except in countries with the silver standard, where parity fluctuates with the price of silver.

Closing Rates Monday

STERLING—Par \$4.86½ per sovereign.	
Demand, \$4.84½	Cables, \$4.85½
FRANCE—Par 19.3 cents per franc.	
Demand, 4.18½	Cables, 4.19
ITALY—Par 19.3 cents per lira.	
Demand, 3.96½	Cables, 3.97
BELGIUM—Par 19.3 cents per franc.	
Demand, 4.52	Cables, 4.52½
GERMANY—Par 29.8 cents per mark.	
Demand, 23.81	Cables, 23.81
AUSTRIA—Par 14.07 cents per schilling.	
Demand, 14.125	Cables, 14.125
DENMARK—Par 26.8 cents per krone.	
Demand, 24.98	Cables, 25.00
GREECE—Par 19.3 cents per drachma.	
Demand, 1.56¼	Cables, 1.37½
HOLLAND—Par 40.2 cents per florin.	
Demand, 40.22	Cables, 40.24
HUNGARY—Par 20.3 cents per crown.	
Demand, .0014½	Cables, .0014½
NORWAY—Par 26.8 cents per krone.	
Demand, 20.40	Cables, 20.42
SPAIN—Par 19.3 cents per peseta.	
Demand, 14.31	Cables, 14.32
SWEDEN—Par 26.8 cents per krona.	
Demand, 26.75	Cables, 26.77
SWITZERLAND—Par 19.3 cents per franc.	
Demand, 19.27	Cables, 19.28
CHINA—Cents per silver dollar for Hongkong; per tael for Shanghai and Peking.	
Hongkong—	
Demand, .59.63	Cables, .59.75
Peking—	
Demand—71.00 81.50 82.00 79.00	

Shanghai—Demand, .76.63	Cables, .76.75
PHILIPPINE ISLANDS—Manila: Par 50 cents per silver peso.	
Demand, .50.00	Cables, .50.25
JAPAN—Par 49.8 cents per yen.	
Demand, .41.63	Cables, .41.25
ARGENTINA—Par 42.44 cents per Argentine paper dollar.	
Demand, .41.25	Cables, .41.38
BRAZIL—Par 32.45 cents per paper milreis	
Demand, .14.94	Cables, .15.00

Would Have Tax on Amber Removed

WASHINGTON, D. C., Nov. 2.—Representative Charles G. Bond, of Brooklyn, N. Y., appeared before the Ways and Means Committee of the House of Representatives last Friday asking for a repeal of the so-called nuisance tax on amber and meerschaum pipes as provided for in section 600, subdivision 7, of the present Revenue Act. This section reads:

"Cigar and cigarette holders and pipes, composed wholly or in part of meerschaum or amber, and humidors, ten per centum."

Representative Bond, referring to this as a nuisance tax, stated that during the past year only about \$65,000 was collected by the Federal Government, and he contended that it is an expensive tax to collect. He also called the Committee's attention to the fact that no such tax is levied on briar, wood or any other commodity from which pipes and holders are made. For this reason, he said, it is discriminatory. Mr. Bond contended that several small concerns have recently gone out of business and this was due at least in part, he said, to the tax.—L.A.M.M.

Leaf Tobacco Held by Manufacturers and Dealers

October 1, 1925 and 1924, and July 1, and April 1, 1925

WASHINGTON, D. C., 2 P. M., Oct. 29.—These statistics represent the quantity of leaf tobacco reported as held (1) by manufacturers who, according to the returns of the Commissioner of Internal Revenue, manufactured during the preceding calendar year more than 50,000 pounds of tobacco, 250,000 cigars, or 1,000,000 cigarettes; (2) by all registered dealers in leaf tobacco; and (3) all imported leaf tobacco in United States bonded warehouses and bonded manufacturing warehouses.

	October 1, 1925	October 1, 1924	July 1, 1925	April 1, 1925
Aggregate*	1,754,595,720	1,724,767,418	1,847,224,526	2,035,677,863
Chewing, smoking, snuff, and export types: Total	1,289,447,017	1,239,936,181	1,337,783,775	1,522,217,387
Burley	459,087,228	428,332,006	498,045,413	562,769,273
Dark Dist. of Ky. and Tenn.—Total	251,409,398	243,697,316	310,832,578	341,133,110
Dark fired of Clarksville, Hopkinsville and Paducah Dist.	151,188,953	143,445,695	192,686,545	197,605,015
Henderson	5,836,652	3,811,520	8,472,362	13,594,922
Green River	51,955,201	54,676,317	57,138,812	70,725,796
One Sucker	42,428,592	41,763,784	52,534,859	59,207,377
Virginia Sun Cured	4,172,732	6,255,402	5,502,849	6,768,663
Virginia Dark	43,068,989	34,155,225	49,467,774	55,932,782
Bright Yellow Dist. of Va., N. C. S. C., and Ga.	513,171,248	510,019,927	462,311,220	543,605,244
Maryland	16,677,906	15,231,756	8,757,904	9,072,000
All other domestics, including Perique-Louisiana	340,446	215,296	383,609	269,338
Eastern Ohio Export	1,519,429	2,029,253	2,482,428	2,666,977
Cigar types: Total	389,912,642	407,066,735	423,975,046	422,966,173

New England, including Connecticut—Total	103,986,579	94,322,109	112,452,694	113,154,815
Broad leaf	44,712,206	39,826,737	49,382,112	43,978,327
Havana seed	48,862,319	44,790,625	53,577,550	58,543,960
Shade grown	10,412,054	9,704,747	9,493,032	10,632,528
New York	4,438,354	3,182,634	4,392,657	4,159,063
Pennsylvania	113,399,696	109,726,228	122,486,689	118,584,659
Ohio	56,380,563	73,730,996	61,024,181	63,296,347
Wisconsin	98,223,449	110,004,979	110,344,095	107,437,808
Georgia and Florida	5,308,191	6,604,008	4,758,681	5,930,117
Porto Rico	8,073,723	9,220,658	8,350,401	10,130,488
All other domestic	102,087	274,763	165,648	272,276
Imported types	75,236,061	77,764,862	85,465,705	90,494,303

* Leaf tobacco on hand Oct. 1, 1925, includes 1,442,699,417 pounds, for which the "Marked Weight" was reported (i. e., weight at time it was packed or baled), and 311,896,303 pounds for which the "Actual weight" was reported. The corresponding amounts included for 1924 were 1,351,191,430 and 373,575,988 pounds, respectively; for July 1, 1925, 1,508,145,794 and 339,078,732 pounds, respectively, and for April 1, 1925, 1,677,592,871 and 358,084,992 pounds, respectively. Allowance should be made for shrinkage on the amounts for which "Marked weight" was reported, in order to ascertain the actual weight. The total for Oct. 1, 1925, includes 1,630,937,807 pounds of unstemmed and 123,657,913 pounds of stemmed leaf tobacco.

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T.S. WILLIAMSON Pres. W.M. C. SPENCER, Vice Pres. C.E. WILLIAMSON Sec. Treas.

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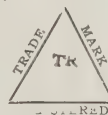
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Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.

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Samples sent on request.

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RICHMOND OFFICE
100—Shoekoe Slip

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CODES USED: Western Union, Arnold's 5 and 15, Bentley's

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QUALITY WORKMANSHIP

ESTABLISHED 1870

South American Cigarette Paper Imports

WASHINGTON, D. C., Oct. 26.—Central America purchases annually about 25 per cent of the total United States exports of cigarette paper and books. These shipments to central America amounted to 161,398 pounds in 1923, to 137,192 pounds in 1924, and to 73,374 pounds during the first nine months of 1925, and were valued at \$41,368, \$39,519, and \$21,090, respectively. Guatemala is the largest buyer of American cigarette paper in Central America, followed by Honduras, Salvador, Panama, Costa Rica, Nicaragua and British Honduras, in the order of their importance in 1924. Spain is the most important competitor of the United States in this market, with Germany second and France third. Most of the cigarette paper imported from Spain is a cheap yellowish brown paper made of wheat straw, while that from the United States and other countries is white rice paper.

Spain Dominates Costa Rican Market

Imports of cigarette paper into Costa Rica during 1923 amounted to 81,195 pounds, valued at \$16,590, of which Spain supplied 94 per cent and the United States 4 per cent. Exports from the United States amounted to 2,501 pounds in 1924, valued at \$971, and to 1,513 pounds, valued at \$635, in the first nine months of 1925. Cigarette paper is imported into Costa Rica under government monopoly and although it may be placed on sale by any firm fulfilling all the conditions required, it remains under control of the government until cleared from the customs. Spanish paper on this market is made from wheat straw and is sold in sheets 20 by 13½ inches in size.

Guatemala Imports Spanish and American Papers

Imports of cigarette paper into Guatemala dropped from 270,754 pounds in 1922 to 193,866 pounds in 1923, and to 68,993 pounds in 1924, valued at \$64,107, \$40,856, and \$25,316, respectively. Of the 1924 total 45 per cent came from the United States, 36 per cent from Spain, 17 per cent from Germany, and the balance from France, the Netherlands, and Panama. Figures covering importations of cigarette paper into Guatemala are not an accurate gauge to consumption, as much paper used for cigarettes is manufactured for other purposes.

It is estimated that 60 per cent of the cigarettes consumed in Guatemala are hand made. The three factories produc-

ing the other 40 per cent use about 16,000 rolls of cigarette paper annual, most of which is purchased from Spain. These rolls come in widths of 25 and 29 millimeters. The better class smokers either purchase machine made cigarettes or use cigarette paper books of French or American origin. Other smokers either make their own or buy them from the small shops where they are made by the Indian women from light yellow manifold typewriter paper or from corn shucks.

United States Chief Source of Honduran Imports

In contradistinction to that used in most of the other Central American countries, the bulk of the cigarette paper consumed in Honduras is white rice paper. The United States is the principal source of supply and occupies a favorable position because of the demand for heavily ribbed rice paper, which European exporters seem unable to supply. United States exports of cigarette paper to Honduras, the only statistics available, amounted to 54,527 pounds in 1923 and 54,074 pounds in 1924, while 43,504 pounds were shipped during the first nine months of this year. These shipments were valued at \$16,887, \$16,464, and \$12,741, respectively.

The cigarette paper imported into southern Honduras is sold in sheets principally to the house industry, while in northern Honduras the bulk of the paper is imported in rolls for use in factories. The American paper, which is sold in sheets, is packed in reams of 500, size 18 by 24 inches, and each group of 100 or 125 sheets in the ream subdivided by the insertion of a sheet of light weight colored paper to aid in counting out less than ream quantities for retail sale. Roll paper is imported principally from Spain and rance, all the brown paper sold is of Spanish origin and comes in sheets size 13 by 24 inches, weighing 5 pounds per ream of 500 sheets.

Salvador Buys Mostly Spanish Paper

Receipts of cigarette paper into Salvador rose from 137,894 pounds in 1922 to 158,504 pounds in 1923. Of the 1923 quantity 41 per cent came from Spain, 33 per cent from the United States, 11 per cent from France, 10 per cent from Germany and 5 per cent from Czechoslovakia, as against 45, 28, 9, 7 and 11 per cent respectively in 1922. Exports of cigarette paper from the United States to Salvador amounted to 14,859 pounds in 1924 and to 7,074 pounds during the first nine months of this year.

Cable "Winleaf" Winston, Salem, N. C.—Codes A B C 4th & 5th Editions Western Union

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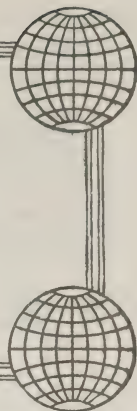
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Well equipped in every respect to handle all fire-cured dark grades in any manner (natural or artificial drying) and to supply specialties in any quantities. Also efficient in handling export orders to any foreign port. Equipment coupled with geographical location enables best of services and strictly first hand source quotations.

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ENGLAND—Invade, Liverpool.**ROSS TOBACCO COMPANY, (Incorporated)**

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Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying
U. S. A. Offices—Owensboro, Ky.British Offices—John Ross & Co., No. 27 King St., Liverpool, Eng.
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Buyers on all Hoghead and Loose Leaf Markets in Burley and Dark Sections**CIGARETTE PAPERS**

IN BOBBINS, REAMS AND BOOKLETS

ALSO CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS

MAX SPIEGEL & SONS CO., Inc., 34 West 17th St., New York

Louisville Market

LOUISVILLE, Ky., Oct. 31.—The Louisville Tobacco Board of Trade reports the hoghead leaf tobacco transactions as follows:

Tobacco Sales for the Week and Year to October 30

Ware-houses	Auction Sales	Private Sales	Total for Week	Year Jan. 1 to date
Kentucky & Louisville	44	21	65	5,527
Main Street	19	..	19	2,663
Planters	..	..	..	..
Farmers	16	75	91	3,878
New Tenth Street	..	..	..	..
	79	96	175	13,152
Year 1924	..	..	234	19,819
Year 1923	..	..	203	29,168
Year 1922	..	..	879	58,881

Classifications of this Week's Sales

1925 Crop	Old Crops	1924 Crop	Total
Burley	13	2	148
Dark	..	..	12
	13	2	160

Classifications of Sales Jan. 1 to Date

1925 Crop	Old Crops	1924 Crop	Total
Burley	34	2,044	9,443
Dark	..	1,245	386
	34	3,289	9,829

Classification of Sales to same Date in

1924	1923	1922
Burley	15,707	25,587
Dark	4,112	3,581
	19,819	29,168

Comparisons with Previous Years

SALES	1925	1924	1923
Total sales of new crop to date	12,489	16,910	20,391
Sales of new crop to date. Original inspection	10,520	14,682	16,539

REJECTIONS

Rejections this week:	23
Burley
Dark

Total	23	42	28
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Percentage of rejections to auction sales:	30
Burley
Dark

Total	29	21	17
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Rejections Jan. 1 to date:	2,360
Burley	194
Dark

Total	2,554	3,103	6,325
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RECEIPTS

Receipts this week	112	96	47
Receipts Jan. 1 to date	10,299	15,582	20,719

Official Quotations at Louisville, October 30

	Burley	Dark	Dark
	Red	Red	Color
Trash, green	8-10	11-13	14-16
or mixed	10-11	12-14	17-19
Common lugs	13-15	16-18	19-21
Medium lugs	17-19	20-22	23-25
Good lugs	20-22	23-25	26-28
Com. leaf, short	11-12	14-16	18-20
Common leaf	16-18	19-21	22-24
Medium leaf	18-20	22-24	26-28
Good leaf	24-26	26-28	29-31
Fine & Select	28-30	30-32	33-35

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—
F. E. BROCKAR, Secretary.

NOTE.—Burley, 1925 crop, 34 hds. average \$15.29.

Monthly Report

Tobacco Sales for the Month and Year to October 31

Ware-houses	Auction Sales	Private Sales	Total for Month	Year Jan. 1 to date
Kentucky & Louisville	134	144	278	5,527
Main Street	37	38	75	2,663
Planters	..	..	..	..
Farmers	55	136	191	3,878
New 10th St.	..	..	..	..
	226	318	544	13,152
Year 1924	..	..	1,217	19,819
Year 1923	..	..	1,175	29,033
Year 1922	..	..	2,731	58,002

Classifications of this Month's Sales

1925 Crop	Old Crops	1924 Crop	Total
Burley	34	2	148
Dark	..	..	12
	34	2	160

Classification of Sales Jan. 1 to Date

1925 Crop	Old Crops	1924 Crop	Total
Burley	34	2,044	9,443
Dark	..	1,245	386
	34	3,289	9,829

Classification of Sales to same Date in

1924	1923	1922
Burley	15,707	25,495
Dark	4,112	3,558
	19,819	29,053

Comparisons with Previous Years

SALES	1925	1924	1923
Total sales of new crop to date	12,489	16,910	20,391
Sales of new crop to date. Original inspection	10,520	14,682	16,539

REJECTIONS

Rejections this month:	69
Burley
Dark

Total	73	232	21
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Percentage of rejections to auction sales:

Burley	33
Dark

Total	32	31	..
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RECEIPTS

Receipts this month:	267	636	5
Receipts, Jan. 1 to date	10,307	15,582	20,719

Stock Report

Receipts, Deliveries and Stocks for Month and Year to October 31

Warehouses	Receipts During Month	Deliveries During Month	Receipts Jan. 1 to Date	Deliveries Jan. 1 to Date
Kentucky & Louisville	152	291	4,710	5,341
Main Street	47	34	2,022	2,362
Planters	..	..	..	..
Farmers	68	46	2,866	3,273
New 10th St.	..	..	709	957
	267	371	10,307	11,933
Year 1924	636	851	15,582	18,073
Year 1923	510	1,058	20,716	22,475
Year 1922	2,499	2,498	35,544	42,249

Wanted Prince's Opinion

Various daily newspapers "carried" item Monday, to the effect that the Prince of Wales had been asked opinion regarding the "modern girl" which the Prince is quoted as saying: "If the words you use suggest close cropped, cigarette smoking, rumpish dressed and rather noisy type of girl that one frequently sees in all countries, then I must confess that the modern girl does not appeal to me in the slightest."

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All Kinds Kentucky-Tennessee & Virginia-Carolina

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Plants and equipment for Buying, Air Drying and Packing on all One-Sucker Markets. Contract or Commission—Any Quantity—Samples Cheerfully Submitted.

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Specializing Kentucky—Dark Air Cured

Codes: A. B. C. 5th Edition
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Branches:
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Hartsville, Tenn.
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Says Co-operative Plan Is Not on Trial

LEXINGTON, Ky., Nov. 1.—Co-operative marketing is not on trial; it has passed the trial stages, according to O. B. Jesness, chief section of markets, Kentucky Agricultural Experiment Station, in an address here Friday to the State convention of county agents on agricultural extension activities.

"Many organizations are on trial, however," he continued, "and if these experiments are to succeed fully, there is needed a more general conception of their problems and possibilities. That should be our purpose. We should plan more work to bring to the farmers a better understanding of what a co-operative association is, why farmers organize, what service cooperative marketing performs, what its essentials for success are, what its limitations are, what the responsibilities of membership are, what plans of organization are in use, the methods of financing employed, the progress of the movement, and so on."

There is a tendency to exaggerate in speaking of cooperative marketing, Mr. Jesness pointed out. Cooperative marketing is not the only requirement of a successfully agricultural, and it is simply spreading misconception "to sing the treacherous old fallacy that organization enables the fixing of constantly profitable prices for products of those organizing." "County agents who encourage misconception about cooperative marketing are out of their bounds," Mr. Jesness warned, "because they are not dealing with facts, and persons not dealing with facts are not engaged in educational work."

The part which the University plays in cooperative marketing is not propaganda, but educational, the speaker declared. It is the duty of county agents and agricultural extension workers to do educational work of a constructive nature in cooperative marketing; to acquaint the people with the fundamental nature of cooperative marketing; to familiarize them with marketing methods and problems; to bring home to them the fact that cooperative enterprises are business undertakings with business possibilities and problems; to discuss with them market requirements, grades and quality; to go into fundamentals of price, rice trends and price-influencing factors; to emphasize membership responsibilities, and in other ways give the people we serve a broad outlook on the whole question. This is an educational project which should command the best that is in all of us."

Mr. Jesness said that he could not see how reasonable minded men could object to the conclusion that cooperative marketing where needed and where properly applied is a good thing. He called attention to the fact that Kentucky, at least the Burley area, will shortly see another campaign for the renewal of marketing contracts. The duty of the county seat agent, he said, is not to sit idly by and take no part; nor is his job to go out, contract in hand,

and persuade farmers to sign on the dotted line.

"You will take your proper place, realizing that here is an agricultural movement of such importance that you can not ignore it," he said. "You will also realize that your work is education, not solicitation, and that you can be of greater service to your farmers in proper held than in that of some one else. You will realize that the people should have full and complete information. You will, therefore, aid in an educational way in every manner you can, so that when each individual makes his decision as to signature he will have an opportunity to size the problem up in a broad way and to determine his position on its merits, not upon any misconception or bias that may be in mind."

"At present bias does exist in many minds. It is the grower's privilege to decide the question of renewal or signature for himself. It would be unfortunate, however, if a worth while movement would have to suspend its operations because its real significance is not correctly appreciated and gauged. It would be unfortunate if it were true partly because we had been derelicts in our real job, that of education. This is something for each of us to weigh carefully and to see how we may be of service."

"My idea of the function of county agents is that it is not to beat the tom-toms or furnish the red fire for the parade by optimistic shoutings of glowing promises from the housetops. I am sure that is not desirable, nor expected. I do think, however, that the farmers have a right to expect that we will in an unbiased and frank manner tell them about cooperative marketing, its difficulties as well as its real possibilities, its requirements as well as its rewards."

Speaking generally of county agent work, Mr. Jesness said that it should have to do with the economic side of farming as well as the productive sides. Until recent years, the production side has received all the emphasis, but Mr. Jesness believes that the day has arrived when more attention should be paid to farm economics. The general tendency in the years just ahead is likely to be one of lowering prices, he said, which will tend to emphasize the importance of economical production and better marketing methods.

Paducah Prospects

PADUCAH, Ky., Oct. 31.—Since our last report there has been little change in the hoghead market. Sales have been light, and demands limited for practically all grades of old stock, and the few sales of which we have reports are of little consequence.

Farmers are busy getting their tobacco ready for market, and we would say the season is from two to three weeks earlier than normal. Farmers seem anxious to sell and are anticipating an early market. Loose floors over the

(Continued on page 40)

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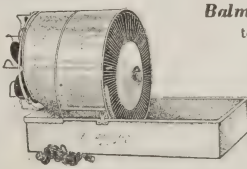
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Baltimore Market

BALTIMORE, Md., Oct. 29.—Gieske & Niemann, leaf tobacco, merchants, make report as follows:

MARYLAND:—Receipts increased to 705 hogsheds, and sales totaled 1,256 hogsheds for the past week.

The demand remained active for all good quality tobacco.

OHIO:—No receipts; sales 35 hogsheds.

The Leaf Tobacco Association of Baltimore City issues these statistics for the week ending Oct. 28:

Receipts, Including		Reinspection			
This Week	Previous Week	Total	Date	1924	1925
Maryland	720	29,354	30,074	29,364	30,941
Ohio	..	333	433	433	840
Total	720	29,787	30,507	29,797	31,781

Reinspections this week: Maryland, 15; to date, Maryland, 710.

Deliveries

Coastwise and Domestic		Foreign	Total	Ohio	Total
This week	261	930	1,191	22	1,213
Previously	6,654	12,432	19,086	466	19,552
	6,915	13,362	20,277	488	20,765

Stock in Warehouses

		Maryland	Ohio	Total
Stock Jan. 1	.....	5,774	824	6,598
Receipts since	.....	29,364	433	29,797
		35,138	1,257	36,395
Delivered since	.....	20,277	488	20,765
		14,861	769	15,630
Sales				
		Maryland	Ohio	Total
This week	.....	1,256	35	1,291
Previously	.....	22,338	242	22,680
Totals	.....	23,694	277	23,971

Groundleaves to date 32 hogsheds.

Lexington Auction Mart To Open December 1

LEXINGTON, Ky., Nov. 1.—According to a statement published this morning in the local newspapers, the Lexington loose leaf tobacco market will open December 1, with the same five houses which sold tobacco last fall, operating. The announcement says:

Forecasts by warehouse managers yesterday were to the effect that prices will be about what they were last year for the corresponding grades of burley. Tobacco men expect the five local warehouses this year again to reach the 20-

600,000 pound mark, which the market topped by several hundred pounds last year, after the small offerings of the last few weeks of selling led warehouse managers to believe that the goal would not be reached.

The five warehouses, which will be open this year are the Jewell, Geary, New Independent, People's and Virginia avenue warehouses, all of which went through the season of 1924-25.

All of the tobacco companies which had buyers on the market last year will be represented on the independent market this season, according to information the warehouse owners have received.

Much of the independent weed has already been stripped and full floors for the opening sales are anticipated by the tobacco men. General estimates place the crop this year at 30 per cent under the pounds marketed last season. On account of a surplus of burley that exists, the shortage of the crop this year is not expected to affect prices to any greater extent than holding the market to last year's level.

Tobacco warehouse men explained yesterday that the Lexington independent market anticipates to sell fully as much tobacco this year as last because the 30 per cent shortage will be reflected more in the association than in the minority of growers who are not members of the pool. Larger receipts of tobacco from a distance also is expected to swell the number of pounds sold on the five independent floors materially. Much outside tobacco was sold last year and the warehouse managers have every reason to believe that more will be shipped here this year, they declared.

The quality of the burley this year will average higher than last year's crop, it is generally expected.

Reports from the North Carolina market, which the local tobacco men watch closely as a factor in the Blue Grass market, show that the price of Carolina tobacco has increased materially in the last few days and with the Carolina season about half over has averaged about \$22 to date.

Wilson, N. C., has sold 40,000,000 pounds and expects to reach 75,000,000 before the season closes, it was learned. The best grades, lugs and leaf, are now being sold in Carolina, since the custom there is to dispose of the poor grade first, and last week the market averaged \$32.50.

Owensboro Outlook

OWENSBORO, Ky., Oct. 31.—There is little to report in tobacco circles except that farmers are taking every opportunity to

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portunity to prepare their tobacco for the market.

Rather severe snow storms this week, followed by hard freeze, may give us some frozen tobacco in the late cutting which had not entirely cured up.

Our loose leaf market will probably open December 1. This will be definitely decided at a meeting of the Tobacco Board of Trade next Friday, November 6.—MORELAND, WITHERS & HICKS

Burley Pool Surplus

LEXINGTON, Ky., Oct. 31.—During the discussion of the Burley pool's 165,000-000 pounds surplus, at the Farmers' Union meeting last week, various growers expressed their views very freely. In addition to those whose names have already been mentioned, were:

Thomas B. Adams, who is the father of the small county tobacco factory idea, which he strongly urged in a speech two years ago before the Farmers' Union, heartily concurred in the views of J. W. Adams and elaborated on them.

"We should serve notice on the tobacco people that we are not going to sell a pound of our surplus Burley," said Mr. Adams, "but that we are going into the manufacturing business and manufacture our own tobacco." He declared that the only solution of the Burley tobacco problem is the establishment in every county seat of the Burley district a small tobacco factory, where both smoking and chewing tobacco can be manufactured and offered to the great consuming public. "We have the tobacco and these plants would give employment to our boys and girls, and instead of getting 20 cents a pound for our product we would receive at least \$1 a pound for the manufactured article."

John Fister, Cloud Bosworth and J. D. Clark expressed the opinion that the factory idea is not practicable. Mr. Fister thought that a factory organization by the Burley pooling association, under present conditions, would not work successfully.

Mr. Bosworth said that tobacco could not be contracted in advance like tomatoes and that the law of supply and demand would always govern the production of the Burley tobacco crop. He declared that the growers were producers and he had doubts of their ability to succeed as manufacturers.

J. D. Clark related the experience of the old Burley Tobacco Society in establishing a factory in Louisville to manufacture pooled tobacco and that it proved to be a failure. He submitted figures to show that it cost 10 cents a pound to manufacture the tobacco, that the government tax was 28 cents a pound, and that other expenses made the manufac-

tured product cost at least 45 cents a pound before it reached the consumer. He pointed out that it would cost at least \$8,000,000 to establish enough factories to manufacture 200,000,000 pounds of the weed which would be available for this purpose in the Burley district, and then a risk would be incurred in competing with the old established brands.

Thomas Goff made the point that since the pooling association has been unable to market the 165,000,000 pound surplus now in its hands, would it have any better success in marketing it after incurring the expense of putting it in the form of manufactured product? He said he did not think so.

William M. Conant, Jr., who was secretary of the cut-out movement staged last year, said that where the growers made a mistake was not paying heed to the advice of President Stone of the Burley Tobacco Growers' Co-operative Association, who in 1923, in all of his addresses, urged that the promotion be held down to normal. "If this warning had been followed we would not have any surplus on hand now," declared Mr. Conant. In regard to the Burley Association going into the manufacturing end of the industry, Mr. Conant pointed to the federal government taking over the railroads several years ago, saying that it made a failure of the experiment and the pooling association might find itself face to face with the same sort of an experiment if it undertook the manufacture of its product.

Charles Conner endorsed the plan to establish tobacco manufacturing plants throughout the Burley district, expressing the belief that it is practical and is the best solution yet offered for the Burley industry. "I joined the pool four years ago, expecting that this would be one of the methods of taking care of the surplus leaf. If I had not thought these tobacco factories would be established I would not have become identified with the pooling association. Six months ago the association should have established factories in a number of its warehouses scattered over the district, and it would not be selling its manufactured tobacco everywhere and the surplus would be materially reduced."

At the conclusion of the meeting Secretary Emmett Coons offered the following resolution, which was adopted by a decisive majority:

"Resolved, That we commend the past action of the board of directors of the Burley Tobacco Growers' Co-operative Association, as it seems they have done the best they could under the circumstances; and we heartily endorse the method of their future plans, as outlined in the speech of President James C. Stone before the Farmers' Union two weeks ago."

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York Cigar Factories Shut Up Shop to Hunt Game

Open Bird Season Too Much For Business—Strickler Organizes New Game Club—Neff Buys La Motte Factory—Toomey Married—Mrs. McGuigan Peculiarly Injured.

York, Pa., Nov. 2.—Although no legal holiday, many of the cigar factories in the York-Adams district are closed today. This, too, notwithstanding the business of cigar manufacturing is very good. It is the opening of the hunting season in Pennsylvania, and the lure of the field is too strong for the manufacturer and his employee, in many instances. The sport regarding rabbits, turkeys, quails and ringneck pheasants have been encouraging. It is pointed out that the dry weather in May and June gave the young game a chance to grow. Whereas, in wet seasons, many of the young were drowned. The only counties in this section of the state which have restrictions are York County, which is closed on ringnecks and wild turkeys until next year, and Northumberland County, in which the shooting of Virginia and Hungarian quail is prohibited until 1927.

Strickler Game Club President

E. B. Strickler was elected president of the Yorkana Game and Gun Club at a meeting October 29 in his cigar factory at Yorkana, when this organization was launched by sportsmen of the vicinity. A total of twenty-seven members was enrolled. The other officers are: Vice-President John D. G. Fry; secretary, Paul Rawhouser; treasurer, John D. G. Fry; directors, D. J. Bortner, William Eby, Samuel Emenhiser, John D. G. Fry, Morris Horn, Harry Leiberknecht, Norman Heindel, Moses Horn and George Fake. After the organization was elected, the county game warden delivered an address.

Neff Buys La Motte Plant

Stewart F. LaMotte, who operated the Sher-Five cigar factory, here for a number of years, has sold his business and all equipment to H. C. Neff, owner of the West End Cigar Company, Red Lion. Mr. Neff operates cigar factories in a

number of York County towns. He will continue operating the factory which is located in George Fether's building in the rear of North Charles street, Red Lion.

William L. Toomey, a prominent leaf tobacco merchant, of this city, and Miss Martha Greiser, also of York, were married October 25, in Hanover. The ceremony was performed by a cousin of the bride, the Rev. George W. Price, an Evangelical minister. They were accompanied by the bride's brother-in-law and sister, Mr. and Mrs. J. K. Swartz, 127 East Princes' street. After a wedding dinner at the Penn-Herr's Hotel, Harrisburg, Mr. and Mrs. Toomey left on a wedding trip to New York City and other points of interest in the east.

C. M. Eberhart, Red Lion, secretary of the York County Cigar Manufacturers' Association, attended the recent meeting of the ways and means committee of the House of Representatives, Washington, when the proposed repeal of the special tax on cigars was discussed.

Manufacturer's Wife in Accident
Mrs. Peter McGuigan, wife of the Red Lion cigar manufacturer, is recovering from an injury sustained in an automobile accident on October 25. Mr. McGuigan and his wife were returning their wife's

car home in Marietta, Lancaster county, when during a mile a dead limb of a tree came crashing down upon the automobile on the Lincoln Highway, near the Valley Inn, a short distance east of this city. Mrs. McGuigan was struck upon the head with such force that she was rendered unconscious, in which condition she remained for an hour. She was removed to the home of her sister, Mrs. M. H. Folkenroth, this city, where it was found by a physician that the blow had broken a blood vessel in the victim's head. Mrs. McGuigan is confined to bed at her sister's home.

(Continued on page 40)

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Plantation at La Plata, Aibonito

Porto Rican Outlook

SAN JUAN, P. R., Oct. 29.—Hurricane season is over. No more "chances" to run this year. So everybody is now busy preparing and repairing barns for the tobacco. This work is generally postponed until the hurricane season is over.

Weather conditions last week also were very favorable and planting is continuing without interruption.

It is estimated that in Comerio about 4,000 acres of land are prepared, and if all are planted, Comerio may produce from 22,000 to 26,000 quintales of tobacco.

In many sections the land prepared will not be planted, all on account of lack of money. It is feared that a larger production may strongly influence the prices of the market and these may be somewhat low.

My opinion is that for a good tobacco, the farmer will always receive a good price, and this can be assured for the next crop, as at this time tobacco stocks in Porto Rico never have been so low.

Jerome Waller, of Rosenstadt & Waller, New York, has arisen and he is looking over the large interests of his firm in this country.—MIRAMONTES.

Frank P. Freel Continues Wholesale Business

NIAGARA FALLS, N. Y., Nov. 2.—After twenty-five years in the retail business here, Frank P. Freel has disposed of his two retail stores, and will now concentrate upon the jobbing business. His principal location, 2124 Main street, has been sold to Paul Johnson, of Olean, and Gustave Johnson, of Corryville, Pa. These men are not related, but will conduct the store under the name of Johnson & Johnson.

Harold Smith and Frank A. Henning, former clerks of Mr. Freel's, have bought the other store at 104 Falls street, near the State Reservation. This branch has always been largely patronized by tourists to the Falls, and it is a valuable stand. Manager Louis Fuhrman will continue with Mr. Freel as manager of the wholesale tobacco and cigar business.

E. F. Rosenthal on Western Trip

In his trip to western cities for the Porto Rican-American Tobacco Company, New York, Vice President Edward F. Rosenthal will cover about all the important distributing centers for El Toro and Nurica.

Durlach Brothers Pleased With Conditions

At the offices of Durlach Brothers, 181 Water street, New York, it is said that the present demand for Porto Rican tobacco exceeds the visible supply, and still cigar manufacturers request more and more of it. Evidently, 1925 is closing with a record-breaking recognition of Porto Rican as a wonderful leaf for popular brands.

Pennsylvania News

LANCASTER, Pa., Nov. 2.—Large amounts of tobacco were shipped from Lancaster last week to meet the increasing demands of cigar factories for the fall and holiday trade. Large manufacturers have been drawing upon the supplies of aged Pennsylvania for some time, but shipments last week reached a new high point for this season.

The Lancaster county stripping season is getting under way. An examination of the leaf as it is being stripped bears out early estimates as to its quality, and shows that it cured very well. Little damage from pole burn is reported.

Figures from the local branch of the Internal Revenue Department for October show a gain over September in the number of cigars manufactured in this district. Approximately two million cigars more, in all classes, were made last month than during the month previous. The gain was made largely in Class A goods. The following tabulation gives the facts:

	Oct, 1925	Sept, 1925
Class A	8,638,355	7,596,265
Class B	5,520,750	5,127,550
Class C	3,355,500	2,831,300
Class D	50	2,000
Class E	300	None


Total..... 17,514,955 15,557,115

Compared with the same month one year ago, the figures for October, 1925, show a gain in every class except Class B. This class has dropped off during the year in this district, but Class A cigars show a satisfactory gain.

It was reported last week that L. H. Nolt, of L. H. Nolt & Company, well known Lancaster cigar leaf firm, has purchased an interest in the B. B. Martin Company, Lancaster's largest and most progressive lumber firm. Mr. Nolt's affiliation with the Martin Company will not interfere in any way with his tobacco interests as he will continue in active control of L. H. Nolt & Company.

W. J. Lukaswitz, of New York, spent some time in Lancaster last week.—KEYSTONE.

Cable "Combate" San Juan Code: A. B. C. 5th Edition
COMBATE TOBACCO CORPORATION
Javier Alonso Riera, President
Growers, Packers and Strippers of
PORTO RICAN TOBACCO
14 Tetuan St., San Juan, Porto Rico



MADERA TOBACCO COMPANY
PORTO RICO TOBACCO
DEALERS IN ALL KINDS
OF LEAF TOBACCO
SAN JUAN, P. R., and
105 WATER STREET, NEW YORK
OUR SPECIALTY

ORTIZ HERMANOS
AIBONITO, PORTO RICO
Growers, Packers and Strippers of Exclusively INLAND
PORTO RICAN TOBACCO

E. ROSENWALD & BRO. IMPORTERS EXPORTERS & PACKERS OF
145 WATER STREET NEW YORK **TOBACCO**

Monk-Henderson Tobacco Company

INCORPORATED

Cocde: Arnold's 5th & 15th

Cable Address: "Mohenco" Wendell

**LEAF
TOBACCO
DEALERS**

 Payers, Packers & Exporters all
grades Virginia and Carolina Tobaccos.
Ample Steam Drying Facilities and
Storage.

 Orders Solicited; Satisfaction
Guaranteed.

Samples furnished on request.

WENDELL, N. C. U. S. A.

Faber, Coe & Gregg Get Space at Cuban Show

Cigar privileges at the Cuban Exposition, Hotel Pennsylvania, New York, will go to Faber, Coe & Gregg. They will exhibit with a most inclusive display of Henry Clays, Coronas, Cabanas, Romeo & Juliets, Ramon Allones and the various other imported cigars of this large house. Tropical scenes, in an appropriate background, will make the exhibit most effective.

Marlboro Cigarettes Travel Along Coast Rapidly

LOS ANGELES, Cal., Oct. 27.—Vice President Herbert Coe, of Philip Morris & Company, is here in the interests of the Marlboro cigarette, which is now being introduced to consumers along the coast. Most satisfactory results, Mr. Coe said, have accompanied the previous work in the northern coast cities, and now the local jobbers and retailers are co-operating with Mr. Coe in a very complete display and sales campaign.

The Licorice Production in Italy

WASHINGTON, D. C., Oct. 31.—The Naples Consular District is one of the few places in the world where licorice root grows wild in abundance, according to American Consul Dorr at Naples. It is difficult to estimate the exact quantity gathered in southern Italy each year because the national consumption is unknown. The estimate of exporters, however, places the yield at about 4,000,000 pounds annually.

According to import statistics of the United States about 65,000,000 pounds represents the quantity imported annually

and Italy supplies between 2,500,000 and 3,000,000 pounds of this amount.

Methods of gathering and preparing the crop are simple. Areas where the root grows are marked, although no attempt is made to cultivate it. As licorice is a rhizome, it is necessary to turn up the entire section to a depth of a foot or more to gather the roots. The sections to be harvested are divided into ten parts, one part being dug each year. This allows the roots to grow full length again, a process which takes about ten years. When the roots have been gathered they are cut into sections about four feet in length and hung in bunches to dry, after which they are brushed to free them from any remaining dirt and cut into short sections for shipment.

Considering that licorice root requires no cultivation or expenditure for seed of fertilizer, it appears to be a fairly profitable crop. Prices have not varied greatly in Naples for a number of years, ranging between \$480 and \$550 a metric ton. The margin of profit is said to be fairly large.—L.A.M.M.

Two New Webster Sizes Now on Market

DETROIT, Mich., Oct. 31.—President Sam Gilbert, of the Webster Cigar Company, this city, announces two new sizes for the Webster cigar. They are the Knickerbocker, in the two for a quarter shape, and the Cadillac, in the ten cent edition. Repeat orders are already reported at the local plant.

Val G. Keogh in Missouri

Quite a bunch of orders came last week from Val G. Keogh to A. Santarella & Company, New York. They were postmarked St. Louis, and they surely mentioned Optimo.

Geo. Buchanan Expected in Indianapolis

If the trains continue to run as usual George Buchanan, of A. Oppenheimer & Company, New York, will arrive in Indianapolis this week.

Ira Ellison Selling Pipes in West

Some days ago Ira Ellison, of Kaufmann Brothers & Bondy, New York, was heard from in Colorado. He had taken many holiday orders for Kaywoodie, and other lines, from the western jobbers and retailers.

Ernest Ecker Drops in on Chicago Trade

For the first time in many weeks, Ernest Eckes, of H. Anton Bock & Company, New York, dropped in on his Chicago friends last week.

Fred Davis Still in Tampa

Owing to the holiday rush of orders for Pancho Arango cigars, Fred Davis, of Schwab, Davis & Co., will remain at the factory for some time yet.

E. P. Collins in Iowa

At least two weeks will be spent by E. P. Collins, of Bayuk Cigars, Inc., in his present tour of Iowa.

Fred Suss in St. Louis

Last heard from Fred Suss he was edging out of St. Louis on his way westward for S. H. Furgatch & Company, New York.

General Carr of Durham Heavily Insured

DURHAM, N. C., Oct. 31.—According to recent figures in the Insurance Press, the life of General Julian S. Carr, who was the Blackwell's Durham tobacco man, and commander-in-chief of the United Confederate Veterans, carried the heaviest life insurance policies of any man who died in North Carolina last year. His total insurance was \$113,368.

In contrast to these heavy commitment, Samuel Gompers, late president of the American Federation of Labor, and a former cigghmaker, had only \$250 insurance on his life. This was in the form of a death membership benefit in a cigghmakers' local. Mr. Gompers often commented upon this fact, in his later years, and wished he had made more ample provision for his insurance.

H. Duys & Co. Report Good Business

Sumatra and Java are establishing new high records of sales with Henry Duys & Company, Inc., 142 Waster street, New York. Not only for the higher types of cigars now being sold at popular prices, but for the increasing number of lower priced cigars, there is a sharp buying movement among manufacturers to secure what they can at once, as the market resembles a rising tide of prosperity.

J. Loeb Runs Over to New York

J. Loeb, of K. Straus & Company Philadelphia, spent some time last week among his friends in the New York leaf trade.

A remarkable record of a remarkable tobacco

THIRTY-THREE per cent more Porto Rican cigars were imported by the tobacco trade of the United States during the fiscal year 1925 than in the previous twelve-month period. The recent Porto Rican harvest of leaf tobacco is practically sold out.

Merit is beating a path for Porto Rican cigars and tobacco. There is a very decided trend toward Porto Rican cigars and tobacco in this country.

Manufacturers, jobbers and dealers will profit by serving the demand of smokers for Porto Rican cigars, or cigars containing Porto Rican tobacco.

*We can tell you more about
Porto Rican cigars and tobacco.
Write for information.*

GOVERNMENT OF PORTO RICO TOBACCO GUARANTEE AGENCY

136 Water Street, New York

Telephone John 1379

L. A. CAPESTANY, Agent

To protect buyers of Porto Rican tobacco the Government requires the affixing of a Government Guarantee Stamp to every box of cigars and every bale or barrel of tobacco leaving Porto Rico. Look for these stamps.

E. B. Embry, Pres. A. E. Watson, Vice-Pres.
H. M. Collins, Sec. and Treas.

Embry Tobacco Company

Incorporated

Growers and Packers of High
Grade Shade Grown Leaf
Tobacco

PLANTATIONS: OFFICE & WAREHOUSE:
QUINCY, FLA. QUINCY, FLA.
QUINCY, FLA.

I. Gardner, Pres. S. Spitz, Vice-Pres.
Jos. Wedeles, Sec.-Treas.

MAX WEDELES TOBACCO CO.

DEALERS IN
Fine Florida and Georgia Shade
Tobacco
Our Specialty
Shade Grown Round Tip
QUINCY, FLA.

F. Perry May Fountain H. May
Fred L. May

MAY TOBACCO CO.

Growers and Packers of Shade
Tobacco

York, Pa. Quincy, Fla.

B. Ottinger Henry Weinberg

B. OTTINGER & CO.

Fine Florida and Georgia
Wrappers

QUINCY, FLA.

J. & O. ALTSCHUL TOBACCO CO.

Growers, Packers and Wholesale
Dealers in



Florida-Georgia
Shade Grown
Tobacco
QUINCY, FLA.

J.T. BUDD, JR. & CO.

Growers and Packers

Florida and Georgia Shade
Grown Wrappers

QUINCY, FLA.

Florida Shade Grown

Round Tip
Wrappers

for

High Grade
Cigars

Florida

and

Georgia

for

Five Cent
Cigars

Florida - Georgia
Tobacco Growers
Association.

QUINCY FLORIDA

CORRY TOBACCO CO.

Growers and Packers

Florida-Georgia Tobacco

QUINCY, FLA.

JAMES J. LOVE

Leaf Tobacco

QUINCY, FLA.

Plantations

MALONE—OSCEOLA

J. GUS BERT H. C. BERT JOHN G. BERT

BERT BROTHERS

Growers and Packers of

Shade Grown Tobacco

HAVANA, FLA.

Plantations & Warehouse
HAVANA, FLA.

Office
HAVANA, FLA.
Phone 2102

D. A. Shaw C. H. Curry J. W. Shaw

Growers Tobacco Co.

Originators of Shade Grown

Wrappers in 1896

QUINCY, FLA.

A. E. FRALEIGH TOBACCO CO.



GROWERS—
PACKERS—
DEALERS

Florida Shade
Grown Tobacco

MADISON, FLORIDA

G. H. Malone, Pres. D. Douglas, Vice-Pres.
D. C. Carmichael, Sec.-Treas. G. T. Malone, Gen. Mgr.

FLORIDA SUMATRA TOBACCO CO.

QUINCY, FLA.

Samples submitted upon request from
first two primings from our Little
River and Quincy Creek Plantations.



ABS

*The Utmost in
Quality and Service*

Cigar Manufacturers' Supplies

Cigar Labels, Bands, Show Cards, Advertising, Cigar Cans, Plain or Lithographed Metal Signs, Packing Devices, Cedar Linings, Display Holders, Tin Foil, Plain, Embossed or Printed. Glass Jars, Pouches, Protector Strips, Paper Specialties, Tissue Wrappers, Tin Paste, Vegetable Glue, Gum Tragacanth, Cigar Makers Bundle Straps, Cigar Boards, Knives, Blades, Cutters, Table Mold Presses, Bunch and Branding Machines. Sales Boards and Push Cards. "EVERYTHING EXCEPT TOBACCO".

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American Box Supply Co. DETROIT MICH.

J. R. BRADY
3852 North Park Avenue
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IMPORT LEAF TOBACCO CO.
137 McGill Street
Montreal, P. Q.

Room 709 Hart Bldg.
104 West 42nd St., New York
JOHN B. THATCHER
Phone Wisconsin 5161

Wisconsin Weather At Zero And Crop Hits Record

Orders For Quick Shipment—Some Packers Sold Out—
American Cigar Co. Buys—Pool Moving '24 B's—Pulley
on Pool—Other Comment—Lorillard in Market for Bulk

EDGERTON, Wis., Oct. 31.—The pesky old weather man has been dealing out some weather the past week that the old timers around here do not relish. No longer can they brag about such a month in '73, or '86, as the thermometer has been breaking all marks here the past few days for October temperatures. For three successive days now all records for frigidly have been severely shattered. This morning, local thermometers of a heretofore reliable demeanor, registered from one below zero, to five above. Yesterday it was from eight to twelve above, and the day before from twelve to fifteen above. The leaves on the trees are still thick, and have not yet lost their green color, and there is a good two inches of snow on the ground.

This will finish the late ends of the '25 tobacco, as it has frozen in the sheds. It had been showing fast stem the last two weeks, and dealers were glad of the fact, so it insures its being stripped separate from the good end of the crop. It will not amount to more than fifteen per cent of the crop. The early end, of course, will not be harmed in the slightest, as it is thoroughly cured out.

That Fine Crop!

In fact, each day, and each tour of inspection throughout the country side, bears out the fact more forcibly than the trip before that the '25 crop is one of the very best crops ever raised in the U. S. A. The many chiefs of concerns, with headquarters in New York, or other centers, are unanimous in saying the crop is the best one they have ever seen in the State of Wisconsin.

The market on old goods has kept up its good pace of the past month, and many small lots of tobacco have been moved out of packers' hands the last week. The orders are all for immediate shipment, and more freight has been sent out of various Wisconsin centers of leaf tobacco than in any similar period in years and years. It can be safely said that the market on old goods will be sucked as dry as a bone by the holidays, as far as the independent packers are concerned. Middle western packers at Chicago, Milwaukee, and other cities are expressing concrete evidence of their reported spirit in business by the manner they have been buying the past month. Houses that said a month ago that they had enough to carry them over the holi-

days, have been sending in repeat orders for goods in less than three weeks' time after their statements.

American Cigar Co. Buying

The American Cigar Company has been the most active of the big seaboard concerns the last two months in the purchase of old goods. The sales have been necessarily small, because the amount any given packer has owned has been small, but last week they closed out the B holdings of the Sweeney & Sons' house, and also the old holdings of D. A. McCarthy, now a director of the Pool. Old lots in farmers' hands have disappeared entirely, and with the exception of the Pool's holdings, the boards have been cleared in record breaking fashion before the on-coming crop of '25. They have renovated their Stoughton warehouse, and are reported to be hiring more men for their state organization, which centers in Sparta.

Reliable reports, although not emanating from Pool headquarters, have it that the Pool has enjoyed some of the influx of orders through their road salesmen. The '24 B's have moved fairly well since the middle of September, and, strange to say, the '24 crop is producing some of the mildest and freest burning B's ever put on the market.

Pulley's Pool Opinion

Charles N. Pulley, tobacco expert of the Wisconsin Department of Markets, who attended a recent pool meeting, declared in a published statement that the Pool has been materially strengthened, rather than weakened, and that although some of the members have become discontented, new members added this fall outnumber the dissatisfied group. The present movement, it has been recently learned, supercedes an attempt contemplated last summer to force the Pool to dissolve by injunction, states the Madison State Journal.

The second meeting was attended by about forty growers, with Frank Siggelkow McFarland, as chairman, and Neils H. Thorstad, Deerfield, secretary. At the meeting Mr. Pulley made the statement that if at any time the majority of the members felt that the Pool has not accomplished its purpose, the Pool becomes a detriment, rather than an asset, to the growers, and in such case should be dissolved. He expressed the opinion to the press later, however, that

Charles Denby 2 for 15c



They satisfy the smoker because they are good, and the merchant because they sell.



LA FENDRICH
10c. to 3 for 50c.

H. FENDRICH, Inc.
EVANSVILLE, IND.—ESTABLISHED 1850

ROBERT EMMET

Fresh Cigars Kept Fresh
in Airtight Tins

One Size,
One Grade,
One Price.

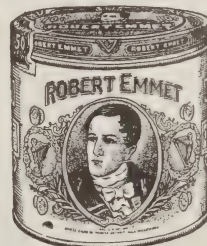
10c

Packed in
Airtight
Tins

The Big Seller

Wherever You Go

SPIETZ CIGAR CO., LIMITED, Manufacturers
Harper & Seneca Sts., Detroit, Mich.



HENRY MILLER'S SONS

309 RACE STREET, CINCINNATI, O.

Growers and Packers of

DOMESTIC TOBACCOS

Packing Houses: MELROSE, CONN. QUINCY, FLA. MIAMISBURG, OHIO

ANDREW JENSON & SON

Packers of Wisconsin Leaf Tobacco

EDGERTON, WISCONSIN

Latest Equipment for Resweating Seedleaf Types of Tobacco

JOHN STAUN & CO.

PACKERS AND IMPORTERS OF

CIGAR LEAF TOBACCO

7 AND 9 WEST SECOND STREET, CINCINNATI, O.

H. S. McMillin, President F. J. Stewart, Vice-President L. J. Harper, Secretary & Treasurer

HARPER TOBACCO COMPANY

INCORPORATED

Packers of NORTHERN WISCONSIN TOBACCO

CHOICE
NORTHERN
BINDERS

Tomah, Wis.

FANCY
BULKED
SWEATED
B's

Nothing will sell itself; but, it shouldn't be necessary to sell the same man twice on the same proposition... There are thousands of men who were sold on SUNSET TRAIL 5c. CIGAR the first time they smoked it.... There are thousands still who haven't had the chance to try.... The Roby Cigar Company of Barnesville, Ohio

there was less than one-half of one per cent of the Pool members dissatisfied with the Pool.

Shipments from Edgerton last week were five carloads, and no carloads were received. Local freight shipment was very heavy.

D. A. Horn and C. F. Roseman, Red Lion, Pa., were in the market last week and headquartered at A. Jensen & Sons. George Gary, vice president of the P. Lorillard Company, has been in this market the last two weeks. It is rumored that the Lorillard Company is about to come out with a five center on a large scale, and also their Muriel is going so strong that heavy commitments will be necessary in the near future. They have enlarged their booking facilities at Madison, and have a large crew at work booking bulked B's for the new five center.

S. R. Morrow, vice-president of the Bloch Bros. Company, was here the past week.—BADGER.

New Czecho Cigar

WASHINGTON, D. C., Nov. 2.—The Czechoslovak Tobacco Monopoly has just placed on the market a new line of cigars made locally. They have been named Damas, and are put up in boxes of 10, 25 and 50 pieces each. The price is 50 hellers each. (One Czechoslovak crown, of 100 hellers each, equals \$0.029.)

The Tobacco Monopoly did a phenomenal business at the Prague Autumn Fair. They made huge sales of cigarettes, it being reported that approximately 2,000,000 were sold during the Fair, and many sales of the newly introduced cigars were also reported. The preference in Czechoslovakia among cigarette smokers is for a blended Turkish cigarette. However, as only the poorer grades of Turkish and Macedonian tobacco are purchased by the Czechoslovak Tobacco Monopoly, the finished product cannot in any respect compare favorably with the like type of cigarettes produced in the United States. But the introduction of foreign tobacco

products is well nigh impossible, because of the tariff duties prevailing at this time against them.

Georgia Growers Getting Ready for Next Crop

THOMASVILLE, Ga., Oct. 31.—Work has been started in Thomas County towards the producing of the crop of tobacco for the next season. The Thomas County Tobacco Warehouse Company have eight demonstrators in the field signing up acreage, selecting tobacco lands, and selecting places for plant beds. These demonstrators are working around Coolidge, Boston, Pavo, Ochlochnee, and Meigs, all in Thomas County as well as around Thomasville.

The acreage will be considerably increased in this county over last year. While the prices received for last season's crop, which was Thomasville's first year as a market were a bit discouraging to the grower. The growers in this section realize that the crop was not up to the average and they are going ahead and try to produce a better crop next season. The Thomas County Tobacco Warehouse Company is directing and promoting the acreage in this section, and it is expected that 2,000 to 2,500 acres will be planted in Thomas County in 1926.

Jacob Labe Dashes Over To Philadelphia

To the Philadelphia factories went Jacob Labe last week for Henry Duys & Company, New York, and he certainly sold some leaf to the busy manufacturers of the Centennial City.

Percival R. Lowe Home From Vacation

After some very pleasant days at French Lick Springs, Indiana, Percival R. Lowe returned to his New York offices last Saturday.

WAITT & BOND

Blackstone CIGAR

Extremely

Mild

Appreciate—



Tens and Twenties
Plain, Cork, Gold Ends

In exclusive clubs and great hotels where the best is appreciated, instant recognition was accorded the glorious flavor of pure Turkish tobacco, blended perfectly in the

MILTIADES

[Pronounced: Mil-tee-AH-dees]
EGYPTIAN CIGARETTE

Miltiades Miltachroming Inc.

SMOKE

DILL'S BEST

*"It's A Mighty Fine
Pipe Tobacco"*

If your jobber is unable to supply you, write us direct and state size desired. Give us the name and address of your jobber.

10c 15c 25c 75c \$1.50 (Sizes)

J. G. DILL CO.

Richmond, Va.

A. H. BUCHAN, President

DIXON-BUCHAN TOBACCO COMPANY

Cable address
DIBUCO, Mullins, S. C.

Located on the largest market in the South Carolina Belt
MULLINS, S. C.

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LIEBERS 5 letter
A. B. C. 5th Edition

DEALERS and EXPORTERS
VIRGINIA—CAROLINA TOBACCO

Our Specialty
BRIGHT CIGARETTE TOBACCO

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Tobacco from Havana		
S. S. Baracoa	Oct. 27	Packs.
J. Holzman	10	
E. A. Kline & Co.	30	
Sanderson & Sons	15	
General Cigar Co.	379	Bales
General Cigar Co.	300	
Sanderson & Sons	85	
J. J. Shore & Co.	101	Barrels
S. S. Orizaba	—Oct. 27	
M. A. Andre	50	Bales
General Cigar Co.	200	
Stern-Mendelsohn Co.	449	
American Cigar Co.	323	
H. Duys & Co.	1	
M. A. Andre	10	
E. Teljeiro	155	
F. D. Grave & Son	16	Barrels
On order	22	
H. Duys & Co.	25	
E. P. Cordero & Co.	11	
R. Corsa	10	
M. B. Pendas	25	
W. Sutter Co.	105	
American Cigar Co.	6	
Morris Rosenberg Co.	88	
B. G. David & Co.	20	
E. Rosenwald & Bro.	8	
S. Rossin & Sons, Inc.	30	
H. Oppenheimer & Co.	20	
S. Ruppin, Inc.	5	
E. Teljeiro	135	
Waitt & Bond	7	Cases
H. Straus Co.	15	
United Cigar Stores Co.	2	
Stern-Mendelsohn Co.	2	Packages
W. Sutter Co.	6	
B. G. David & Co.	6	
M. A. Andre	25	

G. H. P. Cigar Co.		259
S. Rossin & Sons	15	
Webster Cigar Co.	196	
Reymers & Bros.	16	Cases
H. Straus Co.	7	
Park & Tilford	38	
Charles & Co.	5	
A. J. Billin & Co.	3	
R. E. Lane	9	
C. F. Fox	3	
Hensel, Bruckman & Lorbacher	1	
R. J. Seidenberg Co.	2	
G. S. Mehn	1	
On order	5	

Tobacco from Porto Rico		
S. S. Caracas	—Oct. 27	
C. W. Boom	10	Barrels
J. Cohn & Co.	40	
Consolidated Cigar Corp.	112	
Durlach Bros., Inc.	105	
J. D. Calindo	12	
Hamburger Bros. & Co.	106	
F. P. Lewis Cigar Co.	2	
Selgas & Co.	45	
On order	125	
J. Cohn & Co.	5	Bales
Durlach Bros., Inc.	120	
Hamburger Bros. & Co.	56	
Stern-Mendelsohn Co., Inc.	15	
S. S. San Lorenzo	—Oct. 26	
J. Figuara	4	Barrels
M. Winter Co.	102	
F. Baker	7	
Villar, Lanza & Co.	2	Bales
S. S. Corozal	—Oct. 28	
Kohlberg, Gonzalez Co.	60	Barrels
Rosentadt & Waller	7	
P. Costa	10	

L. Hirsch	17
Durlach Bros., Inc.	85
Maurice, Winter & Co.	40
I. Lewis Cigar Mfg. Co.	40
Durlach Bros., Inc.	200
Maurice Winter & Co.	11

Tobacco from Rotterdam		
S. S. Veendam	—Oct. 26	
A. Bornholdt & Co.	12	Bales
E. Rosenwald & Bro.	56	
F. W. Fox	10	
Equitable Trust Co.	12	
Herzog & Sarluy, Inc.	30	
R. J. Kugelmann, Inc.	27	
H. Duys & Co.	390	
General Cigar Co.	61	
Irving Bank	39	
L. Schmid & Co.	26	
H. Duys & Co.	48	Cases

Tobacco from Southampton		
S. S. Berengaria	—Oct. 26	
P. Lorillard Co., Inc.	1,011	Bales
R. J. Reynolds Tobacco Co.	5,528	
Liggett & Myers Tobacco Co.	1,782	

Cigars from Havana		
S. S. Calamares	—Oct. 26	
Holland American Line	1 case	
S. S. Orizaba	—Oct. 27	
Schwartz & Son	5	Cases
C. B. Perkins Co.	6	
M. J. Dalton Co.	3	
Estabrook & Eaton	2	
J. T. Snyder	2	
General Cigar Co., Inc.	2	
Kiefer, Stewart Co.	1	
D. A. Schulte, Inc.	18	
United Cigar Stores Co.	15	
Charles & Co.	10	
B. Wasserman Co.	9	
Central Union Trust Co.	60	
Faber, Coe & Gregg	8	
Faber, Coe & Gregg	18	
G. S. Nicholas & Son	12	
S. S. Pierce Co.	8	
T. M. Hart & Co.	4	
R. D. Strachan	2	
American Metal Co.	1	
G. L. Blake	2	

Cigars from Porto Rico		
S. S. San Lorenzo	—Oct. 26	
J. J. Klorfein	5	Cases
United Cigar Stores	52	
P. R. American Tobacco	43	
Rosenstadt & Waller	2	
Royal Bank of Canada	10	
C. Schavrien	3	
Villar, Lanza & Co.	12	
Infanzon & Rodriguez	13	
P. R. Express Co.	8	
P. R. American Company	195	
United Cigar Stores Co.	90	
S. S. Corozal	—Oct. 28	
I. Lewis Cigar Mfg. Co.	49	Cases
P. Costa	6	
J. Klorfein	50	
Porto Rican American Tobacco Co.	70	
United Cigar Stores	36	
Madera Tobacco Co.	7	
Infanzon & Rodriguez	13	

Tobacco from Italy		
S. S. Alberta	—Oct. 26	
Liggett & Myers Tobacco Co.	2,201	Bales
American Tobacco Co.	793	

Tobacco from Greece		
S. S. Luxpale	—Oct. 29	
P. Lorillard	5,272	Bales
R. J. Reynolds Tobacco Co., Inc.	20,156	
Liggett & Myers Tobacco Co., Inc.	5,212	
Mechanics & Metals National Bank	350	
On order	1,452	

Tobacco from Scotland		
S. S. Tuscania	—Oct. 27	
A. Dunhill	12	Cases
Surfrug, Inc.	11	

Tobacco from Germany		
S. S. President Harding	—Oct. 27	
Alpers & Mott	13	Bales

Tobacco from Smyrna		
S. S. Luxpale	—Oct. 29	
Liggett & Myers	4,001	Bales

Tobacco from Greece		
S. S. Luxpale	—Oct. 29	
On order	2,019	Bales



Cigar Cutter
and Pocket
Pack Display



"See our exhibit at the next TOBACCO EXPOSITION, Grand Central Palace, New York City, January 25th to 30th."

In appearance, construction, material and strength we give the most for the money. The quality of your advertising reflects the quality of your cigar.

THE BRUNHOFF MFG. CO.

York St. and Freeman Ave.

Cincinnati, Ohio

W. S. LAKAMP
Eastern Representative
113 Maiden Lane
New York, N. Y.



W. O. SMITH & CO., INC.

Established 1865

Freight Brokers and Forwarding Agents

Location of Offices and Agents in the United States

W. O. SMITH & CO. JOHN S. CONNOR W. O. SMITH & CO. BIDDLE W. ALLEN & CO.
32 Water St. Marine Bank Bldg. McKevitt Bldg. Whitney-Central Bank Bldg.
New York City Baltimore, Md. Norfolk, Va. New Orleans, La.

Prevailing ocean freight rates on LEAF TOBACCO in Hogsheads from
Atlantic and Gulf Ports. Subject to change without notice.

Liverpool	65c	Las Palmas Direct	82½c
London	65c	Teneriffe	82½c
Glasgow	65c		
Belfast	70c		
NORWAY		FRANCE	
Christiania	67¼c-75cD	Bordeaux and Havre	60c
Christiansand	67½c-75cD		
DENMARK		FAR EAST	
Copenhagen	50c	Hong Kong	\$1.30
Aalborg	65c	Shanghai	1.32½
		Yokohama-Kobe	1.30
BELGIUM		AUSTRALIA	
Antwerp	60c	Melbourne & Sydney	37½c
		MEDITERRANEAN PORTS	
HOLLAND		Genoa	45c
Amsterdam	60c	Marseilles	70c
Rotterdam	60c	Algiers-Tunis-Oran	\$1.00
		Tangiers	90c
GERMANY		Gibraltar	1.00
Hamburg	65c	Malta	90c
Bremen	65c		
Danzig	50c	SOUTH AMERICA	
Ports in Finland		Buenos Aires	E.\$1.00 F 1.10
Direct	80c	Montevideo	1.00
Via Hamburg	75c	Santos	37½c cu. ft.
Lisbon-Portugal	60c	RIO	40c cu. ft.

B—Includes "Kings Warehouse Delivery"—Conference Lines.
C—Norwegian American Line—Carloads of 20,000 lbs. or more.
D—Norwegian American Line—Less carload lots.
E—Freight Steamers.
F—Passenger Steamers.

THERE IS NO BETTER CIGAR IN THE WORLD

Perfecto Garcia



MADE IN TAMPA

ASK FOR THEM

Tobacco From Santo Domingo
S. S. Erich Lindoe Oct. 30 || Grillman Bros. Inc. | 802 bales |
International Banking Corp.	1,000 seroons
Cullman Bros.	1,248 bales
Peerless Leaf Tob. Corp.	45 bales

Tobacco from Liverpool
S. S. Scythia Oct. 30 || A. Orlik | 1 case |

Cigarettes from Havana
S. S. Orizaba Oct. 27 || Central Union Trust Co. | 60 |
| R. E. Lane | 9 |

Cigarettes from London
S. S. Vellavia Oct. 28 || O. G. Hempstead & Son. | 1 |

Cigarettes from Southampton
S. S. Mauretania Oct. 30 || R. Wanmaker | 1 case |

Smokers' Goods from Rotterdam
S. S. Ala Oct. 28 || Pickfords Colonial, Inc. | 1 case |

Cigarette Cases from Southampton
S. S. Berengaria Oct. 26 || Delacour & Lewis Corp. | 1 case |

Cigarette Machine Parts from Havana
S. S. Orizaba Oct. 28 || United Cigar Machine Co. | 1 case |

Pipes from Rotterdam
S. S. Veendam Oct. 26 || W. Van Doorn | 1 |
| A. B. Newman Co. | 1 |

Pipes from Southampton
S. S. Berengaria Oct. 26 || Longbottom Pipe Co. | 1 |
F. Murray Hill Co.	3
Delacour & Lewis Corp.	1
Dasco Import Co.	2
A. Dunhill	4

S. S. Mauretania Oct. 30 || Meadows, Wye & Co. | 1 |
A. Dunhill	6
F. Murray Hill Co., Inc.	3
Delavour & Lewis Corp.	1

Pouches from Southampton
S. S. Mauretania Oct. 30 || A. Dunhill | 1 |
| Delavour & Lewis Corp. | 1 |

Lynchburg Mart Opens
LYNCHBURG, Va., Oct. 31.—The Lynchburg open tobacco market will resume its sales next Wednesday morning, but the co-operative market will not be opened until about November 15, the exact time yet to be announced.

About an 80 per cent crop is expected to be marketed this season through the auction sales. The crop was late and it is for this reason the market is opening later than usual.

The usual buyers will be on the market at the opening this year. A new concern, W. C. Thomas & Company, new leaf dealers, will be on the market this year.

The market this year has had no demand for primings, and none were saved by the planters.

It is expected that around 7,000,000 pounds of dark loose leaf tobacco will be handled through the open market during the season.

One of the several Philadelphia tobacco men seen on Water street, New York, last week was Superintendent John J. Rogers, of Otto Eisenlohr & Brothers.

This is exceedingly radical law though logical enough in the way the Appeal Court presents it, but I am not yet convinced that the courts generally will adopt it. That remains to be seen.

As I have already said, it has very far reaching possibilities which, if carried out, might very greatly aggravate the relations between the employer and his people.—Copyright, 1925, by Elton J. Buckley.

Appellants earnestly contend that this action cannot be maintained, as the whole theory of the case is wrong; that the contract on which it rests is void as being against public policy and in restraint of trade. We do not think so. The evidence shows, and the court trying the case found, that appellant Androff violated his bond, and there is no reason why either he or the insurance company should be exempt from the payment of the penalty of the bond.

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A Very Radical Decision With Far-Reaching Possibilities

Here's an interesting case, and rather surprising, which even if nobody wants to follow it is still an interesting feature of the law of business. The case lays down some new law to me, viz.: that it is legal for a group of employers in the same line of business in the same territory to combine in an agreement that none of them shall pay their employees more than a certain wage. I don't remember to have seen any case like that it may have far-reaching possibilities.

In this case (5 Fed. (2d), No. 4, 148 N. E. 203) a group of employers formed an association and drew up a schedule of wages and salaries which represented the maximum that should be paid any employee in certain classes. In order to make it certain that no member of the association should violate the agreement, they were all compelled to put up a bond to pay the others so much money in case of default.

One of the association members named Androff—there is always one like this in every business association—decided he could benefit himself by paying more than the schedule. Therefore he did that, but it was found out right away and the other association members proceeded to sue him on his bond. I confess that if this case had been brought to me at this stage I would have advised that there was scarcely one chance in a hundred of winning it. Off hand it would have seemed on the border line, if not actually over it, of a conspiracy in restraint of trade. Cases on all fours with it are very scarce, but there are others to some extent similar in which business men in the same class have agreed to eliminate competition in certain directions (often by limiting a price) and to insure loyalty by having each put up a bond. When somebody violated the agreement and was sued on his bond, the courts have held many times that the bond was void, because it was given to insure the prevention of competition.

But in the case I am discussing, the lower court and after that the Appeal Court, upheld the scheme and made Androff pay the association under his bond, for violating his agreement. This is from the decision of the Appeal Court: "In this State the law recognizes the right of laboring men to combine to promote their own interests, and to enforce their combination by any lawful means, even to the extent of picketing an employer's premises."

"If the employee has the right to say what wages he will work for, the employer should have the right to say what wages he will pay. If men may lawfully combine to accept a minimum wage which they fix and may enforce that combination among themselves by fine, suspension, or other form of discipline, employers may likewise form a combination for any lawful purpose, including the fixing of a maximum wage, and enforce it by the same means available to the employees."

"If labor organizations and similar associations do not have the right to enforce compliance and submission to their rules, regulations and by-laws, then they would be powerless, and the courts have upheld such organizations so long as they are organized for a lawful purpose, and will aid them in carrying out and enforcing all contracts with reference to the same."

"Appellants earnestly contend that this action cannot be maintained, as the whole theory of the case is wrong; that the contract on which it rests is void as being against public policy and in restraint of trade. We do not think so. The evidence shows, and the court trying the case found, that appellant Androff violated his bond, and there is no reason why either he or the insurance company should be exempt from the payment of the penalty of the bond."

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J. J. Rogers on Water Street

One of the several Philadelphia tobacco men seen on Water street, New York, last week was Superintendent John J. Rogers, of Otto Eisenlohr & Brothers.

S. A. Hargraft Moves on to Southwest

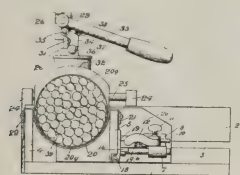
Before returning to Chicago, S. A. Hargraft, of Hargraft & Sons, will cover the southwestern territory. He was last reported in St. Louis.

Patents Recently Granted

By U. S. Patent Office

Complete description of the patents briefly described herewith can be obtained from the Patent Office by sending to the Commissioner of Patents, Washington, D. C., the number of the patent together with 10 cents in currency or money order. Stamps will not be accepted. For this sum the Patent Office will supply a printed copy of the patent, which usually contains complete drawings and descriptions in detail.

No. 1,539,745. **MECHANISM FOR PACKAGING CIGARETTES AND SIMILAR ARTICLES.** Eugene G. Kerlin and William A. Brandt, Salem, Va., assignors to Comas Cigarette Machine Company, Salem, Va., a Corporation of Virginia. Filed June 7, 1922. Serial No. 566,457. 21 Claims.



1,539,745

A packing machine including a hopper having zigzag partitions therein, and herringbone ejectors operating between said partitions for ejecting the articles therefrom.

No. 1,556,951. **TOBACCO-MOISTENING MEANS.** James A. Marshall, Mingo Junction, Ohio. Filed August 1, 1923. Serial No. 654,973. 2 claims. (Cl. 131-30.)



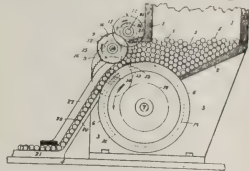
1,556,951

1. Tobacco moistening means embodying a mixture of ammonium acetate and common dry sand, and a sheet of moisture absorbent material placed upon said mixture.

No. 1,558,398. **APPARATUS FOR FEEDING CIGARETTES.** William Rose, Gainsborough, England. Filed June 5, 1924. Serial No. 718,184. 3 Claims. (Cl. 226-5.)

1. In apparatus for feeding cigarettes or like articles a hopper and feed means associated with said hopper, in combination with a platform supported in proximity to the feeding means in such manner that a portion of the upper face of the platform is slightly raised

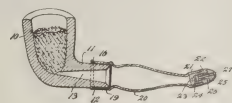
relatively to and above the portion of the said feed means which is near the platform so as to render it impossible for those cigarettes which are supported by said platform to come into actual contact with, and to be impelled in a forward direction by, the feed means, and a rotatable clearance roller having its



1,558,398

axis parallel to the axis of said feed means leaving a gap, slightly larger than the diameter of one of the cigarettes, between its surface and said portion of the upper face of the platform; all substantially as, and for the purpose, hereinbefore described.

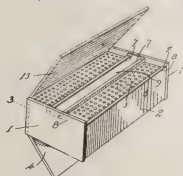
No. 1,557,351. **TOBACCO-PIPE STEM.** Charles W. Fischer, Sparks, Nebr. Filed December 17, 1924. Serial No. 756,593. 3 claims. (Cl. 131-12.)



1,557,351

2. A pipe stem comprising a screening cap threaded upon the neck of a pipe bowl, an elongated cooling chamber separately threaded upon the exterior of said cap, a mouthpiece carried by the free end of said cooling chamber and provided with a valve seat, a free ball valve cooperating with said seat, and means mounted in said valve casing and adjustable relative to the seat to limit the opening travel of said valve.

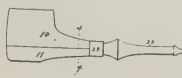
No. 1,557,898. **CIGAR BOX.** Roger W. Taylor, Cincinnati, Ohio. Filed April 9, 1924. Serial No. 705,381. 2 Claims. (Cl. 131-30.)



1,557,898

1. A cigar box having a hinged top and a hinged bottom, a foraminated closure in the bottom of the box, downwardly extending flanges from opposite two sides of said closure of sufficient length to provide space for the insertion of liquid absorbent material, and outwardly extending flanges from the bottom of the downwardly extending flanges for securing said plate between walls of the box and the bottom cover thereof.

No. 1,557,930. **TOBACCO PIPE.** Harry W. Griffith, Ault, Colo. Filed February 1, 1924. Serial No. 690,082. 3 Claims. (Cl. 131-12.)

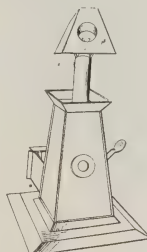


1,557,930

1. A tobacco pipe formed of separable members adapted to be moved relative to each other on right lines and parallel planes, said members being formed with mating portions of a smoke duct and also being formed with interengaging dove-tail grooves and ribs, the plane of separation between said members intersecting the bowl of the pipe.

Designs

No. 68,551. **CIGAR LIGHTER.** Edward Simon, Montreal, Quebec, Canada. Filed June 22, 1925. Serial No. 13,841. Term of patent 7 years.



68,551

The ornamental design for a cigar lighter, as shown.

No. 68,508. **MATCH HOLDER.** Eugene S. Boudinot, Webster City, Iowa. Filed July 14, 1924. Serial No. 10,141. Term of patent 3½ years.



68,508

The ornamental design for a match holder, as shown.

Samuel Karon Visits New York Friends

From Rock Island, Ill., last week came Samuel Karon, of the Western Tobacco Company. He visited many friends in the trade.

Antiquity of Smoking in America

Many of the early missionaries to the American Indians reported that they did not smoke. That custom came after the white settlement. It was brought from the West Indians and Central Am-

AMERICAN PATENTS

Trade Marks, Copyrights

Foreign and Domestic

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erica. These reports gave rise to a widely held belief that smoking is a comparatively new custom in North America, such, however, is not a fact. There are abundant evidences that the earliest people who settled here brought smoking customs from Asia with them. In the mound burial grounds in many of the eastern states, numerous stone and metal tobacco pipes have been discovered, and during the excavations in Indiana, recently pipe bowls were found with the remains of some of the most primitive people discovered here by archaeologists. This latest find consisted of eight skeletons, one of them clad in copper armor, and a hoard of rare war weapons and bits of personal adornment found in a mysterious mound on the farm of Grove Vosburg, near Walkerton, Indiana.

Long Desired the Secret

Vosburg, a seventy-year-old farmer, had long desired to know the secret of the mound, which according to local tradition dates back hundreds of years. Secretly excavating the pile of earth he came upon a strange burial place.

The eight skeletons lay in circular formation, arranged like the spokes of a wheel, with skulls together. Copper breastplates, bands and other bits of armor adorned the skeleton of one man, who apparently had been of giant stature. Embedded in this skull was a beautifully chipped flint arrowhead.

The soft earth of the mound revealed other treasures. Three pounds of ore, believed to be either silver or white gold, lie with the bones. There were corroded copper bands, which antiquarians here believe were used to bind war clubs; two pipe bowls, one of smooth black stone and the other carved with the replica of a fantastic monster, were found.

The belief that the bones are not those of Indians, but belong to the ancient and little known race of mound builders has arisen because of the great size of the bones and the fact that skull formations are not those of Indian types. The skulls seem to have little forehead and the eye cavities are high in the head.

K & B Rotary Stamping Machines

Guaranteed to put revenue stamps on

150 PACKAGES PER MINUTE

Over forty of these machines in use by Liggett & Myers Tobacco Co. Several of them now in use by the Tobacco Products Corporation. Service speed 156 packages per minute on Stroller Cigarettes in soft packages. Higher speed on other types of packages.

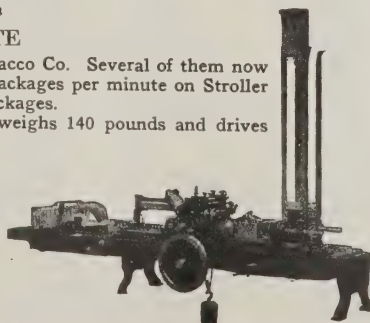
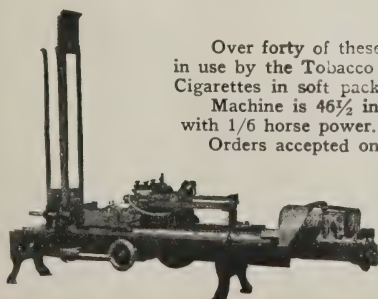
Machine is 46½ in. long, 14½ in. wide and 15 in. high, and weighs 140 pounds and drives with 1/6 horse power.

Orders accepted on 30 days' free trial.

BIEHLER & SONS

308 HAGUE STREET, ROCHESTER, N. Y.

Send us samples of all your packages, and tell us where you want the stamp placed.



Marshall Field Cigars

Very Mild—
Regardless
of Color.
Distinctive
Quality.

8 Sizes
3 for 50c-15c
2 for 25c-10c



Manufactured by

HOWARD F. PENT, Pres.

THE CORAZA CIGAR CO.

7th & CHERRY STS.

PHILADELPHIA, PA.

ENGLISH OVALS CIGARETTES

Blended in the Good Old English way



Keep a
carton
on the
counter

ENGLISH OVALS are rolling up a record in sales, satisfaction and profit for the retail merchant.

A carton on your counter is like an extra salesman in the store. They literally sell themselves.

Ask your jobber for more ENGLISH OVALS today.

Made by the makers of

Philip Morris

BOND STREET CIGARETTES

In the Little Brown Box

"The Ultimate in Cigarette Luxury"

International Trade in Leaf and Manufactured Tobacco

By T. L. HUGHES

Tobacco Specialist, U. S. Bureau of Foreign and Domestic Commerce.

Prepared Under the Direction of FRANK M. SURFACE as part of the Survey of World Trade in Agricultural Products Authorized by the Sixty-seventh Congress.

Production, Exports, Imports, Manufacture and Consumption by Countries

RUSSIA

(Continued from a previous issue)

During the five years prior to the war, 1909 to 1913, 23,283,395 pounds of leaf tobacco were shipped annually out of the country (Russia), which was a small percentage of the total production. Of this amount 30 per cent was taken by Finland, 20.5 per cent by Germany, 18 per cent by France, 10.8 per cent by Egypt, 5 per cent went to the Netherlands, and 4.3 per cent to Austria-Hungary. During this same period 867,276 pounds of smoking tobacco, 11,207 pounds of cigars, and 2,583,544 pounds of cigarettes, were exported, chiefly to China.

At the beginning of the war in 1914 exports of leaf tobacco from Russia dropped to 9,954,891 pounds, and then to 6,499,437 pounds in 1915, Finland being the only market of any size left open for Russian tobacco. Since the war the exportation of tobacco has been prohibited, as the entire production is needed for domestic consumption.

Imports of leaf tobacco averaged 1,168,581 pounds annually before the war, with a decrease during 1914 and 1915 to 953,088 pounds and 353,435 pounds, respectively. This tobacco comes principally from the United Kingdom, Germany and China. In the pre-war years, 1909 to 1913, imports of smoking tobacco, cigars, and cigarettes totaled 65,831 pounds.

DENMARK

It is possible to produce tobacco in considerable quantities in Denmark, but it has never been deemed expedient except in cases of extreme necessity, because of the inferior taste and aroma of the product (as compared with foreign tobaccos). During the war, when it was practically impossible to get goods into the country, an impetus was given to tobacco raising, but the results were the same as when previous attempts had been made. It has therefore been necessary for Denmark to import from foreign markets its supplies of raw leaf tobacco.

In the pre-war years 1909 to 1913 the average annual imports of leaf tobacco amounted to 9,736,000 pounds, of which Germany supplied 5,491,000 pounds, or about 56 per cent; the Netherlands, 2,356,000 pounds, or 24 per cent; and the United States 688,000 pounds, or 7 per cent of the total amount imported. During the first three years of the war imports of leaf tobacco increased, the peak being reached in 1916, when 16,932,000 pounds were imported, the greater portion of this amount (6,992,000 pounds) coming from the United States, and the Netherlands sending the next largest quantity, 4,645,000 pounds. Imports from Germany, which in the pre-war years constituted the largest amount of tobacco going into Denmark, dropped to 927,000 pounds, or 5 per cent of the total. In the two following years, 1917 and 1918, Denmark's imports of leaf tobacco fell to 7,763,000 and 3,682,000 pounds, respectively. With the virtual lifting of the economic blockade and the return to a more normal flow of trade in 1911 the tobacco imports increased to 37,369,000 pounds, 18,670,000 pounds, or 50 per cent of this amount, originating in the United States; the next largest amount, 9,360,000 pounds, or 25 per cent of the total, came from the Dutch East Indies. In 1920 the pre-war average imports of tobacco were more than doubled. The marked decline in tobacco

imports in 1921 was caused by overstocks and the general business depression, but as conditions improved somewhat in 1922 the imports for that year rose to 10,873,000 pounds.

Although the amount of leaf tobacco imported into Denmark from Germany in 1914 was in the same proportion to the total as in the previous years, it had declined to practically nothing by 1917, and the average imports from 1919 to 1922 were but 1,285,000 pounds, or 6.7 per cent of the total annual average of 19,190,000 pounds brought in.

During the war Denmark's imports of leaf from the Netherlands increased to about 33 per cent of the total, but fell to 14 per cent for the postwar period, 1919 to 1922. The imports of leaf from the United States have shown the greatest gain of all the countries supplying Denmark with tobacco, this gain ranging from 7 per cent of the total in the pre-war period to 28 per cent during the war years, and to 47 per cent in the postwar years. This improved showing has been made, in a great part, by the direct shipments of tobacco from the United States States, replacing the reexports of American tobacco from Germany and the Netherlands.

Reexports of Leaf Tobacco

The reexports of leaf tobacco from Denmark were negligible before the war. During 1916 they expanded to 1,295,000 pounds, and in 1917 to 1,686,000 pounds, but dropped out entirely in 1913 on account of shortage of stocks. Immediately following the war the reexports paralleled the excessive imports, the former amounting to 6,682,000 pounds in 1919, 4,983,000 in 1920, and 2,103,000 in 1921. It is probable that, on account of its strategic location, leaf tobacco will be distributed from the free port at Copenhagen in larger quantities than before the war.

Manufactured Tobacco

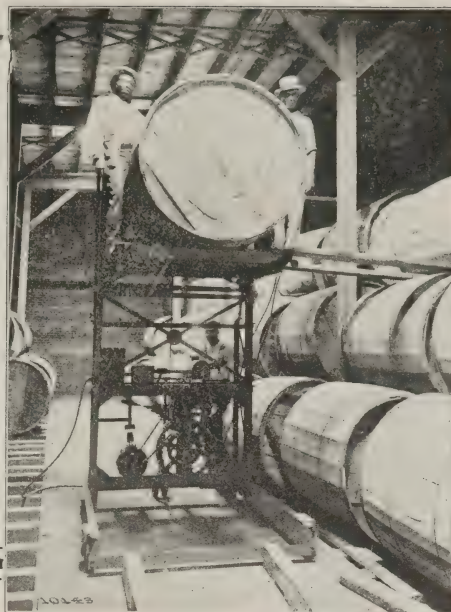
The tobacco manufacturing industry in Denmark is a well developed business, using about 11,000,000 pounds of raw leaf each year. Before the war the export trade in cigars, smoking and chewing tobacco and snuff amounted to about 500,000 pounds a year. Most of the cigars were exported to Sweden; smoking and chewing tobacco to Germany, Iceland, Greenland, and the Faroe Islands; and all the snuff, about 65,000 pounds a year, to Iceland. This trade increased during the war, particularly in 1916 and 1917, when it amounted to about 750,000 pounds each year, but dropped sharply in 1918 on account of the shortage of raw materials. Both manufacture and exports expanded tremendously in 1919 and 1920, but the general depression in business in 1921 caused a marked decline, which continued until the latter part of 1922.

Before the war Denmark imported over 1,000,000 pounds of manufactured tobacco each year. After 1914 this trade declined steadily until in 1918 it amounted to only 155,000 pounds. Since the war there has been a large increase in these imports, the amounts for 1921 and 1922 being about double the prewar average. The heavy increase in imports from Germany and other central European countries with depreciated currency, and the consequent decrease in domestic production, was the basis for the increased import duties on manufactured tobacco products which were imposed by Denmark in August, 1922. The effect of this law in restricting importation has been beneficial to the domestic industry, particularly in the cigarmaking factories, where the production of the last quarter was 50 per cent greater than in the first quarter of 1922.

(Continued on page 40)



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A Train of Rapid Transit Thoughts

(Continued from page 7)

BERKELEY, Cal., Oct. 28.—Strasburg & Gilbert, 2007 Shattuck street, this city, is reported to have dissolved, but will continue the cigar and tobacco business under a new title.

LOGANSPOUT, Ind., Oct. 31.—R. R. Clements, 1224 East Broadway, this city, has discontinued his cigar and bird business, and offers his stock and fixtures for sale.

BERKELEY, Cal., Oct. 28.—Strasburg & Gilbert, 2007 Shattuck street, this city, is reported to have dissolved, but will continue the cigar and tobacco business under a new title.

GRANTS PASS, Ore., Oct. 27.—V. W. Merritt has purchased the cigar business here of Elmer G. Brown.

MACON, Ga., Oct. 31.—Frank Skinner is purchased the cigar and confectionery business here of Joseph Threlkeld.

JEFFERSON CITY, Mo., Oct. 31.—Otto Monon has opened a cigar and confectionery store here.

FONDA, Ia., Oct. 31.—Brisbois Cigar Store here was badly damaged by fire last week. Loss was covered by insurance.

ROSEBURG, Ore., Oct. 27.—P. N. Fasonke has opened a cigar and confectionery store here.

KEOKUK, Ia., Oct. 31.—John Colisson, of the automobile business here, has purchased the cigar store of Ida M. Fanning, and will remodel portion of building for garage.

BUFFALO, N. Y., Nov. 2.—Leonard J. Allen L. Welch have opened a cigar store in this city at 268 Main street, in the Hamlin Building.

JENDERSON, N. C., Oct. 31.—W. W. Baker has opened a United Agency here in his drug store.

BAKERSFIELD, Cal., Oct. 27.—Carter & Carlisle have purchased the Walsh Brothers' cigar store.

ST. LOUIS, Mo., Oct. 31.—Excelsior Tobacco Company of this city has been incorporated to manufacture and sell tobacco and cigars. Incorporators are James Cole, A. V. Cole and Alex Cole.

SALEM, Ore., Oct. 27.—Daniel Fry, Jr., and Orris Fry have purchased the cigar and drug business here of Daniel Fry, Sr.

CHARLESTON, Ore., Oct. 26.—David Jones has purchased the cigar store of Edward Little here.

COMAS, Wash., Oct. 26.—John Farley has purchased the cigar and lunch business here of Edward Kersey.

CLATSKAINE, Ore., Oct. 27.—Walter Keck and M. H. Miller have purchased the cigar and recreation room of J. A. Eckhardt.

David Horn Arrives in Gotham

From San Francisco last week came David Horn, of the Golden State Leaf House, to see what the New York tobacco men are doing to boost the cigar business.

Otto Rieckert Winds Up Deisel-Wemmer Branch

KANSAS CITY, Mo., Oct. 31.—All the affairs of the Deisel-Wemmer Company's distributing branch, this city, have been practically closed by representative Otto Rieckert, and the accounts have been turned over to the purchasers of the business, the David Chalmer's Tobacco Company, of 724 Main street. They will continue to handle the gross business of the Deisel-Wemmer branch, which has amounted to approximately \$500,000 a year. Mr. Rieckert will now proceed from here to distributing points

in Arkansas and Oklahoma in the interests of the Deisel-Wemmer Company.

Geo. Goethe Busy in Denver

Christmas comes to Denver, too, it seems, for George O. Goethe took a number of very satisfactory holiday orders last week for WDC pipes from the trade of the Mineral State.

Just Out Is Really Just Out

BOYERSTOWN, Pa., Nov. 2.—Another five cent cigar is on the market. It is just out. And that is the name of it—Just Out. It is made by D. S. Erb & Company, of this city, and it is being marketed throughout the country by various leading jobbers.

Listed Tobacco Stocks

Closing Prices Monday
Reported by Marketwise

	Bid	Asked
American Snuff	154	155
American Snuff pfd	101	102
American Sumatra	11	11 1/4
American Sumatra pfd	88	88 3/4
American Tobacco	119 1/2	119 3/4
American Tobacco "B"	117 3/4	118
Consolidated Cigar	39 3/4	40
Consolidated Cigar pfd	85 1/2	89 1/4
General Cigar	106 1/2	107
General Cigar deb pfd	110	112
General Cigar pfd	106	120
Liggett & Myers	75 1/2	76
Liggett & Myers "B"	74 3/4	75 1/4
Liggett & Myers pfd	120 1/2	121 1/2
Lorillard, P.	37 1/2	38
Lorillard, P., pfd	114	117
Reynolds, R. J., pfd	120 3/4	121 1/2
Reynolds, R. J., "B"	93 1/2	94
Tobacco Products	93 1/4	93 3/4
Tobacco Products "A"	105	106
United Cigar Stores	106	106 1/2
United Cigar Stores pfd	116	119 1/4
U. S. Tobacco Co.	55	56 1/2
U. S. Tobacco Co. pfd	112 1/2	114

Inactive and Unlisted Stocks

Closing Prices Monday

Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar	100	103
American Cigar pfd	95	99
Bayuk Cigars	38	41
Bayuk Cigars 2nd pfd	95	100
British-American Tobacco	25	26
Continental Tobacco Co.	14 1/2	15
*Eisenlohr & Bros. com.	14	14 1/4
Eisenlohr & Bros. pfd	82	84
G. W. Helme Co., new	74	75
G. W. Helme Co., pfd	115	118
J. S. Young	124	128
J. S. Young pfd	103	109
Imperial Tobacco	24	25
International Cigar Machine	65	75
Johnson Foil	80	90
McAndrews & Forbes	163	166
McAndrews & Forbes pfd	100	102
Mengel Co. com.	60	63
Phillip Morris	21	22
Porto Rican A. T. Co.	50	60
Universal Leaf com.	60	62
Universal Leaf pfd	98	100

*Par value now \$25.

Arthur Huebsch Will Manage Equitable Cigar Store

Management of the new Equitable Building cigar store, operated by Acker, Merrill & Condit in the Equitable Insurance Building on Seventh avenue, New York, will be in the hands of Arthur Huebsch, Mr. Huebsch was formerly with the Stearn Company in their Cotton Exchange Building stand, and he is particularly well fitted to be manager of this fine new establishment.

Sidney Cahen Resigns from Regensburg

After eighteen years of service in the northwest territory of E. Regensburg & Sons, manufacturers of the Admiration cigar, Sidney Cahen has resigned. Mr. Cahen has made no immediate connection, but he will soon announce his plans.

Tobacco Merchants' Association Of The United States



OFFICERS AND EXECUTIVE COMMITTEE
 Jesse A. Bloch, Wheeling, W. Va., president.
 Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
 William Best, New York, chairman executive committee.
 Major G. W. Hill, New York, vice-president.
 George H. Hummel, New York, vice-president.

VICE-PRESIDENTS
 J. Lichtenstein, New York, vice-president.
 H. H. Shelton, Winston-Salem, N. C., vice-president.
 Wm. T. Reed, Richmond, Va., vice-president.
 Harvey L. Hirst, New York vice-president.
 Asa Lemlein, New York, treasurer.
 Chas. Dushkind, New York, counsel and managing director.

International Trade

(Continued from page 38)

NORWAY

The tobacco industry of Norway is carried on by private enterprise and is one of the exceptions to the general European policy of monopolistic control of this industry. As no tobacco is grown in Norway, the supplies of raw leaf must be imported.

In the pre-war period, 1909 to 1913, the annual average imports of leaf tobacco amounted to 3,994,000 pounds, of which 48 per cent of the total came from Germany and 44 per cent from the United States. A large part of the German trade consisted of reexports of American tobacco. During the war the imports increased to 4,571,000 pounds annually, about 14 per cent greater than in the prewar period. Of the wartime imports the United States supplied 73 per cent, the greater part of the balance coming from the Netherlands and Great Britain. Germany supplied 1,758,000 out

of a total of 4,645,000 pounds in 1914 and 534,000 of the total 4,660,000 pounds in 1915, but practically nothing more during the war.

Following the war leaf tobacco imports were excessive, amounting to 11,331,000 pounds in 1919 and to an annual average of 7,047,000 pounds for 1919 to 1922. Of this amount the United States supplied 85 per cent. The trade has been handicapped by this overstock, which has been difficult to move because of the adverse economic conditions within the country, and it is probable that in the future imports of leaf tobacco will revert to the prewar average. Reexports of leaf tobacco from Norway are insignificant.

Besides raw leaf tobacco, Norway imports about 500,000 pounds of manufactured tobacco annually, principally cigars and cigarettes from the Netherlands, Germany, and Denmark. The United States does not share in this trade to any great extent. The following table shows the total quantity of leaf tobacco imported by Norway and the proportion coming from the United States and Germany.

Imports of Leaf Tobacco Into Norway			
Year	Total imports	From United States	From Germany
	Pounds	Pounds	Pounds
1909	3,700,000	1,455,000	1,970,000
1910	4,142,000	1,800,000	2,060,000
1911	3,731,000	1,611,000	1,887,000
1912	4,355,000	1,904,000	2,048,000
1913	4,044,000	2,009,000	1,619,000
1909-1913,			
average	3,994,000	1,756,000	2,197,000
1914	4,645,000	2,260,000	1,758,000
1915	4,660,000	3,254,000	534,000
1916	5,171,000	4,256,000	17,000
1917	5,021,000	3,978,000	12,000
1918	3,416,000	3,026,000	13,000
1914-1918,			
average	4,571,000	3,355,000	246,000
1919	11,331,000	9,458,000	1,873,000
1920	6,873,000	5,818,000	34,000
1921	4,750,000	4,089,000	157,000
1922	5,236,000	4,479,000	99,000
1919-1922,			
average	7,047,000	5,961,000	275,000

* The proportion of imports from the United States was as follows: 1909-1913, 44 per cent; 1914-1918, 73.4 per cent; 1919-1922, 84.6 per cent.

* The proportion of imports from Germany was as follows: 1909-1913, 54 per cent; 1914-1918, 10.2 per cent; 1919-1922, 1.1 per cent.

(To be continued)

Polish Monopoly Purchases

WASHINGTON, D. C., Oct. 31.—The following information regarding the Polish Tobacco Monopoly purchases of raw tobacco during 1924 has just been received, says American Consul Heath at Warsaw, reporting to the Tobacco Section of the Department of Commerce:

	Pounds
Macedonian	137,562
Bulgarian	11,467,001
Turkish	1,028,697
Greek	925,340
Russian	892,047
Algerian	2,747,698
Hungarian	1,053,595
American	4,809,661
Indian	1,898,471
Sumatra	363,759
Java	436,510
Domingo	128,232
Havana	22,206
Cuba-Yara	35,738
Brazilian	182,252
Total	26,128,781

The Polish Monopoly purchased the entire crop of domestic tobacco for 1924, totaling 404,943 pounds. For the most

part the raw tobacco for the manufacture of cigars was purchased in the Netherlands. In the case of pipe and cigarette tobacco, purchases were made from representatives of wholesalers of the country of origin of the tobacco. The Monopoly states that foreign tobacco was in no case bought directly from the producers.

Millions in Smokes

Another American citizen who started with nothing and died worth millions has just left on the last long journey. James B. Duke who made Durham, North Carolina famous and who, with many others, gained wealth by the growth of the cigarette fashion ended a useful life the other day.

Sum up Mr. Duke's achievements and it may be said to have been the result of his immense capacity for hard work and his power of application. Born on a tobacco farm in Durham, his early years were associated with what most of us today would call abject poverty. Yet, in those times his family was somewhat better off than the neighbors. He saw the light of day when the clouds of civil war were gathering. As his name implies, he was born under the president whose uncertain action fanned the flame of possible strife, James Buchanan. His family felt the pinch of war loss. He had no chance for education. Yet he kept plugging. The tobacco business looked good to the youth and his brother and they went in for it. They began to expand. So did other concerns. Then came that "cutthroat game" as the struggle for control began. Each concern sought to outdo the other and more money was paid out in the struggle than was taken in.

Here it was that the senselessness of competition dawned on Duke and he proposed consolidation. Five great firms came together and he was made president of the enlarged company. How it prospered is business history. The growth of cigarette use ever since is one of the peculiar features of these times.

In recent years Mr. Duke had largely divested himself of his "smoke" holdings. He became attentive to electrical development. But he wore himself out and the call came at no very advanced age.

As with other great holders of wealth, so with Mr. Duke, his charities have been enormous. Also his gifts for education. He recently endowed a small college in his native state with \$40,000 to help those unable to get college training.—Middletown (Conn.) Press.

Cleveland

(Continued from page 3)

C. ("Jack") Mendelsohn, will be president, and will continue to act as sales manager, while Herbert Mendelsohn will serve again as secretary and treasurer of this lively concern. For a company that is literally on the threshold of its incipency, the Cleveland Pipe & Novelty Company has cut wide swaths in the pipe and novelty field. Jack Mendelsohn, in choosing the company's pipe line, chose that of the M. Linkman Company, and the results and repeat orders on these pipes, for which the company is distributor, has more than merely justified his choice.

A chip off the old block is Bernie Schulist, son of Sam Schulist, old veteran cigar and tobacco man of this city. Bernie, who is the downstate representative of the Buckeye Tobacco Company, is certainly selling lots of Buckeye Scrap in Columbus and surrounding territory. Bernie's reputation as a square shooter and the added fame and prestige he has acquired as a football player of renown on the Ohio State varsity in past years has helped considerably to boost things for him.

Billy Sulzman, owner and operator of cigar store on Superior avenue, near East 82nd street, is again a candidate for reelection as councilman from his district. Sulzman has had a long and eventful as well as honorable career as politician, and has made good there as he has in his business. "Fighting" Billy also manufactures his own brands in the rear of

the commodious premises, brands which go over well in his section.

For a real busy place and at all times saunter over to West Sixth street and St. Clair avenue way, into Ben Goetz store. Ben has established a new record for business at this stand and has far eclipsed all previous records, even when the store was being operated by Busbaum at the same location. One of the best spots in the city, this store, by always attractive window displays and fresh merchandise, cannot but be a decided success. Besides a fine box cigarette trade, Ben does a fine box candy trade, carrying a large line of candies and specializing on the Page & Shaw line.

Turkish Cigarettes Popular

The Turkish crew of the P. Lorillard Company has seemingly created, or shall I say, increased the demand for Mursi and Helmar cigarettes in this territory. Jack Thomas, veteran in experience, not in age, who is in charge of affairs here, and Maurice Wellman, his assistant, are surely to be congratulated on the marvelous increase this year over last.—Here.

York County

(Continued from page 29)

Huber Throne Dead

Huber Ralph Throne, foreman at the Brenner cigar box factory, this city died suddenly October 25 from the effects of heart disease. He was 30 years old. Mr. Throne had been under the care of a physician for some time. His condition took a sudden turn for the worse and he died soon after he was struck. He leaves his widow and six children. The funeral was held last Wednesday. Burial was made in Union Cemetery, Dallastown.

D. A. Horn, a member of the Tam Cigar Company, Red Lion, has returned from a business trip, and reports a market for cigars very good.

The employees and friends of the Consumers' Cigar Box Company, Red Lion held a big Halloween party October 31 in the skating rink, Fairmount Park. T. participants enjoyed themselves well dancing and Halloween games. Refreshments were served.—YORKAD.

Paducah Prospects

(Continued from page 25)

district have not yet announced what they will open for business, but doubt this will be decided on soon.

A number of buying interests continue in the market in Calloway County. Prices for the better crops range from about 24 to 30 cents. Buying in other sections over the district has been limited, and is of little importance, as market has not opened generally. Buying this week has not been heavy, however, owing to the cold, harsh weather that has prevailed over the country. Temperatures have been much below normal, and snow has already fallen which is very unusual for this time of the year.—W. B. KENNEDY & SON.

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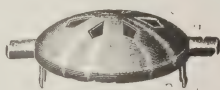
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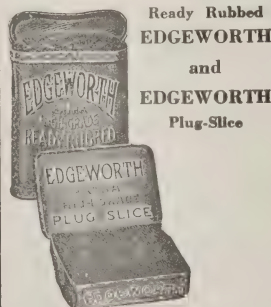
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A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol LXXXI. No. 3

NOVEMBER 12, 1925

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Cigar Tax Cut Extent of \$12,000,000 by Ways and Means Committee

WASHINGTON, D. C., Nov. 9.—With daily press all over the country heralding the dramatic return of the good old cigar on account of the drastic cut in the revenue tax now advocated, the Ways and Means Committee has written into the reduction bill the elimination of approximately \$12,000,000 on cigars of the lower classes, and Tobacco is expected to be the first to make the announcement direct to the trade.

Total cuts of the committee will probably reach \$300,000,000 and all classifications of the so-called nuisance taxes. In fact, some members of Congress, notably Senator Simmons, of North Carolina, believes the entire eliminations will ultimately result in a half billion reduction.

This amount, of course, far exceeds the estimates of Andrew W. Mellon, Secretary of the Treasury. Even Chairman Green of the Ways and Means admits this to be true, saying the Treasury suggestions were absolutely too low.

The present cuts stand in the final analysis of the reduction bill, cigars will receive about 25 per cent off the current schedules. Smokers' articles will obtain a similar discount, amounting to about \$60,000.

Detailed information of the exact nature of the cigar reductions is still lacking. Meetings have been held in secret, and the definite results will not be known for some time.

However, the published allowances are somewhat along the lines suggested by Charles Dushkind, of the Tobacco Merchants' Association of the United States. Twenty per cent was the reduction asked by Mr. Dushkind at the recent hearing before the Ways and Means. This would reduce the total apparent government revenue around \$22,000,000 next year, while the Ways and Means have provided for \$3,000,000 total cigar tax.

Representative Garner's idea of benefiting the cigar by adding the reductions to the present cigarette and tobacco taxes is not favorably received by the committee. This was anticipated, and the Treasury, as a whole, will be much benefited by the present status.

In eleven years the total annual collections of revenue from the tobacco tax has increased from \$80,000,000 to \$1,000,000,000. And the point made by Mr. Dushkind, that more people pay this revenue than do pay the income tax, reinforced in a favorable impression upon the Ways and Means members.

During the appeal of Harvey L. Hirst, of Gayley Cigars, Inc., at the hearing on October 24, he stressed the importance of making a schedule which will immediately react to the advantage of the cigar in the street. He spoke of the fact the cigar manufacturers of the nation are making to produce a popular grade of smoke. And he mentioned that the cigar manufacturer could hardly get by, let alone make a profit, upon present qualifications.

Another strong argument before the Ways and Means, which made the Committee men think, was the statement of J. Alsop, of the Connecticut Valley Tobacco Growers' Association. Mr. Alsop

Tentative Figures Fix Reduction at About 25 Per Cent From Present Burdensome Schedules—Detailed Data Not Yet Available—Arguments Presented by Charles Dushkind, William L. Crounse and Various Others, at Hearing, Had Wholesome Effect—Some Time Likely to Elapse Before Final Action.

presented the farmers' side of the situation. He spoke of the cost per acre of fertilization, construction, labor. He remarked that \$438 is the present cost per acre of the wrapper type of tobacco, while all the farmer receives therefor is about \$300.

With lower taxes, now apparent, the cigar leaf grower will undoubtedly enjoy a gradually improving market. This means, of course, that his prices will be better, his compensation closer to the equivalent necessary for the continued growth of acceptable leaf.

Emerson Ela, of the Northern Wisconsin Tobacco Growers' Pool made a similar appeal, which proved very effective with the committee. His statement that the 25,000,000 pounds of tobacco raised annually in Wisconsin is a tremendous factor in the prosperity of this great state, made the members of the Ways and Means Committee realize that the farmer has as large a stake in the tax reduction as the manufacturer.

For the National Cigar Leaf Tobacco Association, William L. Crounse made a very concise and impressive appearance which visibly improved the chances

of the tax schedules. Mr. Crounse's remarks had to go with the records of the Association for twenty-three years. He showed the Committee that the cigar production, in that time, had remained practically at a standstill.

Mr. Crounse contrasted this condition of the cigar industry with the rapid growth of the cigarette. He mentioned percentage figures which greatly influence the Committee, no doubt, to take the action it has now recorded. Mr. Crounse filed a strong brief signed by Joseph Mendelsohn, of New York, president of the National Cigar Leaf Tobacco Association.

All these gentlemen, in fact, are to be commended for the strikingly intelligent and interesting presentation of facts and figures placed before the Ways and Means Committee. Every man appearing had a decisive statement to make. He made it, and the Committee was somewhat surprised to obtain all the informative detail which has since been considered and favorably acted upon.

It is to the credit of these men, then and the various organizations they so

wisely represent, that the cigar trade can thank for whatever future action may be determined by Congress upon the advice of this important Ways and Means membership.

Some little time will elapse before the Revenue Act will be voted upon, but President Coolidge and Secretary Mellon are requesting quick action, and the ultimate bill will be reported in sixty to ninety days, if sooner consideration is not possible.—L.A.M.M.

Tentative Schedule

A tentative schedule received by the Tobacco Merchants Association of the United States at their New York office, Tuesday afternoon, contains the following reductions: Cigars, Class A from \$4 down to \$2.50; Class B, \$6 to \$4.50; Class C, \$9 to \$7; Class D, \$12 to \$10.50; Class E, \$15 to \$13.50. Little cigars, from \$1.50 down to 75 cents. Special tax of ten cents per thousand, upon cigar manufacturers to be repealed. Meerschaum and humidor taxes to be entirely eliminated.

Smaller Crop Yield Is Now Indicated

WASHINGTON, D. C., Nov. 10.—Estimates of the Department of Agriculture at the beginning of October indicate a slightly smaller yield of tobacco than was expected a month earlier and, as compared with the average harvest of the past five years, production is expected to be 8 per cent smaller, says the Federal Reserve Board in its monthly statement on the tobacco situation. The Board continues:

"Reduction in the total production this year from the final harvest in 1924 are due principally to smaller yields in Kentucky and Virginia, where the crops are 15 per cent and 23 per cent smaller, respectively. Marketing of the early harvested crop in Georgia and South Carolina proceeded rapidly in September and by the end of the month many markets in those States had closed. In North Carolina marketing increased rapidly and total sales were 31 per cent larger than in September, 1924, though the quality of the crop averaged lower than early season expectations and prices were somewhat lower than in the corresponding month of last year. Harvesting proceeded rapidly in the St. Louis Federal reserve district, and the types that were cut early because of the drought were curing satisfactorily.

In the tobacco manufacturing industries the output of all products was larger in September than in August, but all products except cigarettes were manufactured in smaller volume than in September of last year. Production of small cigarettes continued in exceptionally large volume, exceeding all previous months except July, 1925. Cigar manufacturers in the Philadelphia Federal reserve district operated plants at an average rate of about 70 per cent of capacity in September. The demand for

Cincinnati Business Good To Fairly Excellent

Burley Market Opens Dec. 2—Henry Kuhlman Discusses Nickel Cigar—Uhlmann Moves Jobbing House—Schulte to Open First Store—Morris Frieder Returning Home.

CINCINNATI, O., Nov. 7.—Concerns in the various lines of the tobacco industry report that business is getting livelier every day. General business conditions are good, it is pointed out; the masses have plenty of money, and there is no reason why tobacco sales should not increase. Orders for Christmas packages have already begun to come to manufacturers and jobbers in good volume, and it is thought that the holiday sales will show a larger total this year than they did last.

Smaller Nickel Cigars

Cigar manufacturers report that their plants are quite busy, and some state that they are rushed. While the greater part of the demand still continues to be for the less expensive grades of cigars, this condition is to some extent reversing itself, because of the increased purchase of more expensive cigars for holiday trade. "After the first of the year," said one manufacturer, "we should take steps to educate the smokers that it is impossible to produce a great big cigar of fine quality that can be sold for five cents. If a five-cent cigar

has quality, it must be a very small size."

Manufacturers of miscellaneous tobacco products report that the business situation is improving, and it is freely predicted that there will be a substantial increase in demand until the holiday season is over, and perhaps after that. Sales in the bituminous coal fields are said to be increasing, due to the fact that there is less unemployment at the mines. Sales in the anthracite field continue to be low, due to the strike, but this is not as important a factor in this section as the bituminous.

Burley Opening Dec. 2

The local burley market opens up December 2, at which time there will be sales in the two Covington loose-leaf warehouses, the Kenton and the Tri-States. The latter concern, which entered business last year, has greatly enlarged its facilities. It is stated that the entry of the new warehouse did not tend to diminish the business of the other, but merely brought additional tobacco to the market.

Downtown and suburban retailers (Continued on page 20)

cigars was somewhat larger than in the previous month and the corresponding month last year.—L.A.M.M.

Consolidated Cigar Report

Consolidated Cigar Corp. reports for nine months ended September 30, 1925, net profit of \$1,070,257 after depreciation and interest, but before federal taxes, equivalent after 7% preferred dividend requirements, to \$5.87 a share earned on 147,573 no par common shares. This compares with \$833,100 or \$4.19 a share in first nine months of 1924.

Net profit for third quarter of 1925, was \$442,149 equal to \$2.54 a share on common, comparing with \$345,061 or \$1.88 a share in preceding quarter and \$333,863 or \$1.78 a share in third quarter of previous year.

Burley President Strongly Endorsed

ELIZABETHTOWN, Ky., Nov. 9.—A resolution declaring confidence in James C. Stone, president of The Burley Tobacco Growers Cooperative Association, and a willingness to leave to him the method of marketing the tobacco in the hands of the association, was adopted without a dissenting vote by a big crowd of tobacco poolers which met in the court house here Saturday afternoon.

Action by the poolers followed an address of an hour and a half by J. D. Braddock, former director of the Burley Association for this district, in which he told the growers just what the situation in the Burley Association at this time, and called attention to the advance in price average since the pool started, asserting that even if they should not get another cent for their crop they already had received far more than they could have expected without organization, and more than 3 cents a pound above the price of 1920.

Mr. Braddock made an impassioned plea for support of Mr. Stone in his efforts to improve the condition of the tobacco growers, directed attention to possible harm that would be done the association by an ill advised demand at this time for a change in the method of selling and said that if Mr. Stone had the continued united support of the growers, which he declared Mr. Stone deserved, there was no doubt of Mr. Stone's success in selling at fair prices the tobacco intrusted to him by the members.

The meeting had been called by dissatisfied growers, impatient at the delay in settling in full for their crops but it ended in a great and enthusiastic pool meeting and the unanimous endorsement of Mr. Stone and his method of conducting the associations business.—PORTER.

Celestino Lopez

After a very brief illness of pneumonia, Celestino Lopez, of Arguelles, Lopez & Brothers, died last Tuesday at the home of his daughter, Mrs. J. H. White, of West field, N. J. Mr. Lopez' widow, daughter, brother and three grand children survive him. He was born in Spain sixty years ago, and emigrated to Cuba as a young man. He thoroughly mastered the leaf and cigar business in Cuba, and then came to the United States. In 1888 he joined the Arguelles Brothers, and established the Pearl street, New York, the present offices of the house. In 1895 the firm moved to Tampa, where the factory is now located.

Farmville Market Opens

FARMVILLE, Va., Nov. 7.—Our market opened this week for the sale of dark tobacco. We had only two days' sale, but had a fair quantity of tobacco offered, which sold for high prices, and the farmers seemed entirely satisfied with the prices.

Sales for this week 105,100 pounds average \$18.65
Primings sales for this week 10,138 pounds, average \$3.97
Total 115,238
The Association will open receiving stations November 17.—DUNNINGTON & COMPANY.

Mazer-Cressman Increase Club Enjoys Big Party

PHILADELPHIA, Pa., Nov. 10.—With the executives and employees joining at the dinner table in a spirit of amity and good-fellowship, the Philadelphia branch of the Mazer-Cressman Cigar Company, 1711 Vine street, celebrated the most prosperous business period which that firm has enjoyed since these two prominent cigar concerns were united into a single organization. The officers were hosts to the workers who have made possible this expansion.

Within recent months the Mazer-Cressman Company, formerly the Mazer Cigar Company and the Allen R. Cressman Sons' Company, has been forging ahead in its Philadelphia business. The consequent increase was more than thirty per cent in the local distribution of the Manuel, Counsellor and Detroit Hand Made cigars, the brands that now are distributed through the combination of the companies.

So appreciative were the members of the firm of the efforts made by the employees to boost the distribution of the brands, that they decided to hold a get-

together banquet for the purpose of personally extending to the workers the thanks for the co-operation so generously extended. So on Thursday evening more than one hundred officers, executives and employees in the sales, manufacturing and shipping departments assembled at the Elks Club, and there exchanged greetings. In brief but hearty words of gratitude they gave expression to mutual appreciation of the harmony and good will existing between employer and employee.

Accompanying the employees were

(Continued on page 36)

UNITED STATES TOBACCO EXPORTS DURING MONTH OF SEPTEMBER

Figures Compiled by Department of Commerce.

ARTICLES, AND COUNTRIES TO WHICH EXPORTED	UNIT OF QUANTITY	SEPTEMBER—				NINE MONTHS ENDING SEPTEMBER—			
		1924		1925		1924		1925	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Tobacco:									
Leaf tobacco—	Lb.	16,033,425	\$7,709,239	30,447,285	\$14,184,903	176,173,180	\$65,693,013	143,338,789	\$53,170,000
Bright flue-cured—	Lb.	1,071,953	450,582	511,209	801,545	6,203,031	1,792,411	4,768,896	1,570,000
Burley—	Lb.	12,712,036	2,134,680	10,496,396	2,083,627	130,284,796	21,124,582	94,361,984	18,026,000
Dark-red Kentucky and Tennessee—	Lb.	2,786,229	737,784	1,974,227	881,410	21,790,707	7,433,398	16,408,875	6,002,000
Dark Virginia—	Lb.	740,413	162,123	4,736,800	1,037,153	9,034,853	2,034,853	10,973,037	2,400,000
Maryland and Ohio export—	Lb.	807,171	118,439	1,371,074	285,692	14,838,174	2,657,805	15,593,540	3,468,000
Green River (Fryer) and one sucker—	Lb.	38,571	36,782	107,851	49,446	1,373,142	361,708	857,320	448,000
Cigar leaf—	Lb.	3,052,206	694,061	546,105	161,061	32,712,080	8,865,601	11,020,890	2,618,000
Other leaf tobacco—	Lb.								
Total.	Lb.	37,244,809	12,074,803	50,693,535	18,782,826	401,633,687	106,024,406	296,745,252	87,270,000
Exported to—									
Belgium—		2,009,226	290,186	1,712,649	261,828	21,178,091	2,793,862	9,773,872	1,683,000
Denmark—		4,304,385	86,234	5,004,728	988,545	3,860,019	756,716	5,993,208	1,000,000
France—		1,943,569	366,182	3,547,615	748,718	38,990,638	5,37,089	19,823,314	2,604,000
Germany—		752,160	162,500	1,908,162	481,773	35,356,579	5,413,329	16,684,091	4,301,000
Italy—		1,705,485	416,153	3,309,678	1,083,028	13,716,638	2,838,637	9,439,442	2,305,000
Netherlands—		762,857	294,070	716,712	220,721	34,454,273	4,249,660	13,759,446	3,402,000
Norway—		156,388	19,322	10,764	2,297	669,869	1,898,941	1,898,941	579,000
Portugal—		1,750,673	154,900			647,512	1,888,150	292,000	292,000
Spain—		20,719	10,220			22,984,249	2,157,706	10,031,409	1,270,000
Sweden—		222,828	57,907	903,330	199,937	1,328,310	1,076,719	1,076,719	355,000
Switzerland—		12,067,807	6,345,824	20,531,256	114,383	222,844	1,622,057	440,000	440,000
United Kingdom—		16,877	5,463	1,250	409	47,236,374	89,373,044	38,796,000	38,796,000
Canada—		135,139	24,002	194,583	33,900,043	8,574,945	5,674,945	2,272,000	2,272,000
Mexico—		18,677	5,463	1,250	409	198,037	1,608,982	215,000	215,000
Haiti—		120,713	22,026			218,521	1,374,580	247,000	247,000
Argentina—		1,445,790	363,367	4,020,764	109,034	463,933	1,178,929	107,000	107,000
China—		286,138	98,797	817,063	451,547	12,809,685	43,356,935	1,120,557	1,120,557
Hongkong—		2,688,110	1,032,928	8,768	6,000	10,854,005	4,540,848	5,100,798	1,867,000
Japan—		2,624,534	983,233	2,395,185	851,946	15,052,255	6,074,567	17,528,167	7,072,000
Australia—		775,197	192,987	920,913	243,229	9,769,817	1,910,016	8,000,000	8,000,000
British West Africa—		141,449	61,169	123,156	5,743,079	1,056,467	4,618,156	3,704,000	3,704,000
French Africa—		690,033	161,645	2,523,716	497,232	11,749,271	2,925,407	18,207,552	8,702,000
Other countries—									
Stems, trimmings, and scrap tobacco.	Lb.	662,209	27,295	711,247	77,326	26,382,131	1,690,017	6,165,270	322,000
Manufactures of tobacco (total)			1,829,986		915,214		16,944,954		13,802,000
Cigars and cheroots	M.	81	1,947	46	2,150	548		819	25
Cigarettes	M.	867,829	1,599,039	336,145	677,662	8,122,294	14,927,159	6,214,595	11,872,000
Exported to—									
Europe—		6,889	19,887	18,096	57,733	68,249	193,066	116,319	831,000
Canada—		871	1,935	867	2,148	202,165	352,886	60,977	100,000
Panama—		15,223	42,389	27,655	82,921	178,157	489,406	620,000	620,000
Straits Settlements—		81,030	121,386	108,665	173,480	1,017,943	972,315	1,407,000	1,407,000
China—		666,322	1,182,355	108,665	177,200	5,851,843	10,340,151	4,052,821	6,461,000
Hongkong—		17,500	35,000	25	80	169,330	376,446	75,000	75,000
Kwantung, leased territory—		13,049	15,802			287,967	861,208	1,280,000	1,280,000
Philippine Islands—		30,887	64,614	25,304	76,836	230,462	694,234	279,263	810,000
Other countries—		16,500	20,790	22,500	90,275	222,000	290,141	234,600	80,000
Plug tobacco.	Lb.	320,404	157,428	353,997	166,513	2,883,419	1,437,481	2,749,928	1,283,000
Smoking tobacco.	Lb.	94,736	56,455	112,512	65,143	8,096,668	11,573,344	9,845,510	5,070,000
Other tobacco manufactures.	Lb.	72,726	15,117	7,277	5,746	638,098	131,169	374,219	8,000

UNITED STATES TOBACCO IMPORTS DURING MONTH OF SEPTEMBER

Figures Compiled by Department of Commerce. Values Stated in Dollars

ARTICLES, AND COUNTRIES FROM WHICH IMPORTED	UNIT OF QUANTITY	SEPTEMBER—				NINE MONTHS ENDING SEPTEMBER—			
		1924		1925		1924		1925	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Tobacco (total)			5,686,533		5,006,579		63,004,453		60,651,000
Unmanufactured—									
Product of the Philippine Islands—free—	Lb.	84,230	10,171	75,988	14,961	904,572	129,216	844,402	15,000
Leaf, suitable for cigar wrappers—dut—	Lb.	494,446	1,339,203	335,528	686,327	4,659,965	11,957,496	4,715,884	10,800,000
Imported from—									
Netherlands—		491,561	1,332,100	318,178	648,604	4,618,090	11,869,106	4,574,721	10,800,000
Dutch East Indies—		1,155	624			1,155	624	4,371	23,000
Other countries—		1,730	919	17,080	57,723	40,720	87,466	136,792	23,000
Cigar leaf—									
Unstemmed—dut—	Lb.	636,252	723,875	758,184	729,051	7,949,408	8,480,232	6,166,240	5,770,000
Stemmed—dut—	Lb.	875,107	1,122,799	1,079,857	1,210,729	8,096,668	11,573,344	9,845,510	5,070,000
Total cigar leaf.	Lb.	1,511,359	1,846,674	1,837,741	1,939,780	16,046,069	20,053,576	16,011,750	16,000,000
Imported from—									
Germany—		1,133	467	3,527	1,676	860,785	799,123	36,880	10,000
Netherlands—						1,133	467	41,293	10,000
United Kingdom—		1,508,373	1,845,787	1,798,018	1,918,623	278,246	76,217	346	10,000
Other countries—		1,833	420	35,296	19,481	13,945,598	17,606,433	15,870,846	16,000,000
Cigarette leaf—dut—	Lb.	2,004,691	1,778,708	3,116,681	1,399,187	25,952,708	25,003,983	32,702,570	25,800,000
Imported from—									
Germany—		46,000	36,800	41,182	34,558	1,637,096	2,046,662	878,834	18,700,000
Greece—		1,048,706	1,017,681	80,775	89,301	17,094,578	17,678,652	19,217,135	4,200,000
Italy—		450,011	443,947	108,000	99,660	2,615,018	2,665,705	7,504,492	4,200,000
Turkey in Europe—		43,806	22,567	787,337	333,814	1,488,383	1,364,572	992,762	1,800,000
Turkey in Asia—		376,206	208,017	1,526,087	650,755	830,471	415,497	2,567,570	1,800,000
Other countries—		39,962	19,996	99,634	22,196	1,862,362	1,442,895	2,567,570	1,800,000
Scraps and other unmanufactured—	Lb.	118,229	44,807	144,122	47,617	1,933,015	564,018	1,350,829	8,000
Manufactures of tobacco—									
Philippine Islands—free—	Lb.	244,742	376,163	256,113	386,930	2,257,799	3,259,242	2,239,588	3,600,000
Cigars and cheroots—	Lb.	32,315	263,710	57,475	496,216	226,366	1,829,830	317,538	2,000,000
Cigarettes (product of Philippine Islands)—free—	Lb.			218	372			1,293	1,567</

Half Million Addition To Allen & Ginter Plant

RICHMOND, Va., Nov. 7.—Plans are now being prepared for a proposed addition to the Allen and Ginter plant of the Liggett & Myers Tobacco Company here that will cost, when completed, between \$400,000 and \$500,000, it became known today.

The report of contemplated additions to the cigarette factory here was confirmed by company officials here, but details as to the exact cost of construction or the equipment to be installed in the addition, were withheld. It is understood that the plans are now being revised by the architects for the company, and that the new building will be devoted to the manufacture of cigarettes and be of the latest fireproof construction.

The Allen & Ginter Branch, of the Liggett & Myers Company, is one of the largest units in the tobacco industry of Richmond, and it now occupies an entire block in the manufacturing district. The factory is one of the model manufacturing plants in the city. It is understood that the addition will be completed as soon as the plans have been completed.—JACK.

Father of Harvey Hirst Laid to Rest

Harvey Hirst returned to his Philadelphia offices with Bayuk Cigars, Inc., after the sorrowful task of burying his father at Palmyra, N. J.

Richardson Advises Buying Tragacanth Now

Rapidly advancing prices of gum tragacanth makes it advisable for cigar manufacturers to purchase their forthcoming requirements at once says F. E. Richardson, of F. E. Richardson & Company, Inc., 114 John street, New York. Imports of tragacanth, licorice and flavoring extracts form the bulk of the Richardson business to the tobacco trades and the demand for these materials has been very good indeed.

Mr. Richardson personally calls upon the manufacturers in the tobacco industry, and he has observed a steadily improving manufacturing market and therefore a correspondingly good market for his company's products. Prices for the best imported extracts and gums are still favorable for future needs, but it is the earnest advice of Mr. Richardson that manufacturers do not wait too long upon current quotations. For nine years the company has supplied the requirements in the trade, and the name of Richardson is always regarded as most reliable for quality and price.

Jacob Labe to Leave H Duys & Co.

Within the next two months Jacob Labe, manager of the Havana department of H. Duys & Company, Inc., will retire for a rest. His position will be taken by Harry Mendelsohn, resident manager in Cuba of the House of Duys, and John Duys, Jr., who is rapidly earning the tobacco game. Mr. Labe has been with the Duys Havana department since its establishment, some years ago. Mr. Mendelsohn has been with the Duys branch house for nearly three years, and previously was an expert tobacco broker in Cuba.

James Willing Busy in New York

Since James Willing, of the James Willing Company, Inc., New York, returned from the Amsterdam inscriptions, he has been devoting his time to the closing of a number of deals for the fine Sumatra he secured in Holland.

Albert Kaffenburgh Sails for Port of Habana

Before going to Havana, Albert Kaffenburgh, the Boston leaf man, passed a short time in New York with his friends.

Jobbers' and Retailers' Department

Conducted by "THE SMOKER"

Horace R. Kelly & Co. Get Over Seven Million Manilas

After shipping 1,100,000 Manila cigars last week the surplus stock of Horace R. Kelly & Company, Inc., 229 Fulton street, New York, was practically exhausted until new shipments, representing 6,385,000 more cigars were received this week. Some of the brands are listed in an advertisement on another page. Edmund Kelly, of the firm, recently spent a week with his New England representative, M. J. Ford in the surrounding Boston field. Mr. Kelly will probably make another trip to nearby trade before the closing of the holiday season. Better business is apparent everywhere, he says, and the closing months of 1925 are probably among the largest the House of Kelly has ever had.

Forty-ninth State Better Dutch Masters Trade

ST. LOUIS, Mo., Nov. 7.—In this city the Globe-Democrat has carried practically exclusive newspaper advertising copy for the Consolidated Cigar Corporation's Dutch Masters brand. This space has been of generous size, and very effective. So effective, in fact, that the company now announces a 45 per cent gain in this territory, which is called the forty-ninth state. All this increase has been made in the first nine months of this year, over a similar period of last year. Full page announcements of this fact were recently made in prominent newspapers all over the country, and the pronounced advantage of Dutch Masters is already visible.

Miltiades Cigarettes Tell Cor- rect Pronunciation

Like that other famous article, the Pro-phy-lac-tic, which some folk find it difficult to remember or pronounce, the present advertising campaign of the Miltiades cigarette emphasizes the proper hyphenated spelling and pronunciation of Miltiades to be Mil-tee-AH-dees. New copy and new space is now being used by this increasingly popular Egyptian cigarette.

Omaha and Optimo Gigs Go Hand-in-Hand

OMAHA, Neb., Nov. 6.—Distribution of Optimo cigars in this city is in the hands of the Perego & Moore Company and they now report a most excellent business for the A. Santaella y Ca. brand. In the nearby territory, also, there is considerable appreciation of this favorite Tampa cigar. Quite a bit of advertising assistance has been devoted to the Optimo here, and the results are apparent.

Pittsburgh Jobbers Boost Cinco Cigar Sales

PITTSBURGH, Pa., Nov. 9.—Since the recent visit here of Joseph H. Gallagher, sales manager of Otto Eisenlohr & Brothers, the sales of Cinco cigars have shown some increase. Leon Wagner & Company, the local distributors for Cinco, say business upon this brand is daily growing to remarkable figures.

Frank Collier Visits His Home Office

For the first time in many months, Frank M. Collier took a few days off from his duties with the Richmond plant of the Continental Tobacco Company, and he came to New York to see Martin Sheridan and the other officials of the company, which makes so many Dunhill and Revelation cigarettes.

Julius Blum Engaged To Miss Batt

Engagement has been announced of Julius Blum, son of Harry Blum, the Natural Bloom cigar manufacturer, of 1300 First avenue, New York, to Miss Sabina Batt. No date has been set for the wedding, but it is expected to take place in the very near future. Miss Batt is a sister of the Batt Brothers, manufacturers of special and private cigar brands, at 24 East Twenty-Third street, New York.

Optimo's Friends Gather For Alvarez Feast

At the Hotel Astor Nov. 3 an Optimo dinner was given by Mariano Alvarez, manager of production of the A. Santaella y Ca's plants in Tampa and Key West. Those present included Antonio Santaella, president, Abe Caro and L. Baum, of the sales and office staff, Lex Ehrman, of Ehrman Brothers, Horn & Company, San Francisco distributors of Optimo, Sam Wasserman, of B. Wasserman Company, the New York jobbers, Antonio Cueva and W. Frisch of the sales and interior departments, and A. H. Hitchens, of the Exchange Buffet cafes.

Emanelos Featured on The Pennsylvania R. R.

Trains of the Pennsylvania System are featuring the Emanelos cigar of the D. Emil Klein factory, New York. On the American Special, of the Pennsylvania, the De Luxe supplies of this wonderful train include Emanelos, of course. Announcement of this fact was recently made in a very unusually complete window display of Emanelos at the retail store of Moss & Lowenhaupt, St. Louis, Mo. There was a center piece of a picture of the train going at full speed.

O. D. Laffoon Becomes a Van Noy Buyer

With a record of many years of remarkable service with the Van Noy Interstate Company, O. D. Laffoon has been made resident buyer in New York. Hugh O'Rourke will be somewhat released, therefore, from the cigar department to other important work. In the Heckscher Building cigar stand, taken over by the Van Noy interests, the lay out will be something entirely new in city stands, and the attractiveness of the arrangements are assured.

Bobrow's Recall Popular With Hoosier State

INDIANAPOLIS, Ind., Nov. 7.—More volume for Recall cigars is reported here by the Mooney-Mueller-Ward Company, distributors for Bobrow Brothers, Inc. Sales and advertising development has extended the retail and consumer demands to really surprising proportions, and the trade of the surrounding districts is likewise buying heavily of this popular brand.

Many Imported Cigars Sell In Birmingham

BIRMINGHAM, Ala., Nov. 9.—One of the largest Cuban cigar shipments ever received in this city recently came through for the Burnett Cigar Company. This was composed of Carolinas, Coronas, and Bock panetelas. Robert Burnett, vice president of the firm, said the American Cigar Company's El Roi-Tan is also a very large favorite with the Steel City's trade.

A Fine Tobacco Display At Cuban Exposition

Interesting tobacco exhibit will be displayed at the Cuban Exposition to be held in the Hotel Pennsylvania November 16-21. As tobacco is the second chief industry of the Island Republic this fact should be of special importance to persons engaged in the tobacco trade.

Among the exhibits will be the biggest cigar ever made, of Cuban grown tobacco. All tobacco growers of that country are sending along samples and will have representatives. Tobacco exportation to this country today is greater than ever. Last year it amounted to \$39,406,000.

"The first product that the new world exported to the old after its discovery was tobacco, and here indeed is where our island cannot be beaten elsewhere," said Senor Felipe Taboada, Consul General of Cuba in New York, in a statement on the exposition. "Cuba was the first country to show the European discoverers the delicious aroma of this wonderful leaf, grown in Vuelta Abajo. Of course, if a census was to be taken in the United States of the persons who really know what Vuelta Abajo tobacco is, a very small percentage would be found who could tell the difference between the imitation and the real product, and there is where the North American, with all his resources and wealth, is missing something which he would pay any price to acquire, a real good taste for smoking the very best."

The exposition is the first the Cuban Government has held. It will be opened by President Gerardo Machado of Cuba from the White House in Havana by means of a direct wire. On the first night consul general from all foreign countries will be the guests of the Cuban Exposition Committee. Many attractive features are being arranged that will serve to make it the most entertaining and interesting exposition of its size ever held.

Full Time for British-Ameri- can's Richmond Factory

RICHMOND, Va., Nov. 7.—The Richmond plant of the British-American Tobacco Company, after a partial shut down lasting for several weeks, is now operating on a one hundred per cent basis.

Over a month ago, due to the trouble existing in the Chinese market, the cigarette making departments of the company's plant here were almost shut down, the reduction in output being reported as about seventy-five per cent. Employees of the company were laid off in large number, and many of them secured employment with other local tobacco plants. With the resumption of operations at the British-American plant the majority of these employees have returned to their old positions.

The company's leaf department continued to operate, the only reduction being in the cigarette departments, it is reported. Shipments have now been resumed by the company from the Richmond plant.—JACK.

Harvester Cigars in Rich- mond Drive

RICHMOND, Va., Nov. 7.—At the headquarters of the W. H. Harris Grocery Company, in this city, the cigar department, under the management of Harold Rubenstein, is inaugurating a big drive on the Harvester brand of the Consolidated Cigar Corporation. B. L. Rives and J. D. Cook will be here nearly a month as missionaries for the local work.

Willem Brossem Scheduled For New York

In about two weeks Willem Brossem, partner of J. H. A. Gebbing, Amsterdam, Holland, will arrive in New York. Mr. Brossem is the largest broker in Amsterdam for the American Sumatra buyer. In 1924 Mr. Brossem came to America with Mathies Klopps.



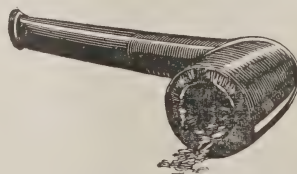
Why not let 'em fight it out in the old pipe bowl?

If you want to see how Rough Cut tobacco stacks up against Granulated, then your old pipe bowl's the proper place to stage the battle... Just match a bowl of Granulated up against a bowl of Rough Cut... You'll see Rough Cut's cooler under fire, lasts longer and is much smoother-going... Yes sir, once you've seen Rough Cut in action you'll back Granger for the rest of your life.

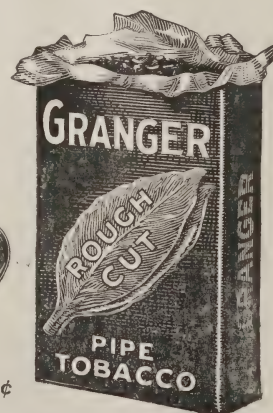


There's a definite reason for that Rough Cut

Granulated tobaccos burn fast and hot because they're cut fine. But Granger burns slow and cool, because it's cut coarse. It just naturally makes the coolest, smoothest smoking you ever experienced.



Packed in heavy foil instead of tins—hence 10¢



Getting An Earfull of Interesting News Regarding Trade 'Doings'

PHILADELPHIA, Pa., Nov. 9.—Moses Sternberg, 739 North Seventh street, recently purchased this cigar store from Troace Peppet.

UXBRIDGE, Mass., Nov. 9.—Antonio Thomas, Main street here, is now erecting the Thomas Block, and will move there when the building is completed, adding cigars and confectionery to his present stock of fruits. He is in the market for fixtures.

SCRANTON, Pa., Nov. 9.—Arthur Davis, 524 Lackawanna avenue, this city, has opened a cigar store at this address.

OGDENSBURG, N. Y., Nov. 9.—Hannan Brothers, Richard Hannan, proprietor, with cigar factory and retail store on State street, this city, will retire from the retail cigar business and confine his future attention to cigar manufacturing only.

HAGERSTOWN, Md., Nov. 9.—Vernon S. Smith, 417 West Washington street, this city, has just opened a cigar and billiard room.

ORWIGSBURG, Pa., Nov. 9.—J. H. Heim, in the cigar and confectionery business on North Warren street in the Steckel Building, is to add a restaurant to the other departments.

PHILADELPHIA, Pa., Nov. 9.—M. Horowitz, in the cigar business at the southeast corner of Fifth and Poplar streets, this city, recently purchased the store from Louis and Clara Anderson.

WHITE HAVEN, Pa., Nov. 7.—Wesley Amend is to open a cigar and confectionery store here in about two weeks. He is now in the market for fixtures.

PHILADELPHIA, Pa., Nov. 9.—Howard W. Spayd will buy the cigar store at 214 West Somerset street from Charles W. Lutz.

NEWARK, N. J., Nov. 9.—Robert Sherman, president of Petty's Pharmacy, Inc., 771 Broad street, this city, is to open another cigar and drug store at 833 Broad street about February 1.

GREAT NECK, N. Y., Nov. 9.—Elmer Olson has purchased the cigar department of H. Ninesling's Sons' Department Store, and will operate it himself.

H. Klein & Sons, formerly at 72 Trinity Place, New York, have moved to 106 Trinity Place, where this cigar business will be continued.

WEBSTER, Mass., Nov. 9.—John Finnegan will open a cigar and confectionery store here very shortly.

SPRINGFIELD, N. J., Nov. 9.—Frank M. Wagner has purchased the business of Pinkus Stern, corner of Morris and Westfield avenues, and will sell the same line of cigars, stationery, etc.

FREELAND, Pa., Nov. 9.—Leon Polk has opened a cigar store in the Pecora Building, on Center street.

PHILADELPHIA, Pa., Nov. 9.—George Chism is buying the cigar and confectionery store of Alfred Longstreth, 2313

Making Stepping Stones of Stumbling Blocks is not the Work of a Blockhead. It is Accomplished by One Possessing Brains.

Frankford avenue, this city. Blau Brothers, 1420 Chestnut street, are the brokers.

CUMBERLAND, Md., Nov. 9.—E. M. Charles is to open a cigar and confectionery store at 315 Oldtown road in about two weeks.

Strumpf & Lipman, 204 West Fort-eighth street, New York, are reported to have filed a voluntary petition in bank-

east corner of Franklin and Diamond streets. Blau Brothers are the brokers, 1420 Chestnut street.

HAGERSTOWN, Md., Nov. 9.—Mrs. Edwin Erickson has opened a cigar and confectionery store at Liberty street and Cleveland avenue.

FAIRMONT, W. Va., Nov. 7.—Charles E. McCray has opened a cigar and lunch

confectionery business in the Gregory Building on Madison street, formerly owned by Norris Sowls. Mr. Heinemann will very shortly remodel the present building.

SEATTLE, Wash., Nov. 5.—W. H. Vernon will open a cigar store in this city, at 1639 Westlake avenue, in about one week.

CALIENTE, Nev., Nov. 5.—L. B. Amante is to erect a two-story hotel building here, in which he will install a cigar and pool room.

PHILADELPHIA, Pa., Nov. 9.—M. Hamdel has purchased the cigar business of Jacob Feldman, 302 Jackson street.

CUMBERLAND, Md., Nov. 9.—Samuel Cope has opened a cigar and confectionery store at 361 Frederick street.

AUBURN, Wash., Nov. 5.—Henry Ballard has opened a cigar store here.

PEORIA, Ill., Nov. 7.—Olva Wilson has purchased the Palace Arcade cigar and billiard room at 118 South Madison street, this city, of Bert Manning.

WALLACE, Idaho, Nov. 5.—Wallace Corner Cigar Store here will be reorganized, it is reported.

CALIENTE, Nev., Nov. 5.—J. M. Conrad has purchased the cigar and lunch business here of the Nevada Cafe.

DETROIT, Mich., Nov. 7.—H. W. Watson Company has purchased the cigar business of the C. G. Damon Company, at 3701 Woodward avenue, this city.

DAYTON, O., Nov. 7.—Ellis Willis has opened a cigar store at 784 Brown street, this city.

BEAUMONT, Tex., Nov. 6.—G. F. Graham and E. H. Coffey have opened a cigar and lunch room in the San Jacinto Building, this city.

DAYTON, O., Nov. 17.—Arthur G. Hayth has opened a cigar store at 115½ West Fifth street, this city.

PORTAGE, Wis., Nov. 6.—Carl Berg is to open a cigar and confectionery store here very shortly.

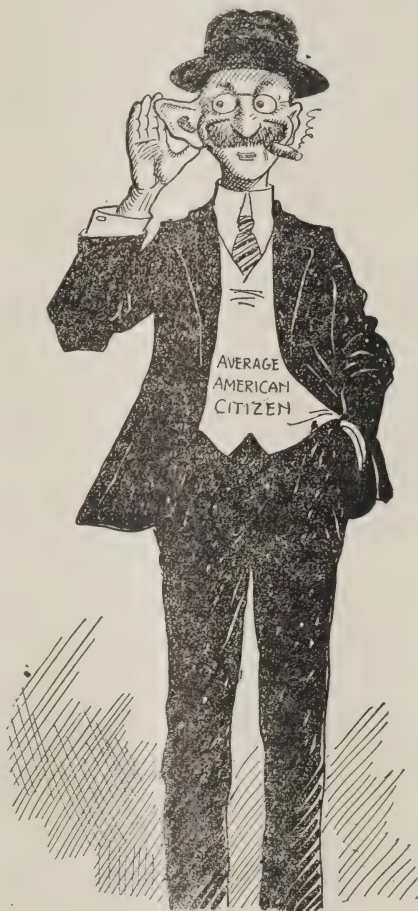
BILLINGS, Mont., Nov. 5.—Wiggenhorn Brothers, Inc., are to erect a \$4,000 addition to their cigar and drug business building here.

DETROIT, Mich., Nov. 7.—Jack's Chop House is to open at 8825 Twelfth street, this city, with a full line of cigars, in about one week.

ANDERSON, Ind., Nov. 7.—Charles W. Stephardson is closing out his cigar and lunch business here.

President Paley Announces Palina Record Breaker

October was the largest sales month the La Palina brand ever had, said President Samuel Paley, of the Congress Cigar Company, Philadelphia, Pa., on his recent visit to New York. Both the big sales branches of the company in New York and Chicago broke all former statements of monthly sales.



rupty, with liabilities of \$4,905 and assets of \$400 on their cigar stock.

FULTON, N. Y., Nov. 9.—Fulton Cigar Company have closed their cigar store here.

PHILADELPHIA, Pa., Nov. 9.—Florence Manjish is about to buy the cigar and confectionery store of Max Shore, north-

room in the Old Blue Ridge Theatre Building.

CUMBERLAND, Md., Nov. 9.—Charles W. Chase has purchased the cigar and confectionery business of Mrs. John Gerdemann, 205 Union street, this city.

PORT CLINTON, O., Nov. 7.—Henry Heinemann has purchased the cigar and

GUM TRAGACANTH

Special Grades for Cigar Manufacturers

PERFECT CIGAR GUM (Powder)
GENUINE SPANISH LICORICE
(Powder and Extract)

RICHO POWDERED GUM (3 Grades)
CIGAR AND TOBACCO FLAVORS

F. E. Richardson & Co., Inc., 114 John St., N. Y., N. Y.

ESTABLISHED 1854

THE JOHN BERGER & SON CO.

PACKERS OF
LEAF TOBACCO

MAIN OFFICE IMPORTERS OF
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CINCINNATI, O. SUMATRA

WAREHOUSES
Germantown, O.
Lancaster, Pa.
South Windsor, Conn.
Havana, Cuba.



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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, NOV. 12, 1925

Coming Events

TUESDAY.—Tobacco Table meets at luncheon each Tuesday at the Hotel McAlpin, 34th street and Broadway, New York. New and interesting special features every week. Transients cordially invited.

NOVEMBER 13.—Next regular monthly meeting of the Tobacco Salesmen's Association, New York Branch, takes place Friday, November 13, at Hotel Pennsylvania, 7th avenue and 32nd and 33rd streets, New York. There is always something doing when tobacco salesmen get together. See them in action. Better than a circus!

NOVEMBER 16 to 21.—The Cuban Exposition at the Hotel Pennsylvania, New York, November 16 to 21, will enable the public to see many of the notable things produced in the Pearl of the Antilles; tobacco and its products.

JANUARY 25 to 30.—The Tobacco and Allied Industries Exposition, January 25 to 30, inclusive, 1926; Grand Central Palace, New York City, under auspices of the Allied Tobacco Exhibitors' Association, whose executive offices are in the Hotel McAlpin, suite 334, New York. Telephone, Pennsylvania 5700, extensions 332-334-336. Call or write, Harry A. Cochrane, managing director; Asa Lemlein, business manager; S. W. Levine, president. Get busy, and arrange to feature your products where they may be seen and inspected by many thousands of potential buyers. Do your part. Help to show the world the vast importance of the tobacco and allied industries.

UP SHE GOES!

From the York-Adams revenue district in Pennsylvania recently there came to TOBACCO the record breaking figures of the largest collection days in the history of the local office!

Everyone knows what this means! Cigars are in big demand again! Especially the type of nickel cigars which are made in this great manufacturing center.

Trade letters to this paper, from all over the country, have signified this pronounced improvement for some time. And not only with five and eight cent cigars, but with the more expensive grades, too!

Leaf houses report decided betterment. Manufacturers are actually coming-to-market to buy! Popular classes of tobacco are becoming scarce! Warehousemen, packers, growers, are beginning to benefit by the changed circumstances!

Supply houses, cigar box factories, lithographers—all are busying themselves with orders for more and more requirements of this era of cigar prosperity!

This is all wonderful to know, pleasing to

hear. It is indeed time for such a decided change of front for the cigar business.

Even with the most noteworthy success in the cheaper grades of the industry the betterment is cheerfully welcomed by every manufacturer in the trade.

But there is, however, a note of warning with all this prosperity. It is this: *Prices are advancing!*

Leaf is slightly higher. Supplies are slowly going to higher quotations. Labor is demanding a bit more.

How long, then, will nickel cigars remain at a nickel with such encroachments upon the elements of production?

Granted that the tax will be reduced. Granted that improved methods of automatic manufacture have slightly reduced the cost of some cigars. Granted that increased production means lower cost of operation.

All those things are true. *But*—the low priced cigar margin *cannot* stand one penny more of increased cost!

If selling conditions—always intensively competitive—are going to be hampered with higher costs all along the line, where is the cheap cigar going?

Is it going back to six cents, to seven cents, to eight cents, again? Is it going to hit the war schedules of wholesale and retail selling?

It surely is if the present tendency continues to prevail. Manufacturers must have a profit of some sort to survive. Jobbers cannot stand much more reduction of discounts and commissions. Retailers surely should not be expected to accept less margin than they are receiving today.

And the solution of this problem, then, is in the hands of *every* member of the cigar trade. All must be satisfied to operate with a reasonable margin, minus any element of inflation or speculation whatsoever!

If this is not possible, the cigar business will surely suffer. It will, in fact, proceed to such a state of inflation that it will soon resemble the occasion for the small boy's shout of elation when his gas balloon arises in the air with "Up she goes!" only to be immediately followed with the wailing cry as the over-inflated toy actually performs the up-she-goes as it bursts!

WORK AND THE WORKMAN

Business is better. It has been so for some time. From all over the country, from every trade, reports prove this to be quite true.

It is, then, no longer a mere wish. It is a certainty. It is **so certain, in fact, that labor is already admittedly shy.**

In our own trade, in the various branches, come to TOBACCO, each week, verifications of this condition. Almost every week, it seems some correspondent writes in to say his city, his section, is short of proper labor.

And by labor, of course, we refer to expert workmen. Not merely workers, not merely job-getters. There are always lots of these. No matter how poor or good business may be, it does seem as though the supply of indifferent labor never ceases.

But recent reports of labor shortages are very precise. They originated from cigar factories, particularly. They cannot get enough of the right sort of workers in Philadelphia, in Chicago, in New Orleans, in York County, and in the outlying sections of these communities.

There is a reason for this, however. Cigar factories have been so inactive, the last few years, that cigarmakers simply did not replace themselves. As they passed away, or wore away from the trade, no new members were recruited.

Apprentices are few. No young people cared to learn the trade, it appears. Factories did not want them. Cigarmakers, already overmanned, discouraged them.

Now, with a rush, workmen are needed! Advertisements announce it. Signs on factories proclaim it. Workers talk of it. Officials worry about it. What is to be done?

Yes, that's it—what is to be done? Do you know of any way to overcome it, to supply the demand for more help?

If you do know, step up! Factory superintendents are waiting to greet you. Reward, ample reward, shall be yours.

And the situation, if we can rely upon our own trusted correspondents, is becoming worse! It is becoming more involved with the arising demand for five cent cigars!

It is not, either, just holiday boom. Far from it. If it was merely the enlarged holiday situation, the air would be cleared, very shortly, by the elimination of these orders.

But many manufacturers now say they are working full time not only on holiday orders, but upon orders for permanent stock of permanent packings.

And they cannot fill all such orders! Many plants, of course, are working overtime. Nights and holidays are all the same to many busy factories.

Enlarged space is being obtained for more production. More leaf is sought. More brands are forecast. More labor—but where is it?

All the other requirements may be met. Buildings, leaf, lithography, boxes, various supplies may be purchased with money. But when labor is scarce, it is scarce, and that is all there is about it!

One cigar manufacturer at the Washington hearing before the Ways and Means Committee, the other day, though, mentioned, almost casually, a way out of the difficulty.

This manufacturer was talking about the lessened cigar production of recent years, and he happened to speak of the oncoming tide of nickel cigar demand, and the effect the lower taxation would have to make this so.

He then spoke of the difficulty and the cost of current manufacture of reasonably good five cent cigars. He mentioned labor. That is, he mentioned the lack of it in the cigar business.

And he mentioned machines! He said he was using some. He found them more than satisfactory. He found them necessary.

That, it is evident, is the solution of this labor crisis. It cannot be met with more labor. It is too apparent just why. Labor and increasing costs are synonymous.

But machines—cigar machines—spell cost conservation. They also spell l-a-b-o-r.

Wherever labor is required, some sort of machine is there to substitute. It cannot do all, this machine, but it can do almost all. It can help. And help is labor, either way around.

To solve an apparently insoluble situation, then, the remedy is simple. It is automatic—just like the machine.

It is either that—or else it is retrogression, once more, for the cigar industry!

BILLIONS!

What is your viewpoint? Are you talking and doing business in billions?

Most concerns today are doing this very thing. They talk and work for more and more production, more and more sales.

Some years ago we were all satisfied with thousands. Our production was in thousands our sales were in thousands.

But, at that time, our population was in thousands. Fact is, our cash was on the same modes basis.

Then came change. Perhaps the pre-war conditions were such that thousands were automat

ically leading up to millions, millions to billions.

And the war clinched it. Billions became the rule, the national—the international—habit. Well, what of it?

This: When our trade production falls off a few millions, or billions, in pounds or thousands, we are astonished, we are alarmed. We instantaneously and excitedly search around for the reason, the remedy.

We cannot endure the thought of slipping. Our national motto is, "We shall not slip." Unless we increase, we decrease. Standing still means recession. We shall not recede.

So we watch production figures closely. We note the vast increase in cigarettes; we observe, sadly, the decrease in cigars.

We expect a lot. We expect the impossible, sometimes. We look, as it were, on the doubling figures of the stock market, the doubling figures of prosperity in general—and we cannot understand why all of us do not prosper likewise.

Good times are here—now. We all know it. We all expect it. But what are we doing to deserve it?

There's the point, exactly. What are we doing—individually—to deserve success in business?

Billions do not come at the snap of the fingers. Neither do millions, nor even the despised thousands come to the Aladdin-rub of the lamp.

We must work for what we get. We must also work with reason. And reason is nothing more than plan, than idea of what we want to do.

We want to do all we can, surely. But we can't do all we can unless we have a cause to work for. Working for nothing, working for some abstract thing, is ridiculous, we think. And it is.

We should work, then, for results—results in billions, if you wish. But we must work—and plan.

Just now the plan should be co-operation in business. One manufacturer, one jobber, one retailer can't do it all. His story is never told in billions.

But billions are the result of close coordination between firms in the same trade. For instance, cigar manufacturing. All cigar manufacturers are in the same boat, at that, but someone is always rocking it—perilously.

Right now the rock of the boat is due to the fact that all cigar manufacturers cannot see their way clear to enlist in a war. It is necessary that they be drafted in a war on inactivity, on passivity, on "well, what the deuce do I care!"

All cigar manufacturers *care* about their businesses—their own business. It is absolutely essential that they should. If they do not care—who does?

And, meantime, those billions are slipping. Or, if they are not receding, they are not much more than standing at ease when everything else in a business way is striding forward at a double quick.

What, then, are we going to do about it? Are we going to do what we have been doing—stand still? Or are we all going to get in step with the country in its magnificent effort to make this a nation which is bulwarked with billions?

Cigar manufacturers know the remedy. They have it in their medicine chests, their safes. It is simply *money*. Just a few dollars, from each progressive manufacturer, to create a competent committee to sell more cigars:

Billions more are necessary—billions more cigars. But we shall never get these additional billions unless we deserve them. And to deserve them we must associate with billionaires—with men and things which are in that modern class!

Will we do it,—and when?

ONE OF THE DAILY DOZEN

Keep in condition! That is the thing hammered home to business men all over the world. They seem to need all sorts of artificial exercise to maintain their commercial energy.

Perhaps they do. Perhaps they need more than they get. This daily dozen doctrine has been preached to the men—and women, too—in every business, until a lot of them sincerely believe in it.

That is all very good indeed. Let the business man—the very, very tired business man—get as much recreation as he can. He particularly needs outdoor recreation. It is good for him, summer and winter.

But the cigar merchant—especially the retail cigar man—gets his daily dozen in another way. If he has an average sized store he walks miles every day behind his counters. Not many stores are so compact that all he has to do is reach for the merchandise demanded.

And the other little things required of a retail cigar store man certainly comprise fully a daily dozen details which necessitate lots of action and exercise.

One of these duties is a routine matter, but it is too often neglected by cigar men. And it is—or should be—in the list of absolutely essential daily dozen duties.

It is the proper moistening of cigars!

This is a very small matter, it seems, yet too many neglect it. At this season of the year, particularly, when northern climatic conditions insist upon the additional aid of moistening devices, many merchants do not perform this duty.

Everyone knows the result. Not only the customer knows it, but the cash register knows it, too. Sales decrease, customers wander away to some other store where cigars—and all other tobacco material—are kept in proper order.

Humidors protect the goods in the larger wholesale and retail houses, but the smaller firms depend, usually, upon the more simple methods of conditioning.

These are many and varied. They are not necessarily expensive, either. Mineral wool or soft brick and clay moisteners are almost as effective as the more elaborate electrical inventions. But they all need attention—care.

Without this care—or if the merchant doesn't care—the goods are soon ruined by artificial heat and the cold of the dry climate.

All dealers know this. It is a primary rule of the business. And yet thousands of merchants all over the country absolutely *ignore* it!

This is not only poor business for the retailer, the jobber. It is also poor business for the manufacturer. Because most manufacturers of tobacco products send their goods from their factories in *perfect* condition.

And these manufacturers spend thousands of dollars in perfecting their factory processes and their packages to protect the merchandise *after* it leaves their plants.

Success of the brands demands this care. If they do not have it the cigars, the tobaccos, the cigarettes, are ruined! They cannot compete with the more properly protected products.

Manufacturers surely realize this, otherwise they would not spend the money it costs to market the material in the manner described. Why, then, should jobbing or retailing houses refuse to co-operate in these necessary methods to protect the industry—and themselves?

It is mutually desirable that the matter of moistening be carried to even the smallest dealers in the trade. For the ultimate good of the manufacturer this is so. For the immediate good of the wholesaler it is so. And of course the retailer's position of close contact with the consumer makes it imperative that he realize what moistening means to his store, his sales.

Isn't it worth while, therefore, to ask the manufacturer and his salesmen to get the educational co-operation of the jobber direct to the smallest handler of perishable tobacco products?

It is and, thereafter, it is one of the daily dozen details of the detailed business of the retailer to see that his store completes the circle of service to the consumer, who trusts his patronage for good merchandise to the care of the retail store!

"POINTING WITH PRIDE"

Men like to make a record. They like to do something to attract attention. In business they like to establish a name of importance. They like to make a reputation for integrity, for quality.

Then they like to talk about it. They like to think about what they have accomplished. They like to think it will survive them as a sort of life's monument.

No matter what they do, this is so. Records prove it. It is the ideal which men struggle heroically to attain. And then they point to it with pride.

This remark "pointing-with-pride" has become a pat phrase of men everywhere. It is standard. It is almost historic.

And it is all very good if—. If, for instance, a man doesn't settle down after he has made a record of some success and say "Well, you can see for yourself what I've done!" That's bunk! When a man says that, he's old. He's too ancient for modern business. He's slipping. He's out of the running, then, and his business is, too!

No one can afford to complacently settle down with success—financial or personal. It must be followed up with the up-and-doing repetition of more and more success. Otherwise, failure! This is remarkably true of the tobacco business. Lots of people engaged in the tobacco trade seem to be satisfied with what they *have* done.

Some men have successfully marketed a brand. Or they have built up a large distributing organization. They have succeeded, somewhat, as wholesalers or retailers. They are satisfied. They are through. They now "point-with-pride."

And that's what is the matter with the tobacco business today! Entirely too many of these once active business men are like the comedian's version of the folk in a certain city which we all know. "Yes," he said, "the only difference between a cemetery and that town is the fact they let 'em walk around there!"

Pointing with pride is just like that. It is the epitaph on every grave stone. It is the epitaph, the finis, of every business!

Brands die from it, too. Once famous titles in the tobacco trade have been pointed to with such pride that they simply wither and die.

No really live organization can point-with-pride. It may have ample occasion—or reason—to do so, but it doesn't do it. It doesn't do it in mere speech for the effect of that speech. But a progressively alive concern does point-with-pride in an entirely different way. *It advertises.*

It then points-with-pride in its announcements for more and more business! It indicates pride in its products. It speaks of reasons for that pride.

From the boss down to the newest office boy the entire house proudly points to what they are *doing*, not to what they have *done*!

That is action! That is life! That is the reason a great organization is great! It has ample reason to point-with-pride—yet it does so only as an objective for more trade.

In the tobacco business we have many such houses of enterprise. They are increasing, in fact. They are prosperous, as a rule. They set a pace which is difficult to follow. But they point-with-pride to a way which all can follow—if they will!

GEO. A. LEA, President.
J. R. BASS, Secty.-Treas.
ORDER OR CONTRACT
Danville, Va.

GEO. A. LEA & COMPANY
Incorporated
LEAF TOBACCO BUYERS AND BROKERS
SATISFACTION GUARANTEED
Cable "LEA"

J. D. ROGERS, Vice Pres. &
General Manager.
PERSONAL SUPERVISION
Rocky Mount, N. C.

L. B. JENKINS & COMPANY

Leaf Tobacco Dealers
Kinston, N. C., U. S. A.

Buyers and rehandlers of all grades of Bright Leaf Tobacco. Domestic and export types bought on order or contract. Modern redrying plant equipped with improved machinery and ample storage facilities.
Correspondence Solicited

Samples Furnished

Cable "Jenco"

Cable "Wright"

Codes: Western Union: A. B. C. 5th Ed.

WRIGHT-HUGHES TOBACCO CO.

INCORPORATED

LEAF TOBACCO DEALERS

ALL GRADES VIRGINIA, CAROLINA AND KENTUCKY TOBACCO
ORDER OR CONTRACT—SAMPLE UPON APPLICATION

Storage Capacity 5,000 hogsheads
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THE HENDERSON TOBACCO CO., INC.

HENDERSON, N. C.

Dealers, Packers & Exporters

LEAF TOBACCO BOUGHT ON CONTRACT FOR FOREIGN AND DOMESTIC USE
VIRGINIA AND CAROLINA TOBACCOS ALWAYS ON HAND

Samples Submitted Proctor Redrying System
Cable Address "Henco" Henderson, N. C. Code: Arnold's No. 5

Cable Address: "CLARK"
Largest Loose Leaf
Tobacco Market in
the World

Code: "ARNOLDS NO. 5"

W. T. CLARK & COMPANY

Dealers in All Grades
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Stems and Scraps

Established 1887

Packed for Export and Domestic Trade

We operate in North Carolina, South Carolina, Virginia and Georgia

Head Office: WILSON, NORTH CAROLINA, U. S. A.

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INCORPORATED

LEAF TOBACCO DEALERS

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THORPE & RICKS, Inc.

Codes—Arnolds
Nos. 5 & 15
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5th Edition.
Cable Address:
THORPE

Established 1886

BRIGHT LEAF TOBACCO



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We have large and improved facilities for buying and handling

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South Boston, Va.

Mullins, S. C.

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Specializing in
Virginia, Eastern Carolina and South Carolina Tobaccos

KINSTON TOBACCO COMPANY

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DEALERS IN LEAF TOBACCO—EXPORT AND DOMESTIC TYPES

Buyers and Rehandlers of all Grades of Bright Leaf Tobacco on Order or Contract

Complete Redrying Plant and Ample Storage

CORRESPONDENCE INVITED—SAMPLES ON APPLICATION

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KINSTON, N. C., U. S. A.

TOBACCO SEED

Slate Seed Company

The Largest Tobacco Seed
Growers in the World

SOUTH BOSTON, VA., U. S. A.

Cable Address: "Kyle"

A. D. KEEN, Pres. & Treas.

A. B. KEEN TOBACCO CO., Inc.

Successors to E. K. JONES & CO.

Winston-Salem Market Has Big Week

WINSTON-SALEM, N. C., Nov. 7.—On the face of the fact that in the territory directly tributary to this market lack of proper seasons caused the crop of tobacco to be short in poundage and inferior in quality, yet the week just ended has been the best in the history of the market for the past two seasons. It outstripped in volume of sales by around 200,000 pounds any week last season and the quality of the offerings being taken into consideration, the prices paid, on any grades, were almost on a level with those ruling during the high year of 1919. It was nothing unusual to see baskets of tobacco selling for \$50 to \$70 a hundred pounds, and many farmers returned to their homes with averages ranging from \$35 to \$45 a hundred for their entire loads.

Randolph County, represented in the person of A. J. White, probably broke the record of the week for a high average: he averaged \$70.20 a hundred pounds for his barn of one curing. Mr. White's prices were \$83, \$78, \$69 and \$65. Guilford county was here with the goods also, as H. B. Pearson sold his large load of 1,152 pounds for \$71.70, an average of \$62.30 a hundred pounds.

Rockingham county was here "with bells on," J. W. Friddle selling for \$74 and \$79 a hundred pounds and another grower from that county selling for \$75, \$67, \$65 and \$61.

Davison county tobacco sold as high as \$79 a hundred pounds; and George Whitaker, of Moore County, southwest from here, averaged \$56 for his load.

Another good sale from Moore county was that of Grady Stoltz, who averaged \$50 for his load.

The best tobacco sold south of here during the week was from Davidson county. The best southeast of here from Guilford, Moore, Chatham, Hoke, Montgomery and Randolph counties. The best southwest of here was from Rowan and Iredell counties. The best northeast of here from Caswell County. The best east of here, from Alamance, portions of person, Orange and in that portion of Wake County which produces a type of tobacco which always sells better in the old belt because it has not only the high color of the east, but the body.

During the week we saw many baskets of "air cured" tobacco—new type of tobacco to the writer, but the sellers seemed to be satisfied with the prices.

While not reflected in the average price for the whole of yesterday's sale, which was \$19.89, it was the highest sale day of the week, even the medium grades were higher than at any time during the week. Every grade advanced in prices except the "dog tail" types, and it seems that these grades are not going to get any higher. It is considerably harder for the sales managers and auctioneers to sell these types at from \$3 to \$6 a hundred, (and each sale has hundreds of baskets of this kind on them), than it is to sell the grades running from \$20 to \$80.

During the week there was more shipped tobacco sold here than any week in years. Have heard a few farmers "kick"

a little about so much dealers' tobacco coming to the market, but after all, it does not hurt the sales of the farmers' tobacco and one cannot blame the dealers, regardless of where they live, in wanting to ship their tobacco to a market on which so much of it is manufactured, for be it remembered that Winston-Salem is the home of Keynolds, of Brown-Williamson Company, of Bohannon and Taylor Brothers, and dealers, if they wish to do so, have a perfect right to buy elsewhere and ship here, for, under the system of selling used on this market, it is almost impossible to have what is known as "blocked sales." In proof of this, three days during the week the sales ran daily from 666,000 pounds to 747,000 pounds, and it was all sold without any hitch or friction. It was a strenuous week on the warehousemen and the buyers, yet Saturday always comes in when there are no sales, giving everybody a chance to relax and catch up. No one is kicking about the big week. They all want repetitions of it during the entire season. In addition to all of the domestic companies being strong bidders during the week, the two British companies here, the Imperial and Export, so capably managed, respectively, by F. D. Hudson and R. C. Skinner, were stronger on their grades of tobacco yesterday than at any time during the season. The sky seemed to be their limit on the high color grades with plenty of body.

The official report issued this morning gives the sales of the week as 3,020,398 pounds, which sold for \$583,559.32; an average for the whole of \$19.31.

Total sales for the 27 sales days of the season, 11,891,420 pounds, which sold for \$2,260,192.03; an average for the whole of slightly over \$19 a hundred pounds.

Growers are coming to Winston-Salem this year from every section of the old and central belts and many portions of the new belt, which is producing some tobacco with not only high, color but much body, and, when these two requisites are found, Winston-Salem is the proper market for these grades.—McFARLAND.

Oxford Offerings

OXFORD, N. C., Nov. 7.—The Oxford market sold this week 708,440 pounds of tobacco at an average of \$24.77, which brings the total sales for the season to 2,305,392 pounds averaging \$21.04.

The market on all grades, except the very dark and low grade fillers, is firm, and shows an upward tendency.

We have had seasonable weather during the past week and look for a continuation of heavy sales.—W. A. ADAMS Co.

Rocky Mount Prices Higher

ROCKY MOUNT, N. C., Nov. 7.—Total tobacco sales for official week ending Thursday, 1,816,538 pounds; average price, \$30.52 per 100 pounds. Sold to date of 1925 crop, 16,204,930 pounds; average price per 100 pounds, \$24. Sold to same time last year, 10,906,638 pounds; average price per 100 pounds, \$24.—ROCKY MOUNT TOBACCO BOARD OF TRADE.

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Danville, Va.

Farmville Average, \$32.76

FARMVILLE, N. C., Nov. 7.—Total tobacco sales for official week ending Nov. 6, 809,966 pounds; average price, \$32.76 per 100 pounds. Sold to date of 1925 crop, 8,058,932 pounds; average price per 100 pounds, \$25.12.

Prices somewhat lower, owing to bad, damp weather, with lots of tobacco too high in order and wet. Seventy per cent of crop sold to date.—L. P. THOMAS, secretary, Tobacco Board of Trade.

Roxboro Average, \$13.70

ROXBORO, N. C., Nov. 7.—Total tobacco sales for official week ending Nov. 5, 285,570 pounds; average price, \$13.70 per 100 pounds. Sold to date of 1925 crop, 900,561 pounds; average price per 100 pounds, \$12.00. Sold to same time last year, 1,092,072 pounds; average price per 100 pounds, \$24.20.—GEO. W. WALKER, secretary, Tobacco Board of Trade.

Greenville Market Blocked

GREENVILLE, N. C., Nov. 7.—Total tobacco sales for official week ending Friday, 2,826,704 pounds; average price, \$32.12 per 100 pounds. Sold to date of 1925 crops, 27,583,452 pounds; average price per 100 pounds, \$25.12.

Market has been blocked three weeks.—K. W. COBB.

Production in Macedonia and Thrace

WASHINGTON, D. C., Nov. 9.—The production of tobacco in Macedonia and Thrace amounted to about 35,000,000 pounds last year, as compared with 56,000,000 pounds in 1923, and as the area planted in these provinces last year was only about 65 per cent of the previous year's plantings, the production for 1925 is expected to be even less, says a report to the Tobacco Section of the Department of Commerce, from American Consul Fernald at Calonica. The report discussing this matter follows:

The production in all Greece amounted to nearly 98,000,000 pounds in 1924, compared with 183,000,000 pounds in 1923.

In 1923 the Turkish growers had not all gone from the country and new lands were put into cultivation by the Greek refugees from Asia Minor. The Greek Government, however, then increased the export tax to 20 per cent on the 1923 tobacco crop, and as a result only a comparatively small proportion was exported, the greater amount being held in warehouses within the country.

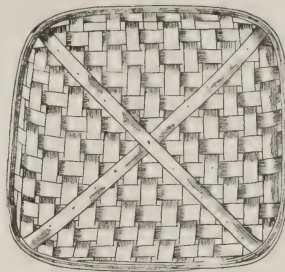
In the Spring of 1924 the export tax was reduced to 2 per cent ad valorem, municipal and other taxes totalling 20 per cent being retained, and during 1924, after the lowered rate went into effect, approximately 44,400,000 pounds were exported against 19,000,000 in 1923.

Of the 19,000,000 pounds exported from this district in 1923, about 3,000,000 were shipped to the United States. About 17,000,000 pounds out of a total export of 44,000,000 went to the United States in 1924. During the first six months of 1925, 15,634,589 pounds of cigarette tobacco were invoiced at this consular for shipment to the United States. This total was composed of portions of the crops of 1923 and 1924.

The reasons assigned for the decreased production in 1925 are many. Among them may be mentioned the emigration of experienced farmers to Turkey; the installation as growers of Greek refugees from Turkey, who, however, experienced they may be, need time to accustom themselves to new conditions; the high taxes imposed by the Greek Government, and the exactions of laborers.

The principal means of existence of the population of Macedonia and Thrace is tobacco, and after 1922 and the signing of the Lausanne Convention between Greece and Turkey, the population has nearly doubled. The number of actual tobacco producers has not greatly increased, but the number of those receiving a living from it has.

Appreciating the crisis through which the trade is passing and as a measure to keep it alive, the Greek Government in June, 1925, made a law allowing the ex-

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portation of unmanipulated tobacco. Heretofore, by law and tradition it was required that the high grade Macedonian cigarette tobacco should, after fermentation, be elaborately pressed, arranged, graded and packed before export, requiring a great deal of extra labor and a high additional expense. Now freedom of choice regarding manipulation is allowed exporters, and manipulation may be completed outside Greece. In operation, a large proportion of the output, particularly higher grades, will continue to be manipulated here as before.

The refugee tobacco workers, to a large extent, entered the ranks of tobacco packers in the towns and cities, and it is hoped that the unemployment resulting from the recent law, will urge more of them toward cultivation.

Tobacco is bought from the growers by foreign buyers and local merchants during the spring and summer, fermented and manipulated (packed) until fall or winter, and shipment takes place from October until spring. Only small

quantities are shipped as early as September.

Whether or not tobacco culture, the revenue of which is so important to Greece, will further decrease or not, appears to depend on the developments from the present situation. More tobacco cultivators, and few packers are necessary. Taxes, and particularly labor troubles, tend to drive buyers toward other markets. On the other hand, the quality of Macedonian tobacco is high and large areas of good land are available for its culture.—LAMM.

South Boston Prices Up

SOUTH BOSTON, Va., Nov. 7.—Total tobacco sales for official week ending Wednesday, 501,034 pounds; average price \$15.23 per 100 pounds. Sold to date of 1925 crop, 1,526,713 pounds; average price per 100 pounds, \$13.94. Strictly fine tobaccos advance, also common tobaccos. Medium tobaccos remain firm.—E. L. EVANS, Secretary Tobacco Board.

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Shockoe Houses To Be On Block in Richmond

RICHMOND, Va., Nov. 7.—One of the most interesting incidents developing in the Richmond tobacco industry recently is the announcement that Shockoe tobacco warehouses, numbers 1 and 2 will be sold at auction November 17 to close up a suit in chancery court that was instituted in 1854.

About these tobacco warehouses the leaf tobacco business of Richmond has centered for 100 years or more. They are the oldest warehouses in the city, and probably in the state of Virginia. Richmond's leaf tobacco business has been transacted on Shockoe Slip, and its immediate vicinity, since Colonial days. Here was what was known as the "King's Pipe," where all the tobacco on which the royal tax was not paid, was burned in Colonial days.

The sale of warehouses numbers 1 and 2 will not only conclude litigation that has been in progress for seventy years or more, but it will place on the auction block two of the most interesting buildings in the state, and upon whose floors many of the captains of the tobacco industry served their apprenticeship.

Proceeds of the sale will go to the living heirs of Colonel Randolph Harrison, of Elk Hill, and Col. Julian Harrison, of Goochland, Va. The warehouses are being sold in accordance with a decree entered in the chancery court here on July 29.

Colonel Randolph Harrison, of Elk Hill, died in 1846, and in 1854 his daughters, Mrs. Alexander B. Hagner, of Washington, and Mrs. Elizabeth Harrison Gordon, of Baltimore, each received a half interest in the Shockoe warehouses in a suit recorded at that time. To make adjustments for Mrs. Hagner's share, she and her husband, Judge Hagner, made a loan on her half of the warehouses. As a consequence of the resulting mortgage the property has been in litigation ever since. Under Mrs. Hagner's will, dated in 1893, St. Paul's Church, of Goochland county, will get \$2000 of the proceeds.

It is not known just when the two warehouses were built but authorities place the date of erection at least 100 years ago. They survived the conflagration that engulfed that section of Richmond in 1865.

Shockoe Slip took its name from an inlet in the James River which existed in the early days, and up which ships could sail, in the days of the Revolution,

and unload their cargo. The slip has long since vanished. Warehouse number one stands between Thirteenth street and Shockoe Slip, and fronts on the wide court where the King's Pipe was located before the Revolution. Warehouse number two stands on the north side of Canal street, between Twelfth and Thirteenth streets.—JACK.

Lynchburg Market Has A Bright Outlook

LYNCHBURG, Va., Nov. 7.—John D. Oglesby, of the Lynchburg Tobacco Warehouse Company, Inc., makes the following report of leaf tobacco sold on the Lynchburg open market.

The market opened on Wednesday, November 4, and on that day 70,700 pounds were sold which made it the largest opening sale in many years. There were also good sales in the remaining two days of the week, there being sold in all 175,300 pounds, which was 76,800 pounds more than was sold on the opening week last year.

The opening was one of the most satisfactory in the history of the market. The offerings, as a rule, showed up of rich quality, and seemed in very strong demand, for there was strong competition on all grades.

The general average price was \$19, which was considered quite good, as there were some primings, also some hail beaten tobacco among the offerings.

All of the old companies and firms went on the market; as well as the new firm of W. C. Thomas Company, and each bought tobacco like they wanted it. With such a large number of strong buyers wanting tobacco the outlook seems very bright for the Lynchburg tobacco market.

Danville Association To Revise Rules

DANVILLE, Va., Nov. 7.—The Danville Tobacco Association is planning to amend its prevailing rules and regulations so as to rotate the order of the first and second sales. Some complaint has been voiced over certain warehouses having the pick of the sales this year on account of the fact that there is an even number of auction houses. In preceding years there have been seven warehouses and the odd number automatically alternated the sales. The needed amendment has been presented and is lying over the customary period. There is little question about its adoption.

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Louisville Market

LOUISVILLE, Ky., Nov. 7.—The Louisville Tobacco Board of Trade reports the hoghead leaf tobacco transactions as follows:

Cobacco Sales for the Week and Year to Nov. 6

Warehouse	Auction Sales	Private Sales	Total for Week	Year Jan. 1 to date
Kentucky & Louisville	49	8	57	5,584
San Street	19	..	19	2,682
lanners	..	..	..	..
ew 10th St.	68	12	80	13,232
ear 1924	..	..	238	20,057
ear 1923	..	..	538	29,706
ear 1922	..	..	726	59,607

Classifications of This Week's Sales

	Old Crops	1924 Crop	1925 Crop	Total
urley	5	42	30	77
ark	..	3	..	3
	5	45	30	80

Classifications of Sales Jan. 1 to Date

	Old Crops	1924 Crop	1925 Crop	Total
urley	2,049	9,485	64	11,598
ark	1,245	389	..	1,634
	3,294	9,874	64	13,232

Classification of Sales to Same Date in

	1924	1923	1922
urley	15,871	25,838	55,421
ark	4,186	3,868	4,186
	20,057	29,706	59,607

Comparisons with Previous Years

SALES	1925	1924	1923
otal sales of new crop to date	12,534	17,148	20,606

REJECTIONS

	1925	1924	1923
jections this week:	18	..	..
Burley	..	00	..
Dark	..	..	..
Total	18	81	39

percentage of rejections to auction sales:

	1925	1924	1923
Burley	26	..	..
Dark	00	..	..
Total	26	42	13

RECEIPTS

	1925	1924	1923
ceipts this week	62	122	176
ceipts, Jan. 1, to date	10,361	15,704	20,895

Official Quotations at Louisville, November 6

	Dark	Burley	Dark
	Red	Red	Mig.
ash, green	8-10	11-13	14-16
or mixed	10-11	12-14	17-19
ash, sound	13-15	16-18	19-21
ommon lugs	17-19	20-22	23-25
ed lugs	20-22	23-25	26-28
om. leaf, short	11-12	14-16	18-20
ommon leaf	16-18	19-21	22-24
edium leaf	18-20	22-24	26-28
ood leaf	24-26	26-28	29-31
ine & Select	28-30	30-32	33-35

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—F. E. ROCAR, Secretary.
NOTE.—Burley, 1925 crop, 63 hhds., average \$15.29.

Richmond Sales Continue To Be Light

RICHMOND, Va., Nov. 7.—There were small sales again this week, which could continue throughout the season. A few primings, lugs, and leaf showed up; enough good leaf to give an idea of the character of the crop. This crop promises to be free from old and damage, and looks like a good domestic manufacturing crop as well as suitable for the large export manufacturers. It is ripe, and good red color,

and excellent flavor, which makes fine fillers and red wrapper. We look for advancing prices as sales become larger. At present, tobaccos are reasonable. The primings, which are nearly as good as lugs, sell up to 10c; lugs bring from 10 to 12½c; fillers 12 to 15c; red leaf, 15 to 25c; according to quality; and wrappers up to 35c.

The first plantings of the crop are now coming on the market, which accounts for the light red and red colors; but the second plantings, which will show up later will be heavier in body and darker in color, with good black wrappers.

The crop promises to run about six million pounds, of which the loose tobacco warehouses expect to sell five million pounds; leaving about one sixth of the sun-cured crop to the Co-operatives.—R. C. MORTON & Co.

The 1925 Tobacco Crop In Turkey

WASHINGTON, D. C., Nov. 9.—The 1925 tobacco crop for all Turkey, as reported by the tobacco growing district, is estimated at 105,570,000 pounds, while the Tobacco Monopoly places the crop at 103,000,000 pounds, according to a report by the British Commercial Secretary at Constantinople received in the Department of Agriculture. This is a decrease of 38 to 39 per cent from last year, when the total production according to a trade report amounted to 170,000,000 pounds. As previously reported, the low yield is due to the prolonged drouth, which was particularly felt in Smyrna, one of the most important tobacco growing districts. The Commercial Secretary states, however, that the new crop is of an exceptional quantity and that there is already an active demand for it. The Tobacco Monopoly will handle 22,400,000 pounds, while practically all of the Smyrna crop, estimated at 29,120,000 pounds, and about 9,000,000 pounds of the Samsoun crop of 12,800,000 pounds will probably be sold to American firms, the report states. The total quantity available for other markets is not expected to exceed 45,000,000 to 52,000,000 pounds.

Production in 12 Countries
Adding the figure for tobacco production (Continued on page 36)

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MAX SPIEGEL & SONS CO., Inc., 34 West 17th St., New York**Virginia Growers Pleased With Dark Leaf Prices****Opening Figures at Lynchburg Lend Encouragement to Producers—Other Markets to Open This Week—Co-operatives Endeavoring to Secure Seventy-five Per Cent Sign-up.**

NEW CANTON, Va., Nov. 10.—Tobacco growers throughout the dark belt are considerably encouraged at the satisfactory prices which were paid for dark tobacco on the Lynchburg open floors the opening day of the market this week. Country correspondents throughout the dark belt are commenting in one way or another upon the matter, and general satisfaction seems to prevail. In the meantime the Lynchburg market is sending out circulars and advertisements, and are working up great interest in their market, which covers a number of the dark tobacco counties.

Dark markets east of Lynchburg will open next week. Dillwyn is making great preparations, and the open warehouse there has been gotten in readiness for the influx of the weed which is expected from the opening day. This market expects to sell certainly as much as was sold last year, and the statement is that high prices will prevail, especially for the good grades.

Most of the dark tobacco was cut late in September, and is now curing in the barns. Fine weather served to bring about the right "run," and the color almost everywhere is said to be particularly fine. Most of the crops were heavy, wide leaves and plenty of gum. This will give much weight, which will be welcome this year, when the acreage was smaller than usual. The tobacco people just now are hoping they will be in the position that the apple people are in—a smaller crop than usual, with quality far above the average and prices correspondingly high.

So far this fall no houseburn or other house damage has been reported anywhere in the dark belt. Tobacco men report everywhere an unusually excellent quality of tobacco—probably the best in five to ten years.

Co-operative Drive

The same tremendous effort is being made among co-operative people that was made a month ago in the matter of getting the new contract signed. Everywhere meetings are being held and tobacco growers being interviewed. There is a difference of opinion as to the success of the movement. Independent tobacco people express a grave doubt as to whether the movement will win out, co-operatives themselves generally declare the organization will win.

Seventy-five Per Cent or Nothing

The drive is for a 75 per cent sign-up throughout the dark belt—nothing less. This means that the argument will be put up to the grower that unless the organization has complete control they will not ask the growers to come into the pool. It means that if the goal is reached the organization will have complete control of the tobacco situation.

The Tri-State Tobacco Grower, official

organ of the Co-operative Association, has a leading article on the dispatch which was sent out from Washington some time ago in which it was made to appear that the Tobacco Growers' Co-operative Association was about to be split up into separate pools. This article denies that the National Council of Farmers' Co-operative marketing Associations gave out any such statement, but quotes the Council as saying that the organization of a "belt" pool for dark tobacco was a concession to the enthusiasm of Virginia poolers, who see an opportunity to increase their present 52 percent status to at least 75 per cent without waiting for the members of the North Carolina and South Carolina groups to act. The organization of a local pool, they say, was the only way to permit the Virginia belt to conduct its renewal campaign in advance of the rest of the territory.

This article declares for a safe and sane campaign—one in which emotionalism must be absent. They ask for "calm, business like solicitation," and declare that the matter must be discussed as business and not as a brand of religion.

As to Warehouses

So far as is known here, the open warehouses which were maintained last year throughout the dark tobacco region will be open again this year. Except in a few localities where dry weather prevented the growers getting a "stand," the crop to be handled will be equal to that of last year in many respects though probably short of last year's crop in actual pounds. A fine crop of tobacco was grown in the territory around the old tobacco town of Farmville, Va., and a leading warehouseman of that town recently told this writer that he expected large and heavy sales; and predicted that prices would be good a through, and for all grades. At Appomattox the crop to be brought in will be unusually good as to quality, though so as to quantity. At Cumberland the market has been closed owing to inaccessibility to the railroad. The Co-operative Association will maintain a receiving warehouse there.

The cooperative warehouse at Columbia, Va., which last year was operated as a receiving building, with inspectors and graders and full corps of officials will be closed this year, according to official announcements. This is due to the fact that only a small quantity of tobacco was received at this warehouse last year. It is generally conceded that the poor judgment was exercised by the Association in erecting this elaborate building at such a large cost without first ascertaining its receiving probabilities. This section the marketing organization has come in for a good deal of criticism.

for this action, and from this members have largely judged the financial ability of the organization officials.

Lynchburg warehousemen have personally been through this section canvassing for their particular business and the open warehouse business in general. They do not hesitate to place themselves against co-operative marketing, saying that the principle of the thing is wrong and that in practice it cannot succeed. They also argue that results of the co-operative movement have already been shown in the fact that Italy, which formerly took large quantities of dark tobacco from this region, is now raising practically all of its tobacco needs, thus proving that those people resent the attempt of the dark tobacco growers to fix their own prices. The arguments as offered are rather to the effect that the tobacco grower should let well enough alone and not, by combination, try to raise the price level of former years. That, at least, is what this writer gathered from a talk with one warehouseman.

Now, in contrast with the foregoing, co-operative workers with whom I have talked say that it is the idea of the Association to perfect marketing methods, maintaining orderly procedure and preventing glut, and at the same time put a sufficient price upon the dark tobacco grown in Virginia to permit the tobacco grower to live somewhat comparably with the mechanic and railroad worker, both of whom completely control his product, which is his labor.

The Association in Politics?

There has been some criticism of the dark tobacco association in this section for entering, or making a part of the public believe they are entering the field of politics. Locally this matter has been much commented upon, with more or less ground for the accusation, but of late officials of the pool disclaim that they are politicians or that they have exercised or will exercise themselves in the matter of electing their favorites to local public office. In a number of the dark tobacco counties association men have been more or less active in county politics, but whether or not these men acted as association members or as mere individuals exercising their ordinary privileges is a matter of argument. And argument is rather the order of the day just now.

Weather Conditions

This has been an unusually early fall in Virginia. Killing frosts occurred October 10 and later other frosts destroyed all vegetation. A heavy snowfall occurred late in the month, and snow banks still lie in the ravines of the Blue Ridge and other mountains of this region. Much murky, cloudy weather served to bring hanging tobacco in order, and in some cases "striking down" and stripping have occurred. The people, mostly the smaller growers, will sell at the opening of the dark markets everywhere through middle Virginia next week. Many growers say that conditions have been generally favorable to the curing of the leaf.

The 1926 Crop Prospects

There is general complaint of the lack of money on the part of tobacco growers, tobacco handlers, merchants, warehousemen, bankers and others. In fact, money is scarce and is being spent only for automobiles and the things necessary to operate them. There is already, however, preparation being made for next spring's crops, and even now it is safe to predict that in case weather conditions and other things are favorable, tobacco will generally be planted in the customary manner throughout dark tobacco Virginia.

This, of course, stimulates somewhat trade conditions, as tobacco is largely

the money crop of this section, in spite of Virginia's diversification. One large tobacco grower recently stated that if prices were much reduced from those at present obtaining, he would sell out his farm and effects and go off to the public works where his boys could get jobs of various kinds, and he himself would seek some kind of public work. His argument was that tobacco is still the main stay of life in central Virginia.

Just now it would appear that this will be an extremely lively marketing season, as tobacco is plainly going to be high and the contest between the association and the independents is going to be unusually severe. In fact, these interested in tobacco in general will watch with peculiar interest this, the greatest of all fights ever waged in the agricultural life of Virginia.—PLUMMER F. JONES.

Danville Market Much Congested

DANVILLE, Va., Nov. 7.—The heavy congestion which developed on the local market on Wednesday resulted in a large quantity of leaf being carried over the week end, the buyers on Friday not reaching two of the largest houses.

Statistics for the week show another increase in the average, which is now nearly 19 cents, which shows some improvement in the quality of the deliveries and a slight increase in prices paid, not only for the better types, but also for the heavier quality, lacking in color.

For the four days ending Thursday Danville sold 1,915,339 pounds for \$362,073.18, at an average price of \$18.89 per hundred pounds. The average for the previous week was \$16.26. Total sales on the Danville floors since the marketing season opened October 1 are 8,658,246 pounds, sold for \$1,361,328.64, the average for the season being \$16.89.—TETLEY.

Co-op Association To Make Payment

DANVILLE, Nov. 7.—The Tobacco Growers' Co-operative Association has announced that it will make a substantial payment to grower members in the old belt of Virginia and North Carolina on December 15. On that day the sum of \$1,590,000 is to be distributed among the farmers, the money representing the second payment on the 1924 crop and the closing out of a few more grades of the 1923 crop. News of the disbursement has greatly stimulated farmers and mercantile institutions generally. The money is to be forwarded to twenty-seven receiving stations in the two states, where it is to be paid out. The lion's share comes to Virginia, where the deliveries have been heavier than those in North Carolina. It is estimated that fully \$500,000 will come to Danville for distribution. This is one of the largest single payments made by the organization.—TETLEY.

Hughes Memorial Hospital Corner Stone Laid

DANVILLE, Va., Nov. 9.—The cornerstone of the Hughes Memorial Hospital was laid here today by the Grand Lodge of Virginia Masons, Congressman Andrew Jackson Montague making the dedicatory address. The hospital was made possible through the generous bequest of John E. Hughes, the leaf dealer, who left \$250,000 for the purpose. With other funds and the anticipated proceeds from the sale of the present hospital building, it has been possible to erect a magnificent building representing an investment and endowment a sum of \$400,000. The orphanage which Mr. Hughes also provided for and which will cost in excess of \$1,000,000, is also in stage of development near Danville.—TETLEY.

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111 FIFTH AVENUE, NEW YORK**Hopkinsville Hopeful of
Big Selling Season**

HOPKINSVILLE, Ky., Nov. 7.—The opening sale of the loose leaf tobacco market will be held Tuesday, December 1. The date was fixed at the annual meeting of the Hopkinsville Tobacco Board of Trade, held at Thompson's loose floor. Election of officers for the ensuing year was held, with the following result: President, J. Wallace Hancock, incumbent; vice-president, J. T. Thomas; secretary and treasurer, F. E. Fallenstein. The following sales committee was appointed: Hunter Moss, chairman; F. H. Duncan, W. D. Cooper, Charles L. Albritton and John L. Harvey. There are seven loose floors in Hopkinsville. Arrangements have been made to advertise the market widely in dark tobacco district, and members of the board expect immense business.

**To Lease Part of Dark Pool
Warehouses**

At a special meeting of the board of directors of the Dark Tobacco Growers' Co-operative Association, held at the headquarters in Hopkinsville, Thursday, it was practically decided, according to official announcement, to lease all warehouses for the coming year not actually needed to handle deliveries of pooled tobacco. A form of contract was drawn up which must be ratified by the boards of the warehousing corporations associated with the pool. These boards will be called to meet in a few days. The board voted to cancel the regular directors' meeting set for next Tuesday. Merton L. Corey, of New York, was present, and addressed the meeting on the financial situation and the general policy of the pool, but nothing was made public concerning his recommendations. No confirmation could be obtained of the widely circulated reports in this region that the association has negotiated a sale of 12,000 hogheads of old tobacco to agents of the French Regie.

Cecil Burns was named as manager of the Owensboro district.

Work Out Sales Plan

A sales plan that means an orderly marketing of the present holdings of the Dark Tobacco Growers' Co-operative Association, as well as future crops, was worked out by the executive committee of the organization at a two-day meeting held in Hopkinsville this week.

One specific announcement made by the executive committee when they adjourned was to the effect that no agency or organization other than the established sales department of the Association would be employed in marketing its tobacco, and all quotations will come through that department.

In order that the trade may be reached in the shortest possible time, the sales force is being enlarged and all matters relating to the disposition of the tobaccos will be handled through the headquarters office. Such propositions as have been under consideration for placing the Association holdings in the hands of some agency for a sale are no longer considered, and the sales department will at once inaugurate an aggressive campaign with the end in view of making satisfactory disposition of all tobaccos.

Recent sales have convinced the executive committee and the management that such a policy will bring results. Through the European office sub-

stantial sales have been made during the past week, and present plans are to enlarge the activities of the Association in foreign markets. Within the coming week the Association will have its sales force sufficiently organized to undertake at once the marketing of its tobaccos.

In making an analysis of recent sales the executive committee found that their grade prices were meeting the approval of the trade and that many types were moving satisfactorily. Not only has the executive committee reached an agreement as to the methods of marketing the present holdings, but their plans include future deliveries.—UNDERWOOD.

Paducah Prospects

PADUCAH, Ky., Nov. 7.—During the past week the market on hoghead tobacco continued quiet and inactive. A few private sales of common and medium grades of leaf have been made, but the volume of business being done is small. We have not heard of any sales of lugs, of consequence, during the week, and demands for these grades continue light.

Owing to the inclement weather of the past week, buying in the country has not been heavy, the harsh weather causing tobacco hanging in the barns to become dry and crusty, making it difficult to inspect. However, several of the important buying interests continue in the market in the Murray section, and prices have ranged about the same as last week.

Dealers over the district are getting their houses in condition, preparatory to handling the new crop. At a meeting of the Paducah Tobacco Board of Trade it was decided to open the Patraen loose floors on Tuesday, December 8, and it is probable that floors in Murray and Mayfield will be opened during the same week. New loose floors have been built in Murray and Mayfield to take the place of the old method of selling through the chute. Paducah will have a new loose floor, the Williams-kerth Floor, which is a modern house in every respect, and will be operated by tobacco men of years of experience.—W. B. KENNEDY & SON.

**Granger Tobacco Deals in
United Stores**

Some very attractive deals have been made by the Liggett & Myers Tobacco Company for Granger Tobacco, but none have been more generous than the present deal on that brand made by the United Cigar Stores Company. For with each fifty cent package of Granger sold, the United offers a similar package, free.

Owensboro Outlook

OWENSBORO, Ky., Nov. 7.—At a meeting of the Tobacco Board of Trade yesterday it was decided to have the opening sales on Monday, November 30.

Much tobacco is now being prepared for the market and with a continuance of the present stripping weather we look for liberal offerings on the opening day.—MORELAND, WITHERS & HICKS.

**Stewart Mosher Returns from
the West**

Finishing up his trip to the western states, Stewart Mosher, of Herzog & Sarluy, New York, is about to start off on another journey to the land's end.

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Burley Association Plants To Open December 1

Directors Fix Opening Date and Arrange Other Phases of Pool Affairs—President Stone and Co-manager to Have Free Hand in Working Out Various Details.

LEXINGTON, Ky., Nov. 7.—Directors of the Burley Tobacco Growers' Co-Operative Association, at the final session of their monthly meeting here, fixed December 1 as the date for opening the receiving plants of the association at Lexington and other points, and on the following days of the first week of December at other places, details to be worked out by President and General Manager James C. Stone, Director of Warehouses Robert E. Beatty and Chief Grader John Corlis; re-elected the heads of the various departments on the recommendation of the president, and adopted a resolution declaring that the selling policy of the association would remain as it has been heretofore and that no association tobacco would be sold at auction or over loose leaf floors.

Directors also agreed to take part in a series of meetings over the Burley district, in which the growers are to be told exactly what has been done by the association and every fact in relation to their association and its present situation.

According to the statement in regard to a selling policy issued by the authority of the board of directors, arrangements already have been made to finance the 1925 crop and the largest possible advance available, "based on a conservative value of the tobacco" will be paid to the growers when they deliver their crops.

It is declared in the statement that any report or rumor that "this board now entertains or has ever entertained any idea of selling any of the association's tobacco on the loose leaf floors or on the auction market is without any foundation whatever."

It further is stated that there is no thought of releasing any member of the Burley association from his contract, but on the contrary, "every right accruing to the membership by reason of these agreements will be rigorously enforced."

The board, in its statement calls attention to the fact that the affairs of the association were "never in better shape than now," that it has less tobacco on hand and owes less money than it did a year ago, that its credit never has been better and that the 1925 crop is less than a normal crop. It is asserted that all that is needed by the association is "the same loyal and aggressive allegiance and support that it has always had in the past and expresses confidence in the intelligence and loyalty of the membership" and the certainty of the board that in adopting the resolution it is expressing his wishes of the members.

Heads of Departments Elected

Heads of departments and other employees elected on the recommendation of President Stone were:

Assistant Secretary, B. P. Anderson, of Lexington; Purchasing Agent, William H. Wilson, of Louisville; Traffic

Manager, J. E. Marks, of Lexington; Director of Warehouses, Robert E. Beatty, of Lexington; Assistant, J. W. Fitzgerald, of Maysville; Manager Red-dryers and Storage, Alex Parker, of Lexington; Chief Grader, John Corlis, of Brooksville; Denton, of Paris; Publicity Director and Editor the Burley Tobacco Grower, J. Sherman Porter, of Lexington; Director of Community Organization, Miss Verna Elsinger, Cincinnati; Resident Counsel, Robert H. Hays, of Lancaster; Chief Field Service, William Collins, of Paris; District Manager: Harvey Edwards, of Versailles; J. D. Craddock, of Munfordville; O. W. Cleek, of Walton; W. A. Boyd of Mayville; Assistant for Ohio, F. H. Ellison, Manchester; for Indiana, James Richards, of Vevay, for Tennessee, Col. Charles B. Rogan, Gallatin; Field Investigator, Claude Robinson, of Lexington.

The resolution, as adopted by the board, follows:

"Within the past few weeks, propaganda consisting of rumors of various kinds with reference to the affairs of the Burley Tobacco Growers' Co-Operative Association, has been given wide circulation. Most of it originates from interested, unfriendly sources, and has been accentuated by events which have transpired in the affairs of other associations.

"In order, therefore, that our membership and the public in general may know the exact facts surrounding our association's affairs this statement is issued by the Board of Directors:

"The warehouses of the Burley association will be opened at the regular time in December for the receipt of our members' tobacco. The cash advance will be paid in exactly the same way that has obtained in the four years which the association has functioned. The financing for same has already been provided for and the amount of the advance will be the largest available based on a conservative loan value of the tobacco.

"This tobacco, when received, along with that remaining on hands out of former crops, will be sold when, and as the demand develops for it and at the highest obtainable prices. There will be no departure from the regular procedure of selling which has enabled us to dispose of the nearly six hundred million pounds of tobacco which we have sold out of the last four crops.

"Any statement that this Board now entertains, or has ever entertained any idea of selling any of this association's tobacco on the loose leaf floors or on the auction market is without any foundation whatever.

"There is no thought of releasing any member from his contract. On the contrary, every right accruing to the membership by reason of these agreements,

(Continued on Page 36)

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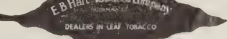
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Philadelphia Factories Struggle With Orders

Retail Trade Slackens—Small Leaf Sales—Another Adlon Factory—President Gumpert Goes To Tampa—Cupid Hits Florio Family—Kane Adds to Help—Eckerson Dead

PHILADELPHIA, Nov. 5.—With the continued demand from all parts of the nation for the well known Philadelphia brand of cigars, the larger producers still are reporting an oversold market for their product in smokes. The heavy holiday orders which came with the October month gave the manufacturers an entire month's advance business, so that November days will be well occupied in catching up with the gift season requirements.

Smaller cigar factories, too, are becoming more active; and, like their larger competitors, the business of taking care of the Xmas season is the main concern at this time.

Retail Slows Up

Present day consumption of cigars has fallen off somewhat from the brisk over the counter sales of the early days of autumn. There is keen competition among the retailers in the various cities offered, especially among the numerous cut price shops, where some "bargain" cigars are offered in high priced goods and standard brands. There is lacking, however, the deep cutting into values which formerly marked this class of trade. It may be that the advent of numerous good five centers among the present day offerings in cigars, has stabilized the market for the higher priced smokes, and that the popular sizes, gradually coming back to their old time favoritism, will eliminate the sharp cuts of recent years.

Leaf Transactions Small

Activities among the smaller manufacturers has stimulated leaf buying; although sales are confined to mere hand to mouth quantities. The manufacturers, generally, show very little interest in the purchase of tobacco for future stocking, and are holding off awaiting more definite price trends, many looking forward to lower leaf quotations in the new year. Packing of this year's crops occupies the attention of the larger wholesale dealers having their own packing plants and warehouses in the various leaf growing sections of the country.

New Adlon Factory

Among the larger nationally known cigar manufacturers, who just now have all the business that can be accommodated by present facilities, is the Consolidated Cigar Corporation, Eleventh and Wharton streets, where there is a strain on both equipment and helpers in an effort to catch up with the orders, both for present day needs and the holidays. All three factories here are working to capacity and still there are delayed orders awaiting relief from present conditions before they can be taken care of, especially for Dutch Masters and Adlons. The Sixth and Moore street factory is producing 350,000 Forty-Fours, Dutch Masters and Harvesters per day.

Announcement was made at headquarters here that a new factory has been opened by the Consolidated in Bohemia, N. Y., in the vicinity of Poughkeepsie, which will be given over to the production of that original Philadelphia brand, Adlon. Eugene D. Klein, general manager of the Consolidated, was a visitor to the local factories last week. Sol G. Linchut, district manager of the Philadelphia and Lancaster factories, is being congratulated upon his speedy recovery from an operation to his throat at the Jewish Hospital, where he was confined for ten days.

Gumpert in Tampa

President A. A. Gumpert, of Gumpert Brothers, Inc., 207 Market street, is sojourning in Tampa, Fla., seeking an adjustment of the manufacture of his firm's brand, Philadelphia Club, which was for a time affected by the recent strike in that cigar manufacturing center. He is making arrangements to have the cigars produced on the old time schedule, so that the present shortage will be relieved.

The middle west trade is consuming large quantities of the five center man-

ufactured by the Juan F. Portuondo Cigar Manufacturing Company, 1110 Sansom street. Manager Frederick Cardeza reports that all the production of the Ace, the nickel proposition of the Portuondo cigar family, is being distributed almost exclusively in that section of the country for the reason that it requires shipment of the entire production to meet the needs of the dealers there.

Overtime for Distributors

Shipments of the holiday packings of Adlons, Forty-Fours and Harvesters are now being made through the Forty-Four Cigar Sales Corporation, 1236 Vine street, distributors for the production of the Consolidated Cigar Corporation, in this city, under the management of James E. Lynch. The shipping department has been put on overtime schedule to speed up the deliveries to the western trade. There is a very heavy demand for Henry George, the nickel cigar of the corporation, which continues to grow under the exploitation of the Forty-Four Sales Corporation.

On November 1 the Bayuk Cigars, Inc., Third and Spruce streets, attained a high record of shipments of all its brands, showing the greatly extended autumn and holiday business for the Bayuk cigars.

Durbin Acker, president of the F. C. Schaible Company, Inc., 2327 North Eighth street, who is well known as the former head of the cigar department of the prominent grocery firm of Finley Acker Company, and a brother of the late head of that concern, is enjoying an excellent holiday business for the brands which he has been promoting since joining the company, the Clitus and La Parmia. These are being especially packed in fortieths for the holidays.

Edward M. Laing, who for many years was associated with the P. C. Fulweiler & Brother Company, 927 Filbert street, is now connected with the N. Snellenberg Company department store, in its furniture department.

Florio Wedding Bells

With the peal of wedding bells for Tony Florio, the younger son of Frank Florio, who conducts his own factory at 1418 South Ninth street, the family was given an agreeable surprise. The popular younger son of the house of Florio, who helps at the bench in his father's cigar factory, heeded the call of Cupid one day last week, and without hint to the family, called on the parson, had the bonds tied, and then brought his young bride home to receive the warm welcome of the household. Following in the footsteps of the younger brother, Frank Florio Jr., the oldest son of the head of the firm, announced that he, too, will shortly take unto himself a bride, the time and place left a matter of the future his engagement having been announced informally.

Growth of business demanding larger forces, Elly Montero, who conducts his own high grade Havana factory at 1610 West Susquehanna avenue, has materially enlarged his working staff. There are now sixty hands making El Monte Cuban League, and other brands that are exclusively the product of the Montero Cigar Manufacturing Company, for more than a score of years engaged in the manufacture of pure Havana smokes.

Another of the intermediate manufacturers who has been obliged to add to his working forces, is Benjamin Kane, Second street, below Market, and with West Philadelphia branch at Fifty-second and Market streets. Broadening demand

(Continued on Page 36)

PRINCE
ALBERT

—no other tobacco is like it!

Connecticut Greets Numerous Buyers to Market

Sales Slow, Depending Upon Price—Future Buyers Will Find '23 and '24 Crops Scarce—Where Is the Rain?—Benj. Beckman Dead—Association Sells 3,000 Cases.

HARTFORD, Nov. 9.—Much better tone was evidenced in this market during the past week than has been shown for some time past. It was occasioned, no doubt, by the increased number of buyers who put in appearance after long absence from this mart. All sorts of guesses were made as to the big lots of various grades that were sold, or about to be sold. The truth of the matter is that no very large transactions were closed.

Hinging on Price

While some good sized deals are under negotiation, and could be brought to a close, there is always that difference, hinging on price. The sellers are down to hard pan, but still not low enough to meet buyer's ideas of values. Consequently, the much talked of big sales are still only talk, and remain for the future.

At any rate, the fact that there is a demand for tobacco at a price shows that the business has not gone to the dogs, so to speak. Apparently, it is receiving and coming back somewhere near to normal. When many manufacturers report increased output and oversold conditions, sooner or later they will have to replenish raw material.

Future Buying

Many manufacturers who have put off doing this are going to find it a hard matter to get specific grades. They will have to content themselves with that which is nearest to what they want. There is very little of the 1923 crop left in packers' hands, and no one had any large packing of the 1924 crop. This has been selling right along—not in large lots, but in enough small sized orders to cut quite a hole in the total pack.

Still Looking for Rain

The lack of good tobacco damps is causing serious delay in getting the 1925 crop down, so that the warehouses could start up the work of sorting and packing. When the season is so far advanced towards cold weather, chances for damp are more uncertain.

If we should be so unfortunate as to have such a thing happen to this section, and could get no tobacco down until the January thaw (which sometimes doesn't come), the crop would be held up that much longer before it would come on the market. This would naturally prove a disappointment to many manufacturers who have generally been in the habit of taking certain grades as soon as they came from the sweat rooms for immediate use. And if the 1925 is not yet ready, and they need the leaf, they will have to content themselves with such old tobaccos as are available for their purpose. They won't find them overplenty when they go looking the market over.

Buyers Come to Town

Amongst the many buyers here this week were: Percy Lowe and son, M. Regenberg, Howard Cullman and J. R. Gerrity, of Cullman Brothers, B. G. Davis, B. Meyer, of the General Cigar Company; Geo. Gary and H. Jefferson, of Lorillard's; Frank Bach, of E. Bach & Sons; A. I. Mendelsohn, M. L. Gershel, K. Falk, R. Stanley, M. Hartman, John Schlinger, Jos. Arens, all of New York; C. J. Kaffenberg, of Boston; Ward P. Roberts Company, of Milford, Mass., and several others whom the writer did not chance to meet.

The majority were in quest of the 1925 shade grown, but there were many of them interested in the several holdings

of both Havana seed and broadleaf. These are at present on sale in this market, and sooner or later some fairly decent sized sales are going to be recorded.

Benjamin Beckman Dead

Benjamin F. Beckman, formerly of the old firm of Taylor & Beckman, of Westfield, Mass., died Nov. 5 after a long illness. His aged was 90 years. He was a former resident of Hartford, and a member of Mount Moriah Lodge, F. & A. M., at Westfield, Mass. He leaves one sister, Mrs. Ferris, of Oregon; two nieces, the Misses Jessie and Clara Beckman, of Kenton, Ohio; a cousin, Maude Adams, of New York. The funeral was held Friday afternoon.

Association Notes

Sales of more than 3,000 cases of Association tobacco for the week ending Saturday, were reported at the weekly meeting of the executive committee of the Connecticut Valley Tobacco Association. The amount in weight was about 1,050,000 pounds, and included 1923 and 1924 Havana seed, 1923 broadleaf, some 1924 broadleaf, and some 1924 Havana primed. The receipts for these sales will be \$577,500. Announcement was made that arrangements had been made for ample warehouse storage for the 1925 crop.

No action was taken on the question of a new sales manager.—NUTTAB.

Mrs. Adolph Hartman

Death last week claimed Mrs. Adolph Hartman, wife of Adolph Hartman, of A. & S. Hartman, Hartford, Conn., and mother of Gus Hartman, of Steane, Hartman & Company. The many friends in the New York and New England leaf trade sincerely sympathize with the bereaved family.

"Sightseeing" Parties Visit Connecticut

Percival R. Lowe personally conducted several cigar manufacturers and their leaf experts to the Hartford market last week and this week. In the various parties were Mortimer Regensberg, of E. Regensberg & Son, Antonio Santaella, of A. Santaella y Ca., and Mariano Alvarez, of the Santaella factories. Percival R. Lowe, Jr., accompanied his father on one of the trips last week.

Jerome Kohlberg in the Connecticut Market

Connecticut warehouses were again looked over by Jerome Kohlberg, of E. L. Kohlberg & Son, New York, during the past week.

The Connecticut Valley Tobacco Ass'n, Inc.

JOSEPH W. ALSOP, Pres.
FRED B. GRIFFIN, Gen'l Mgr.

Headquarters:
225 State Street
Hartford, Conn.



HATHEWAY AND STEANE
GROWERS OF CONN. SHADE
And Packers of Leaf Tobacco
235 State Street Hartford, Conn.

Steane, Hartman & Co., Inc.
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.
"After all, nothing satisfies like a good cigar."

HIPPLE BROS & CO., Inc.
HATFIELD, MASS.
GROWER AND PACKER OF
BROAD LEAF AND HAVANA SEED Tobacco

E. L. KOHLBERG & SON
CONNECTICUT TOBACCOS
144 WATER ST., NEW YORK
Telephone John 2821

M. J. GANS **PACKER AND DEALER IN**
Connecticut, Havana and Broad Leaf Tobacco
219 State St., Hartford, Connecticut

A. N. SHEPARD & SON
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
Headquarters: 53 Mechanic Street, Hartford, Conn.
Warehouses: Hartford, Conn.; Portland, Conn. **TELEPHONE: CHAR. 7543**

L. B. HAAS & CO., Inc. **Established 1853**
Growers, Packers and Dealers
CONNECTICUT LEAF TOBACCO
146-152 State Street HARTFORD, CONN.

R. J. WHALEN
HATFIELD, MASS.
GROWER AND PACKER OF
BROAD LEAF and HAVANA SEED Tobacco

SILBERMAN & KAHN, Inc.
Growers of Shade-Primed Connecticut.
Packers of Connecticut Broadleaf and Havana Seed.
109 COMMERCE STREET, HARTFORD, CONN.

HUNTING BROS.
Growers and Packers of Connecticut Shade, Primed,
Broadleaf and Havana Seed
East Hartford, Conn.

H. WHITAKER
Grower and Packer of Connecticut Leaf Tobacco
Office and Warehouse 245 State St., Hartford, Conn.
P. O. Address Hazardville, Conn.

M. W. BOYLE
PACKER and GROWER
of LEAF TOBACCO
32 Bridge Street, Hatfield, Mass.



ESTABLISHED 1839

HORACE R. KELLY & CO., INC.

COMMISSION MERCHANTS

IMPORTERS OF CIGARS

229 FULTON STREET

To Our Customers and Trade:

Gentlemen:—

On July 25th we advised our customers of the continuation of our firm under the management of Mr. Edmond Kelly, and we now take pleasure in thanking our good customers for their support and being able to advise them that with cigars in stock and transit, which now total *SIX MILLIONS, THREE HUNDRED AND EIGHTY FIVE THOUSAND*, after deducting orders on file, that we are once more in the foremost ranks and well able to take care of all needs.

Again thanking you for the support which has made this success possible, we remain

Very truly yours,

HORACE R. KELLY & CO., INC.

Factory Agents for Perla de Filipinas, Inc

*Private labels made—Protected territory given on following .
labels always on hand or in transit—*

<i>Non Plus Ultra</i>	<i>George IV</i>	<i>H. R. K.</i>	<i>Manila de Luxe</i>
<i>Battler</i>	<i>La Mesa</i>	<i>Romo-Moab</i>	<i>Imported Perla de Filipinas</i>

Cincinnati

(Continued from page 3)

report that the public is purchasing more freely, with some tendency toward the choice of the more expensive goods. While it is too early for this branch of the trade to do much in the way of selling holiday goods, it is freely predicted that the Christmas demand will commence soon, and be much better than it was in the same season of last year. There is not a great amount of price-cutting in this city, and for this reason the great majority of dealers are realizing a reasonable margin of profit on sales.

Gerson J. Brown, who is making a business tour of the principal cities of the mid west, stopped off here last week, remaining two days, in the interest of the American Cigar Company, of which he is vice president in charge of sales.

Berger's New Packings

"We now have new packings ready for the market, including 1924 Zimmers, Gebharts, Dutch and Pennsylvania," stated Henry Kuhlman, manager for John Berger & Son, cigar leaf dealers. "The samples are sound and the prices are reasonable. Farmers are now interested in growing better quality, with greater uniformity, and this will be of benefit to the cigar industry. Business is now better than it was, and there is greater steadiness, with not so many ups and downs.

Smokers continue to think that it is possible to produce a large cigar that can be sold at five cents, not taking into consideration the fact that they cannot buy anything else at pre-war prices. I think that the industry would profit if it would take some steps to educate the public in this matter. In my opinion, there are enough facts available to kill the five-cent idea, and they would do so if they were made known to the masses in the right way."

Charles L. Straus, vice-president of the Henry Straus Company, the Sixth street jobbers, is back from a short trip to Lexington, Ky., where he went to look after the company's various interests. On November 1 this company took over the operation of the cigar stand in the lobby of the Emery hotel.

Mi Hogar Jobber Busy

"Business is fine," stated Max M. Guggenheim, jobber, at Third and Sycamore streets. "New people are calling us up every day and placing orders. We have just received four large shipments, but orders booked will take all of these. As you already have stated, I commenced to make plans for the holiday trade last July, and now we are 'cashing in' on that preliminary work, and work that was done later. On Christmas the air will be full of fragrant Mi Hogar smoke!"

Ullmann to Move

Ullmann & Company, one of the city's oldest and best-known jobbing houses, for a long time located at 345 Main street, will on November 10 move to 22 West Third street. "Increasing business has compelled the company to secure larger quarters," explained Robert Ullmann, junior partner of the firm, of which Simon Ullman is the senior. "In our new place we will have much more room, and better facilities in every way. We look for still more business to come to us, and we are making ample provision to take care of it."

About a year ago, the Schulte Realty Company, of New York, acquired the building at the northwest corner of Sixth and Main streets, occupied by the Dow Drug Company. This is now being vacated by the latter company, and it is stated that the first Cincinnati store of the Schulte chain will occupy the room.

Ibold Hunted in Canada

Peter M. Ibold, of the Peter Ibold

Company, cigar manufacturers, at 912 Main street, is back from the wilds of Canada, where he went to hunt and fish. Other members of the party were Rube Bresser and Ed Roush, well known baseball players, belonging to our much beloved Cincinnati Red-stockings.

Samuel D. Hachen, of Hachen & Rotherth, makers of Gath, Marguerite and other brands, is now on a business tour which will take him through Iowa, Wisconsin and northern Illinois. "Business is good and holiday orders are beginning to come in," stated Oscar W. Rotherth, secretary-treasurer of the company.

"Our factory is working at full capacity and general conditions are favorable," stated S. N. Shapero, manager of the local plant of the Mazer-Cressman Cigar Company. "As a matter of fact, we need more room."

Morris Frieder Coming Home

On November 4, a cable was received at the executive offices of S. Frieder & Sons, jobbers and importers, stating that Morris Frieder, who has for about a year been in charge of the factory at Manila, had sailed from there to Hongkong, to meet his brother, Philip S. Frieder, who was due to arrive in the latter city November 9. Both will return to Manila, where Philip will relieve Morris, who has been in active management of the Helena Cigar Company. This is owned by S. Frieder & Sons, who, through leading jobbers, sell these favorite Manila cigars all over the United States. Morris will, in a leisurely way, return to the United States through the Orient and Europe, stopping at various points of interest as he goes along.

The cigar manufacturing business of Michael Ibold, at Ninth street and Central avenue, has been incorporated. The company will be known as Michael Ibold, Inc., with Michael Ibold, president; Walter E. Ibold, vice president; and Bernard H.

Schweer, secretary-treasurer. Michael Ibold, who recently had an operation performed on his foot in the Good Samaritan Hospital, because of an infection in one of his toes, has just been removed to his home, where he is said to be recovering rapidly as could be expected.

Knecht Factory Soon Ready

"We are very busy now, and the increasing holiday demand is causing us to be rushed," stated Joseph Knecht, cigar manufacturer at 317 Sycamore street. "The work of remodeling our new home at 705-11 Sycamore street is progressing rapidly, and we expect to move into it as soon as the holiday rush is over."

George A. Murphy is opening up a fine cigar store in the Big Four office building, at Ninth and Sycamore streets. The Big Four Railroad, which is a part of the New York Central system, will soon move its general offices into this building, occupying all of the upper floors, with a force of about 2,000 department heads and clerks. Mr. Murphy expects to obtain the patronage of these, and to that end he is making his store unusually attractive and convenient. One feature will be a large lounging room; and, in order to attract the women, a full line of confectionery will be carried.

Hill Location Good

C. B. Anderson, manager of the cigar store recently opened up by the J. S. Hill Company, at Court and Main streets, diagonally opposite the court house, reports that trade is increasing rapidly, and regards the location a fine one. Court street has recently been widened at this point, and all of the old structures have been replaced by large, fine buildings, and for that reason the business of the district has shown a large increase.

Among the ambassadors of trade who recently visited this city were:

Howard F. Pent, president of the Coraza Cigar Company, Philadelphia, in the interest of the Marshall Field and; T. H. Kirk, vice-president of the R. J. Reynolds Tobacco Company, Winston-Salem, N. C.; A. Hanauer, of Wm. Demuth & Company, New York; Fred Suss, of S. H. Furgath Company, New York.—WALT.

York County News

YORK, Pa., Nov. 9.—The cigar factories of York and Adams counties have been speeding up production the past few weeks in order to keep up with orders. This is an indication of a healthy condition of the industry. The cigar factories and cigar box factories of Red Lion are deriving the most benefit from this situation, and a number are compelled to work nights in order not to disappoint the trade.

During the month of October the factories of the York-Adams counties division of the First Pennsylvania United States Revenue District produced a total of 66,630,081 cigars. The cigars in the different classes were as follows: Class A, 53,328,250; Class B, 8,206,500; Class C, 5,094,806; Class D 525.

Rost Warehouse Delayed

Charles A. Rost, tobacco packer and dealer, Red Lion, who has the plans ready for the erection of a large four-story brick warehouse on the east side of North Charles street, along the Maryland and Pennsylvania railroad in the York county cigar manufacturing center, is held up in the building operations because the line of an alley bounding the property cannot be located. It is said the original map of the borough of Red Lion has been lost or mislaid. The borough council ordered a survey made by a municipal engineer in order to give Mr. Rost a proper building line.

Haines Again Chief Burgess

Harry L. Haines, the cigar manufacturer, at the recent election was again chosen chief burgess of Red Lion, although he did not seek re-election. In

fact, Mr. Haines was opposed to assuming once more the direction of the affairs of the cigar manufacturing center. Such, however, is Mr. Haines' popularity that he was re-elected over his opponent by a majority of 100. Mr. Haines is a Democrat.

Deputy Collector Chauncey A. Hershey, in charge of the stamp office of the York United States Internal Revenue Office, killed the limit of rabbits in the hills and fields in the vicinity of his home in Spring Grove before eight o'clock on the morning of the opening day of the Pennsylvania hunting season.—YORKADAM

Full Capacity Operation of La Confesion Plant

NORRISTOWN, Pa., Nov. 9.—Orders continue to pour into the local factories of the Benito Rovira Company for La Confesion and the Everybody cigars. Jobbing support for this latter brand is right in line with the current demands for a better than average five cent product. From every corner of the country, and from every man who smokes the economical nickel cigar, there has been an insistent request for a quality product at the price. Therefore, the Benito Rovira folk feel that their brand not only qualifies for this selection, but it likewise is very aptly named for the honor.

Tom Marshall Cigar a New Gresh Brand

NORRISTOWN, Pa., Nov. 9.—When the late Vice-President Thomas Riley Marshall made the famous remark, "What the country needs most is a good five-cent cigar," he really said something which made M. Gresh & Son, Inc., of this city, start into high gear for the production of just such a cigar.

And now it is on the market under the brand of Tom Marshall, most appropriate for a long filler, Sumatra wrapper cigar, to retail for the largely desired five cents. Already this new cigar has met with a wide reception from the jobbing and retail trade wherever placed.

Considerable free publicity naturally comes to the Tom Marshall. Not only

because of its striking name and the widely circulated appeal of the original Vice Presidential statement, but also because the cigar really deserves the attention it receives.

Another recent factor, which focusses attention on the Tom Marshall, is the "Hoosier Salad" autobiography recently published upon the life of this quaint statesman, and written by himself in a most interesting and intelligent survey of his intimate relations with the great men of the day.

Turkey and Esthonia Have Better Trade Relations

WASHINGTON, D. C. Nov. 11.—J. C. White, Charge d'Affaires at Riga, states that with the friendly treaty between Turkey and Esthonia ratified by the Rigigoku on June 19 last, opportunities for probable trade relations between these two countries seem to have arrived.

Turkey may be considered in connection with the tobacco supply. In 1924 Esthonia imported 1,759,910 pounds of tobacco, and of this amount 94,950 pounds, or 5 per cent of the total imports, originated in Turkey.

In view of the trade treaty concluded between Esthonia and the United States, the opinion has been expressed that more attention should be paid to the encouragement of Esthonian-American commerce.—LAMM.

Dominican Shipments

WASHINGTON, D. C., Nov. 11.—Tobacco shipments are moving in full volume, principally by direct shipment to Europe, says Vice Consul Richards at Santo Domingo. Practically all shipments to tobacco are through the port of Puerto Plata. The tobacco crop is reported to be one of the largest and best ever harvested. Dominican tobacco finds no market in the United States and almost no tobacco is shipped to Europe via New York, because of the value of the product will not bear the expense of the freight charges incident to that route.—LAMM.

Baltimore Market

BALTIMORE, Md., Nov. 5.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

MARYLAND:—While receipts fell off to 403 hogsheds, sales continue liberal, totalling 811 hogsheds, and prices held firm.

As 115 hogsheds of the new crop ground-leaves have now come in, will report these showed fairly good color and not very sandy. Prices to date ranged from 5 to 20 cents. It is estimated that only about 500 hogsheds of ground-leaves were saved this year.

OHIO:—Nothing to report.

Association Data

The Leaf Tobacco Association of Baltimore City issued these statistics for the official trade week ending November 4:

Receipts, Including Reinspections

	This week	Previously	Total	Net receipts to date	Net receipts last yr.
Maryland	424	30,074	30,498	29,767	31,113
Ohio	..	433	433	433	840
Total	424	30,507	30,931	30,200	31,953
Reinspection this week:					
to date, Maryland,	731.				

Deliveries

Maryland					
	Coastwise	For- Domestic	Foreign	Ohio	Total
This week..	547	10	557	1	558
Previously	6,915	13,362	20,277	488	20,765
Total	7,462	13,372	20,834	489	21,323
Stock Jan. 1.....	5,274			824	6,598
Receipts since	29,767	433			30,200
	35,541	1,257			36,798

Stock in Warehouses

Delivered since	20,834	489	21,323
Stocks today	14,707	768	15,475

Sales

	Maryland	Ohio	Total
This week	811	277	1,088
Previously	23,694	277	23,971
	24,505	277	24,782
Groundleaves to date, 115 hogsheds.			

MILTON H. RANCK

Packer of and Dealer in

Domestic Cigar Leaf Tobacco

Office: Cor. Duke and Chestnut Streets
LANCASTER, PA.

Packing Houses: Strasburg and Lancaster

I. H. WEAVER CO.

Cigar Leaf Tobacco

241 No. Prince St.
LANCASTER, PA.

Seedleaf Tobacco Growers Co.

All Grades

Pennsylvania Tobacco

59 North Duke St.,
LANCASTER, PA.

Lancaster County Leaf Tobacco

Write Us For Samples

Minkoff Leaf Tobacco Co.

J. M. MINKOFF, PROP.

All Types of Leaf Tobacco

210 W. Grant St. Lancaster, Pa.

We have the right tobacco for that cigar.
Accurate, reliable service guaranteed.

L. H. NOLT & CO.

Packers of

Leaf Tobacco

226 No. Prince St.,
LANCASTER, PA.

J. W. BRENNEMAN & CO.

Packers of

Pennsylvania
Leaf Tobacco

MILLERSVILLE, PA.

Established 1886

WALTER S. BARE

Packer

Connecticut and
Pennsylvania Tobacco
LITITZ, PA.

HAVANA CIGARS

*The
Leader
in All
the World's
Markets*

**ROMEO
y
JULIETA**

U. S. REPRESENTATIVE

WM. T. TAYLOR, 50 E. 42nd St., N.Y.C.

CRESCENT MAPLEINE

Is soluble in Glycerine, Invert Sugars, Glucose and Sugar Syrup.

It will permanently modify the pungency and at the same time add to tobacco that full mild flavor desired.

A concentrate liquid flavor—economical to use.

WRITE FOR SAMPLES

CRESCENT MANUFACTURING CO.

105 Hudson St., New York, N. Y.
Seattle, Washington

517 Collins Ave., Pittsburgh, Pa.

800 North Clark Street, Chicago, Ill.

204 Davis Street, San Francisco, Cal.

Chicago Holiday Volume Rapidly Increases Now

**Early Christmas Greeting—Tony Rego to Live in Tampa—
Marc Anthony Now Returns—Retailers Move—Salesmen
to Meet and Eat—Sechback Resigns.**

CHICAGO, Nov. 7. — Closing the first week of a busy month we find everybody on the go, preparing for the increasing rush and holiday season. Chicago's business volume is now much more than the 1924 volume, and it is approaching the post-war boom of 1920.

Beautiful soft pink signs on white feature Fatima on all the billboards. They sure attract attention.

An Early Christmas

The first Christmas card to reach the trade came in from Wengler & Mandell, signed by M. Wengler. Tom Palmer, the world's greatest clear Havana cigar, is thanking you for your past kind orders. A price list is enclosed, with no charge for fortieths.

Tony Rego, of F. Garcia & Brothers, New York and Tampa, went around the loop so fast he made your correspondent take a rest. He has left for St. Louis, Kansas City and Omaha, to Chicago again, and back to New York. After Nov. 15 Mr. Rego will live in Tampa, and we will have some important news to tell you about December 20.

Another Clear Havana

Marc Anthony, a fine clear Havana made in Tampa, has arrived with the snow. It has already been placed, and next year will be put all over the middle west, south and east. Francisco Alvarez & Sons, a new Tampa factory to enter the field, will show some very wonderful lines. All the men who will be connected with the firm are widely known.

Moves December 1

A twenty-two story skyscraper is to replace the five story building now at Clark and Monroe streets. The United Cigar Stores have already moved out. They occupied the corner for years. At 106 West Monroe street was Dan Alexander, who also has been forced out, and he is now located on Clark street, between Monroe and Adams streets.

Friday, Nov. 13, the Tobacco Salesmen of America, Chicago Branch, are to hold a dinner at the City Club. It is called for 6:30 p. m., with Ralph Williams in the chair. The dinner is priced at \$2.75 each and plans will be discussed how to get the tobacco tax reduced.

Heyman Rubin, who came from afar in days of old, is the stock and shipping clerk at the wholesale store of H. M. Schemerhorn. He's one of those fellows who like to see you, as he gets up all the orders for the boss to sign.

Sechback Leaves Kline

Adolph Sechback, formerly with E. A. Kline & Company, has resigned, and is now doing the heavy work for the Rosa Y. Yo, a clear Havana cigar made here at 191 North La Salle street.

Mort Hammer was around. He booked his usual run of Christmas orders for Charles the Great.

Harry Schemerhorn, Jr., treasurer of the chair bearing his name, is in a happy mood. It looks like a busy season from now on.

Newbauer & Weber have taken on the night cap Rosa de Rancho cigar from the American Exchange Cigar company, New York.

Ries Puts in F. Garcia Bros.

Iwan Ries & Company, now located in the Hotel Sherman, have added some large sizes of F. Garcia & Brothers fine cigars. William Tobias, the manager, personally placed this order with Harry L. Harris, of F. Garcia & Brothers.

Flor de Jaitles, a big number in the five cent field of years ago, is staging a come back. It is placed here by Ruhstart-Christian & Company, 130 West Lake street.

M. B. Seigel, in his chain of stores and drug stands, will feature Eugene Vallens, glass tube packings.

Fire Destroys Krahn's

Otto Krahn's cigar store, at 230 South Dearborn street, was completely wiped out by fire this week. He carried a large stock of pipes and cigars. It sure was a big mess, and to beat it all Otto had no insurance.

Fox Fax

This is the way a neat little house organ of very important points is given to all dealers here by the Nathan Fox Company, who are the publishers. The first issue of Fox Fax appeared Nov. 1, and will be a monthly issue. The sole reason for the existence of Fox Fax is service for the existence of cover a world of facts of much use to dealers. In other words, it is a business builder featuring deals, credits, and so forth.—H. L. H.

Southern Jobbers Announce Gain For La Palina

CHARLOTTE, N. C., Nov. 7.—Retail orders for La Palina cigars here have shown a very satisfactory growth in the past few weeks. There has been a close point of contact between the manufacturers, the Congress Cigar Company, of Philadelphia, and the local distributors, the Carter-Colton Cigar Company. Quantities of missionary supplies, newspaper advertising, sales work of every sort, have been used in the publicity for the La Palina. One immediate return has been the request of smokers for the specialized Senator size at two for a quarter, and the Excellence in the ten cent shape.

DARK TOBACCO

The Dark Tobacco Growers Co-operative Association—a selling organization for 70,000 tobacco growers of Kentucky, Tennessee and Indiana, with headquarters at Hopkinsville, Ky., U. S. A.—offers for sale all types of tobacco grown in the entire Dark Tobacco District as mentioned to the right. All tobacco handled and graded by expert tobacco men; prices uniform.

FOREIGN OFFICE

In charge of Mr. W. M. Fallon (formerly with United States War Finance Corporation.) Sentinel House, Southampton Row, London, W. C. 1, England.

LIMITED STOCKS OF 1922, 1923 AND 1924 CROPS

**Packed in Hogsheads, Air-Cured or Redried
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for English, Continental or Domestic Trade.**

ALL TYPES

GREEN RIVER TYPE, Owensboro, Ky.
STEMMING TYPE, Henderson, Ky.
ONE-SUCKER TYPE, Bowling Green, Ky.
DARK FIRED TYPE, Hopkinsville, Ky.
Clarksville, Tenn., Springfield, Tenn., Paducah, Ky., and Mayfield, Ky.

Wisconsin Has Variety of Climatic Conditions

Weather Man "Hands Out" Admixture of Rain, Snow, Sunshine and Frigidity—Pool Kickers Make Cold Criticism and Adherents Offer Warm Support—Mild Trade News.

EDGERTON, Wis., Nov. 7.—This "deal" the weather man has been handing out is ceasing to be a joke. It has been a typical winter week with the exception of two balmy Indian Summer days. A short casing spell was taken advantage of by many growers to take down the tobacco hanging along the drive-ins of the sheds and along the outside. This tobacco is being stripped by many growers, and they will be in a good situation to take the fullest and shortest advantage of the next casing spell of any consequence. The next period of casing weather will perhaps be the big take down for the farmers.

The hanging tobacco is not deteriorating a bit these days. The color is coming out in good shape, and a plentiful supply of binders of the finest quality will be packed for the trade next spring. The late tobacco—that part harvested after September 20, is in a sorry plight by reason of frost and fat-stem, but the early tobacco is as sound as a bullet and has been ready to be taken down for several weeks.

The market on old goods in cases continues strong. Several sales were made in the state last week of '23 and '24 binders, and local shipments continue out of Wisconsin points at a pace fully up to the strong one of the last two months. Wisconsin B's of all but the '24 crop have been well cleaned out, and a report of two deals in these came to the ear of the writer last week in confidence. These buyers had heard so much of the '24 crop that they did not want to see the samples, but under protest they did look at them, and bought them. The '24 crop has stunned many a packer by the fine quality of its bulked B's, both for their mildness and their burn.

The northern '25 still has buyers out after it in a rather desultory fashion. Bekkedal has been doing some buying the last week in the northern regions. The rice for the hanging tobacco moved the last week or two, up there, has averaged fully 25 cents. The valley tobacco crops are the ones that figure in the deals, in the main, but few ridge crops have been bought.

The militant Pool members who are openly seeking to dissolve the pool have engaged E. K. Loverud, well known Stoughton attorney, to represent them. As for E. K. Loverud, a companion of Mr. Thorstad to Madison for the avowed purpose to gain an interview with Jens Davidson, president of the Pool, to request him to call a meeting to vote upon its dissolution or continuance.

A notice the other day in the Wisconsin State Journal stated that Mr. Davidson had announced that a special meeting of the board of directors of the pool had considered what action to take, and had decided on the method they were going to follow. Just what this predetermined action of the pool will be was not disclosed, but it will be duly announced at the right time, Mr. Davidson stated, and that would be very soon. It is felt on every hand that the meeting will not be called as per the request of the "rebellious" grower's representatives, but that the militant members will be added to the expense and formality of getting twenty per cent of the members of the pool to sign a petition calling for the meeting. Mr. Davidson also announced that steps were taken in regard to the warehouse managers at Soldiers Grove, and at Viroqua at the last director's meeting, and that, also, would be announced later.

Nels H. Thorstad, secretary of the committee of rebellious Dane county pool growers, whose organization is seeking to dissolve the pool, and whose letters to the press have aroused great interest in the tobacco belt, was answered last week by public letters from C. N. Pulley, the man who is in charge of the tobacco marketing division of the Wisconsin Department of Markets, and a staunch pool member. This member of the pool takes Mr. Thorstad to task for discussing the

pool in the public press, with the remark that it is no place to discuss the workings of the pool unless Mr. Thorstad wants to wreck it for the satisfying of a personal grievance. Edward Winger, of Edgerton, the loyal member who wrote a letter also publicly challenged Mr. Thorstad to a debate on the question at either Edgerton, Allison or Stoughton.

C. N. Pulley, in a letter too long to be quoted, answers Mr. Thorstad's charges explicitly one by one, and denies them, and accuses Thorstad of inaccuracy. He gives his replies verbatim, and in fully as impressive manner as Mr. Thorstad related them. The wording of his answer differs decided from what Mr. Thorstad reported, and so the matter stands for the present.

Harry Kinney, of the great leaf house of H. Duys & Company, was in this market last week.

Leaf Merchant Dies

A. N. Jones, Janesville, well known leaf dealer, died at his home in Janesville last Monday, November 2. Mr. Jones was born in England, and resided in Janesville many years. He was widely known in tobacco circles, and his friends will be grieved at the loss of an honest and successful leaf merchant.

S. R. Morrow, and Robert Lee Boyd, high officials of the Bloch Brothers Company, Wheeling, W. Va., were in this market last week.

Mel Smith, well known leaf merchant of Viroqua, paid us a call last week, and reports that Fred Eckhart, famous leaf dealer of Viroqua, and grandfather of Mr. Smith's wife, has not come out of his low condition at the La Crosse Hospital, as well as could be hoped for.—BAMBER.

Imports and Exports At New Orleans

The following are the imports and exports through the port of New Orleans during the two weeks ending November 7:

Cigar Filter Tobacco from Cuba

By S. S. Walter Munson, to Geo. W. Roeff, 5,890 pounds.

Cigars from Cuba

By S. S. Alenas, to Geo. W. Roeff, 58 pounds.

For Havre, by S. S. Carplaka, 136 hhds., tobacco.

For London, by S. S. Colorado, 76 hhds., tobacco.

For Algiers, Africa, by S. S. Montagel, 36 hhds., tobacco.

For Hamburg, by S. S. Riol, 138 hhds., tobacco.

For Rotterdam, by S. S. Leerdam, 873 hhds., tobacco.

For Liverpool, by S. S. West Celeron, 75 hhds., tobacco.

Fred B. Griffin Breaks Away From Florida

After a very pleasant business and recreation trip to Florida recently, Fred B. Griffin arrived in New York last week.

Leo F. Weiss Books Orders in the Motor City

Stopping off on his last trip of the year, Leo F. Weiss, of Schwab Brothers & Baer, New York, said he received sufficient support from the Detroit trade to make the cigar production show another increase.

Two Keoghs Swing Westward

Father and son, Val G. Keogh, of the Optimo factory, Tampa, and A. Val Keogh, of Villar, Lanza y Co., Porto Rico, are swinging westward together on a trip to the larger cities.

ANDREW JENSON & SON

Packers of Wisconsin Leaf Tobacco
EDGERTON, WISCONSIN

Latest Equipment for Resweating Seedleaf Types of Tobacco

H. S. McGiffin, President F. J. Stewart, Vice-President L. J. Harper, Secretary & Treasurer

HARPER TOBACCO COMPANY

INCORPORATED
Packers of NORTHERN WISCONSIN TOBACCO
CHOICE BULKED SWEATED
NORTHERN BINDERS TOMAH, WIS. B's

HENRY MILLER'S SONS

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E. L. Nissly,

H. Roy Nissly,
ESTABLISHED 1885

E. Jay Nissly

LANCASTER TOBACCO COMPANY

Exporters of LEAF, STRIPS, SCRAPS,
CUTTINGS and SMOKING TOBACCO

Factory equipped with the latest improved machinery, for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.

Office and Factory:

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MT. JOY FARM PRODUCTS CO., Inc.

Growers, Packers and Dealers in

PENNSYLVANIA TOBACCO

All Lancaster County Grown MT. JOY, PA. Correspondence Solicited

It's Tobacco You Need

The Cigar-Cigarettes in the Dutch East Indies

The new smoke not only is becoming very popular in Germany but also in Dutch East Indies. Levante-Tabak A. G., of Loreleystrasse 10-12 Koln A. R. H., Germany; and N. V. H. D. MacGillivray, of Ambarawa, Java, Dutch East Indies, are manufacturing cigar-cigarettes according to our Holland Patent (Octrooi No. 11,142; Klasse 79b; Groep 23; Aanvrage No. 1925 Ned.).

THE MEADS TOBACCO COMPANY, of Red Lion, will soon manufacture cigar-cigarettes according to an exclusive license from us and for York County, Pa., U. S. A. We could grant other exclusive licenses for every city, county, state or territory of the United States. Reasonable terms.

THE MEADS TOBACCO COMPANY will order a special machine for big cigarettes to the Comas Cigarette Machine Company, of Salem, Virginia, U. S. A.

You could read our American Patent No. 1,479,458 if you would ask for it to United States Patent Office, who could sell you printing copies at ten cents each. In China, Brazil, Argentina, etc., etc., except the countries where the method has been patented, the cigar-cigarette could be manufactured freely, without patent restriction. It could also be manufactured freely by all Government Tobacco Monopolies.

"How To Produce a Nickel Cigar at a Profit"

The solution of this important problem has been found in the cigar-cigarette. The special Comas machine for making large-size cigarettes could produce FIVE HUNDRED THOUSAND PER DAY. Therefore, the large-size cigarettes or bunches could be made at a cost of from THREE TO FIVE CENTS A THOUSAND. Furthermore, as the filler is cut in fine shreds, unstemmed leaf tobacco could be used to profit in weight of from thirty to thirty-five per cent. In addition of it, the finished cigar-cigarettes will be more pretty than the long-filter cigars, because the large cigarettes are made by machines of a uniform pressure. The long-filter bunches are made by different workmen and therefore, all cigars of same brand are different ones: bad, worse, worst, good, better and best into same small box. The large-size cigarette bunches when wrapped by hand with Sumatra leaf tobacco of high grade, will always smoke freely.

The water-cress or better the black pectoral cigarette paper binder of the cigar-cigarette patented; it is not objected to by either cigar smokers or cigarette smokers. The new method has only been objected to by interested hand makers of long-filter cigars. Logically, if the purest paper is good for cigarettes it must also be good for cigar-cigarettes.

The hand long-filter bunch is an old Indian industry which is now declining rapidly.

The cigar-cigarette represents a progress over the cigarette; it is a product to satisfy both Cigar and Cigarette smokers; it is smoked not only by young men and ladies, but also by pipe smokers when Navy Club plug tobacco shreds are used.

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Importers of Sumatra and Havana and Packers of
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HAVANA, CUBA



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Frank B. Strator

Cable: Palupe
Codigo: A.B.C. 5th Ed.
Bentley's

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LEAF TOBACCO

Telephone A-7914

Lealtad 110, HAVANA, CUBA

SOBRINOS DE A. GONZALEZ

HAVANA LEAF DEALERS

Industria 152-158

Habana, Cuba

P. O. Box 495

Cable ANTERO

New Orleans Intensely Interested In Cigar Tax

Macrino Trelles Calls for Action—Nathan Elson Preparing a
Million Holiday Cigars—Hotels Add Many Clear Havana
—Larrieu Store Puts in Perfecto Garcias.

NEW ORLEANS, La., Nov. 7.—Macrino Trelles, chairman of the Tobacco Division of the Association of Commerce, and member of the Merchants' Tobacco Association, of New York, has made personal calls upon the cigar manufacturers of New Orleans in such cases where he could more conveniently do so rather than by writing to them, urging them to communicate with the Hon. Whitell P. Martin, at Thibodaux, La., at once, to invoke his aid and support in advocacy of the appeal of the cigar manufacturers of the United States for a reduction of 50 per cent in the present internal revenue tax on cigars.

Louisiana is particularly fortunate in having on the way and means committee of the House of Representatives, now engaged in shaping the new tariff bill. Mr. Martin, of the Third Congressional District, a gentleman who has rendered very effective service, in the past, to the sugar interests of his district, where most of the sugar cane of Louisiana is grown.

Manufacturers Must Act

Mr. Macrino stressed upon the cigar manufacturers, on whom he called and to whom he wrote, that it was absolutely essential for them, if they wanted to avail themselves of the opportunity of relieving the industry, in part, of burdensome war time taxes that are crippling the cigar manufacturing business the country over, that they should act at once and not delay in bringing the matter forcibly to the attention of Mr. Martin, and through him, to the minority members of the committee.

Personal appeals were also suggested by Mr. Trelles to the Members of Congress in the respective Louisiana districts in which the appellants lived, for such assistance as they might be able to render to Congressman Martin and to the other members of the Ways and Means Committee, favorable to the relief desired by their constituents. Cigar manufacturers of Louisiana should bear in mind, Mr. Trelles told them, that while Congress does not convene until December, the new tariff bill will have been practically formulated by that time, since the Ways and Means Committee is now deliberating over the respective schedules in the bill.

"Go to it now!" he urged them. "Don't delay!" Charles Duskind, managing director of the Tobacco Merchants' Association, of New York, is actively engaged in the missionary work.

One Million Holiday Cigars

One million of the products of the cigar manufactory of Nathan Elson & Company, Inc., of this city, will represent conservatively their output of holiday goods for the approaching Christmas. Ben Bey and the Hiard, which are distributed chiefly from Chicago, show no abatement in popularity with westerners, declares Max Shabson, assistant secretary of the company, and the manager of the local plant. The factory is working full time, on regular orders, and could take on more competent help if it could be found in New Orleans at present.

The outlook is bright, according to Mr. Shabson, and if a reduction of 50 per cent in the internal revenue tax on cigars is obtainable in the new revenue bill now under consideration, the impetus the cigar industry will receive will be far reaching in its benefits, both to the consumer and the cigar manufacturer.

Ludwig Lasker, the veteran travelling representative of Perfecto Garcia Brothers & Company, of Tampa, Fla., blew into New Orleans recently and just as hurriedly blew out, with Atlanta Ga., as his destination. During his short stay in the Crescent City, however, Mr. Lasker managed to cover a great deal of ground and visited a number of jobbers and retailers, friends of old, by whom he was cordially welcomed.

C. H. Zeller, manager of the cigar department of the St. Charles Hotel Company, reports a very satisfactory increase

in the sales unit of this department being conducted by the St. Charles Hotel Company. Tourists are beginning to turn their footsteps southward and a big increase in visitors is anticipated by Thanksgiving Day, when the racing season will formally begin here.

Mr. Zeller has taken on other choice lines of clear Havana cigars for the fastidious among smokers. These include the Cortez, a Key West product; Charles the Great, Antonio and Cleopatra, and the Perfecto Garcia, of which latter brand, Mr. Lasker its representative, obtained from the St. Charles Hotel management a very respectable order.

Perfecto Garcias for Larrieu

Lionel Larrieu, formerly with Max Guiraud, but now conducting an establishment of his own at 107 University Place, was included among those on Mr. Lasker's itinerary. Mr. Guiraud having been sole distributor in this city for the Perfecto Garcia, Mr. Lasker expressed himself to friends as very favorably impressed with Lionel's location, in the very heart of the new hotel district of New Orleans.

B. Mazzura, manager of the cigar department of U. Koen & Company, at the Roosevelt Hotel, has added to his choice assortment of domestic and imported cigars, the Pancho Arango, a Tampa product, shade grown of Schwab, Davis & Co., have considerable popularity with travellers from the Florida coast. The new addition of the Roosevelt Hotel is fast filling up, reservations for the season, so far, including almost its entire complement of rooms.

R. Lewis, of the Lewis Cigar Company, and Ed. T. Rosenthal, of the Porto Rican-American Cigar Company were visitors during the week at U. Koen & Company's.

The Garcias Off for Cuba

Manuel Garcia of Tampa, and Jose Garcia, of Chicago, of Garcia Brothers manufacturers of the Perfecto Garcia regarded by connoisseurs as a cigar de luxe, spent a couple of days very pleasantly during the week in New Orleans renewing old acquaintances. They subsequently left for Tampa, with Cuba as their destination, where they maintain large warehouses of material for their Tampa factory.

D. B. Martinez Dies

D. B. Martinez, one of the founders of the firm of U. Koen & Company, the largest cigar importing house of the south and one of the chief distributors, died in this city Friday morning, Nov. 6. Mr. Martinez was 73 years of age, death resulting from a mere week's illness. He was robust and strong, and practically in excellent health up to the time of the fatal visitation.

Mr. Martinez was a native of Nova Spain, and has been engaged in the cigar and tobacco distributing business of this city for nearly half a century. He was well known to the trade of the United States, generally, and was held in high esteem for his many lovable qualities.

Mr. Martinez was a member of Cervantes Lodge, No. 5, F. & A. M. where he held the chair of Past Master, and which only a few months ago, upon the celebration of the fiftieth anniversary of his entry in Masonry, presented him with a loving cup.

Mr. Martinez is survived by his wife and several nephews, one of whom, Joseph Martinez, is secretary and treasurer of U. Koen & Company, and prominently identified with every movement in this city looking to the advancement of the cigar and tobacco industry.—CRESCENT.

Richard Presnail Off To The Cuban Markets

Passing through New York last week Richard Presnail, of the Tuckett Tobacco Company, Montreal, Canada, said he was on his way to the Cuban tobacco fields.

Havana News

HAVANA, Cuba, Nov. 6.—With the exception of some large sales of low grades for export, the last week passed rather quietly, that is, in comparison with weeks before.

The main buyers were Sobr. de A. Gonzalez, who bought several thousand bales of old and new low grades, mostly Botes and 8as permanentes. In this way several warehouses were cleaned up. Another important buyer was J. B. Diaz & Company, who registered all kinds of Remedios Botes. Furthermore, Leslie Pantin & Son and Hermann Diehl were in the market for low grades for export purposes.

T. Smith, of Hinsdale Smith & Company, New York, has added further purchases of Hoja Principal and tobaccos in carrots to his stock. Mark A. Pollack received a pretty large lot of 100 Capadures in the warehouse of Jose Menendez. Also, Walter Sutter Company are in the market for this grade. Gerald Smith, and the Compania Desaliladora, have made further purchases of 3rds and Capaduras de Remedios for stripping purposes.

In the country, especially around Zaza del Medio, several large Vegas were sold to local Almacenistas. Ramon Ruisanchez & Company, for instance, bought the Vega of over 400 bales. The pretty large section of Tamarindo is as good as sold out by this time.

Although during the last few days some rain showers fell in the Remedios section, the farmers are not quite satisfied as far as seedlings are concerned, due to the dry weather condition weeks before. It is said that most probably the posturas will cost around \$2 per Mille. Still, it is entirely too early to

predict anything regarding the new crop, as all depends upon future weather conditions. A fact is, that, owing to the low price of sugar, the tobacco planters will do their utmost to raise a big crop.

Don Manuel Muniz y Gonzalez, head of the well known firm of Muniz Hnos., has been postulated as candidate for President of the Centro Asturiano, the largest Spanish Society probably in all Latin America.

A circular was sent around by the firm of Menendez, Mendez & Co., stating that Dan Angel Menendez has taken charge of the firm, under his name of Angel Menendez, S. on C., his silent partner being Don Laureano Alvarez y Garcia. The new firm will continue with the well known cigarette factory Paris, and remain active in the leaf tobacco business. We wish our friend Angel Menendez the best of luck.—GALLO.

N. I. Bijur Returns From Pearl of Antilles

After a very satisfactory call upon Abraham Haas, of Havana, N. I. Bijur, of E. Rosenwald & Brother, New York, returned last week.

Theodore Smith Buys Much Havana Tobacco

Since Theodore Smith, of Hinsdale, Smith & Company, New York, has been in Cuba, he has purchased many types of fine tobaccos, and the office expects him back this week.

S. Ruppinn Returns From Havana

Via the Steamer Siboney last week S. Ruppinn, of S. Ruppinn, Inc., New York, returned to the U. S. A. from his buying trip to the Havana market.

San Francisco Business All That Was Expected

Manufacturers Rushed—Jobbers and Retailers Busy—Both Havana and Manila Cigars Increase—New Tampa Wages Necessary—Hirschfeld Gets Benaderett Store.

SAN FRANCISCO, Cal., Nov. 3.—The reports from jobbers, manufacturers, and retailers alike, indicate that the demand is about up to all that they have expected so far for the present season. While the local manufacturers seem to be doing better than they have done for some time, the few large manufacturers of the west are doing better than they have ever done. Along with this is noted the fact that for some time the distribution of Havana cigars, without exception, have been reporting increasing distribution, and they take it that there is a growing patronage of the Havana product that has come to stay.

And more recently still, there is report of a growing sale of Manila cigars throughout the west. The general conclusion must be that more cigars are being sold in the west, along with the increase in population; and, that with this increase in volume, has gone along a normal increase in the sales of higher priced cigars. It is also a fact that a large percentage of the retail stands also report an increase in the percentage of cigarettes sold, as compared with cigars, has not at all decreased.

Tampa Increases Necessary
Vicente Nieto, one of the Havana Cigar boosters, has recently returned from

Tampa, and reports that his trade here has been improving in very satisfactory manner. Speaking of the wage increase in Tampa, he states that the increase was necessary; and, for the makers of the cheaper grades, it was an absolute necessity if the workers were to stay on the job, due to the increase in rents and the cost of living, caused by the unprecedented Florida boom. So far, they have absorbed the increased cost of the cigars, but is not certain they can continue to do so. Nieto was one of the committee of manufacturers to negotiate with the employees.

Sam Israel, distributor of the Sanchez y Haya, also states that the sale of Havana cigars is on the increase. Their distribution of this popular brand has doubled again and again. He is in especial good humor over the fact that their holiday orders are very largely on the road, and there will be no disappointed customers this year.

John W. Glenn, Roi Tan factory representative, is reported as having a very satisfactory trip to the south end of the state.

Glass Family Artistic
Milton Glass, hustler for Roi Tans and Chancellors, states that he has just been

JUAN B. DIAZ

BRUNO DIAZ

ROSENDO PEREZ

Packings:

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SPECIALISTS IN PARTIDO

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Consulado 91-93, Havana, Cuba

We give special attention to tobacco for the American and Foreign markets

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Leaf Tobacco

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Cable: Abella

Cable "Nieto"

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Specialty—Remedios & Vuelta Abajo Tobaccos

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San Lorenzo is located in Porto Rico's best tobacco section.
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PORTO RICAN CIGARS FOR JOBBERS

Prices ranging from \$22 to \$75 per M.
Package goods \$19 to \$25.

Caguas,

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Nothing Satisfies Like a Good Cigar.

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Growers, Packers & Strippers of

Porto Rican Leaf Tobacco—Exclusively Inland

MANATI, PORTO RICO

FRANCISCO GALENO CABAN

UTUADO, PORTO RICO

GROWER AND PACKER OF

High Grade Porto Rico Tobacco

Exclusively Inland

ELADIO MIRANDA

PACKER and STRIPPER OF INLAND

PORTO RICO TOBACCO

VEGA BAJA, PORTO RICO

Porto Rican Agency Wants More Island Factories

"It is our intention," remarked Francisco Linares, the new Government of Porto Rico Tobacco Guarantee Agent, at his offices, 136 Water street, New York, "to make an earnest effort to induce more and more American cigar manufacturers to open factories on the island.

"Labor and general manufacturing conditions are ideal in Porto Rico. Living expense is much less, of course, than it is here. Housing conditions are quite satisfactory. Tobacco is going to be more plentiful. Crops next season will be fully 20 per cent more than we have had this past period.

"And now, with the current insistent demands for nickel cigars, I believe Porto Rico is the logical place for American manufacturers to go for more—or even entire—production. Some plants now in operation on the island are making very satisfactory progress in the endeavor to meet the requirements of this country along the lines of cheaper goods.

"Tobacco, of course, is the money crop of Porto Rico. Owing to the peculiar beet sugar situation in the United States, the sugar planters of Porto Rico are not realizing an adequate profit on their plantings. So, considerable of this sugar land will be planted with tobacco, I understand.

"Another thing which has materially helped the clear Porto Rican cigar field was the recent elimination of the blended guarantee stamps. Now all Porto Rican Government stamps are for clear goods only, and the Porto Rican manufacturer benefits thereby.

"We are going to do our best in co-operation with the tobacco industry of the island. It is our first intention to remove these offices to quarters where we will have much larger space. Then we can go ahead and make a permanent display of Porto Rican tobacco types, cigar shapes and sizes made there, a brand display and certain booklet or leaflet information for prospective manufacturers about exactly what the island offers in climate, location of plants, power, health, and conditions in every way.

"All these things we will soon emphasize at the Tobacco Show, here in New York. We will also undoubtedly take part in the Philadelphia Sesqui-Centennial with a similar exhibit. For it is our aim to get in touch with people all over the country who may be interested in the further tobacco and cigar development of Porto Rico.

"I am here to get acquainted with everyone I can meet in the trade, and I hope to greatly improve the market for our Porto Rican products in this very essential line."

The Quincy Market Shows Steady Movement

QUINCY, Fla., Nov. 7.—The Quincy tobacco market shows a steady movement of all grades of tobacco with a slight advance in price.

A \$14,000 lot of light wrapper tobacco owned by the Growers' Tobacco Com-

pany, John Shaw, president, was aboard the Clyde liner *Comanche* when she burned lately, and the shipment was total loss.

Simon Dresdner, of New York, was in the city this week, at which time he contracted for both old and new tobacco.

E. O. Sternemann, of Milwaukee; J. Lukaswitz, of Dayton, and Herbert W. Ver, of Lancaster, Pa., joint owners with the Wedeles Tobacco Company, were visitors in Quincy recently, looking over their interests. They stated that it was their intention to mix shade tobacco will diversified farming on their acreage next year. All three were optimistic over the future of Gadsden county farm lands.

Florida Attracts Cigar Men To Its Real Estate

At the offices of the Porto Rican American Tobacco Company, New York, it is announced that J. A. Broderick, formerly of the Richmond, Va., Southern territory, has resigned and will immediately enter the Florida real estate field. Mr. Broderick will be succeeded by Warren Christian, who was with F. A. Davis & Company, Baltimore, Md.

MILWAUKEE, Wis., Nov. 7.—Cornelius Mayerhoff, chief clerk of the Otto F. Hunt store, in this city, has gone to Florida to look after his property near Miami. He has resigned his position after four years in this store, and some time previously with Joseph Mallon.

TAMPA, Fla., Nov. 7.—It is said in this city that the recent wage increase, demanded and obtained by cigarmakers and other employees in the big plant was almost entirely due to the increase in cost of living brought upon the city, and the entire state, because of the real estate boom.

Maurice Winter & Co. Report Improving Leaf Trade

Porto Rican and Havana leaf is in greater demand now than in some time says Maurice Winter, of Maurice Winter & Company, 273 Pearl street, New York. Salesman Levy is in the far west and his orders bear out the impression received from local sources that trade is improving all over the nation.

Alfred Schmidt's New Home Almost Finished

On the Sound at New Rochelle, N. Y. Alfred Schmidt, of L. Schmidt & Co. 138 Water street, New York, has just about finished the furnishing of his beautiful new home. It is surely one of the show places in this wonderful neighborhood. It is old English in architecture and the surrounding grounds are magnificently laid out.

Preferred Havana Officials Off To Cuba

Jose Diaz, of the Preferred Havana Tobacco Company, New York, will leave this week for Tampa and Havana in the interests of Henry the Fourth manufacturing and leaf requirements. Mr. Diaz will be met by his son, the Junior Diaz, and they will return north together very shortly.

ORTIZ HERMANOS AIBONITO, PORTO RICO

Growers, Packers and Strippers of Exclusively INLAND
PORTO RICAN TOBACCO

E. ROSENWALD & BRO.

145 WATER STREET

NEW YORK

IMPORTERS
EXPORTERS &
PACKERS OF

TOBACCO

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Tobacco from Porto Rico	
S. S. San Juan	—Nov. 4
Bales	
B. Lichtenstein	120
Y. & Porto Rico S. S. Co.	118
osenstadt & Waller	58
Barrels	
Hirsch	20
Y. & Porto Rico S. S. Co.	218
osenstadt & Waller	62
urlach Bros.	125
Lewis Cigar Mfg. Co.	13 Cases
S. S. Trujillo	—Nov. 5
Barrels	
Lorillard & Co.	302
Cohn & Co.	39
Cohn & Company	8
urlach Bros., Inc.	73
osenstadt & Waller	50
amburger Bros. & Co.	39
Oppenheimer & Co.	35
ern, Mendelsohn & Co.	44
199	
osenstadt & Waller	5
amburger Bros. & Co.	57
ern, Mendelsohn & Co.	38
Tobacco from Rotterdam	
S. S. Volendam	—Nov. 4
Bales	
J. Kugelman, Inc.	19
Rosenwald & Bro.	40
rving Bank	5
eneral Cigar Co.	117
erzog & Sarluy, Inc.	11
duys & Co.	180
Barrels	
onsolidated Cigar Corp.	5
Bornholdt & Co.	9
Schmid & Co.	8
duys & Co.	7 Cases
Tobacco from Smyrna	
S. S. Ryufuku Maru	—Nov. 2
aggett & Myers Tob. Co.	4,000 bales
S. S. Braga	—Nov. 5
R. J. Reynolds Tobacco Co.	7,335 bales
S. S. Timavo	
—Nov. 6	
R. J. Reynolds Tob. Co.	9,655 bales
Tobacco from Samos	
S. S. Ryufuku Maru	—Nov. 2
R. J. Reynolds Tob. Co.	5,995 bales
Tobacco from Salonica	
S. S. Ryufuku Maru	—Nov. 2
Bales	
R. J. Reynolds Tob. Co.	11,993
P. Lorillard Co.	1,649
Tobacco from London	
S. S. Minnewaska	—Nov. 4
Cases	
D. A. Schulte, Inc.	1
Gallagher & Asher	1
Tobacco from Liverpool	
S. S. Cameronia	—Nov. 4
Faber, Coe & Gregg	6 cases
Tobacco from Norway	
S. S. Stavangerfjord	—Nov. 4
Hogshead	
E. J. O'Brien & Co.	3
Pemberton & Penn, Inc.	4
G. Stalling & Co.	4 packages
Tobacco from Hamburg, Germany	
S. S. Cleveland	—Nov. 4
Bundles	
J. S. Maloof & Co.	4 bundles
On order	40 bales
Tobacco from Greece	
S. S. Timavo	—Nov. 6
To Order	501 bales
S. S. Byron	—Nov. 6
A. Zaphiriou	50 bales
Tobacco from Ireland	
S. S. Jessmore	—Nov. 7
A. Oppenheimer Co.	3 cases
G. A. Henshaw & Sons	225 bales
Cigars from Porto Rico	
S. S. San Juan	—Nov. 4
Cases	
Madera Tobacco Co.	7
Porto Rico-American Tob. Co.	79

United Cigar Stores Co.	53
I. Lewis Cigar Mfg. Co.	40
S. S. Porto Rico	—Nov. 4
Cases	
C. Schavrien	2
J. Klortien	54
Modera Tobacco Co.	2
Porto Rican-American Tob. Co.	273
United Cigar Stores Co.	183
F. Bonilla	4
Rosenstadt & Waller	1
H. Ottenburg	9
Infanzon & Rodriguez	10
Villar, Lanza & Co.	8
Cigarettes from Antwerp	
S. S. Pittsburgh	—Nov. 2
Galla Cigarillos Co.	3 cases
Cigarette Paper from Havre	
S. S. Paris	—Nov. 5
Standard Products Corp.	55 cases
S. S. Pipestone County	—Nov. 5
Surbrug & Co.	30 Cases
Briar Pipes from Southampton	
S. S. Acquitania	—Nov. 6
Seaboard National Bank	2 cases
Pipes from London	
S. S. Acquitania	—Nov. 6
Cases	
Longbottom Pipe Co.	1
Delacour & Lewis Corp.	2
A. Dunhill	4
Dasco Import Co.	3
Briarwood from Italy	
S. S. Atlantic Maru	—Nov. 4
Fidelity Int. Trust Co.	801 bags
Pipes from Havre	
S. S. Paris	—Nov. 5
Cases	
R. H. Meehan Imp. Co.	2
F. B. Vandegrift & Co.	1
Poirier, Lindeman	3
To order	1
Briar Pipes from Southampton	
S. S. Homeric	—Nov. 5
A. Oppenheimer Co.	1 Case
Clay Pipes from Rotterdam	
S. S. Volendam	—Nov. 4
W. Van Doorn	3 Cases
Pipes from Havre	
S. S. De Grasse	—Nov. 2
Cases	
F. Murray Hill	30
Ryer, Perry & Co.	1
Cigar Cases from Southampton	
S. S. Homeric	—Nov. 5
A. Oppenheimer Co.	1 Case
Smokers' Articles from London	
S. S. Acquitania	—Nov. 6
F. Murray Hill Co.	15 Cases
Matches from Rotterdam	
S. S. Volendam	—Nov. 4
Vulcan Match Company	401 cases
Licorice Paste from Smyrna	
S. S. Ryufuku Maru	—Nov. 2
H. Utard	350 cases

Porto Rican Outlook

Last Friday we had the first "north-ern" of this season, but fortunately it lasted only three days, and rain has not done much damage. To the contrary I may say, the precipitation has done good, because for a number of the preceding days we had no rainfall at all. With this week's heat several well known tobacco men from the north arrived, among them Charles Gans, of the Congress Cigar Company; B. Hamburger, of Hamburger Brothers & Company, New York; and Manuel Selgas, of Selgas & Company, New York, who is visiting his firm in Manati.

Warehouse Burns

The warehouse of Sola & Gonzalez at Caguas burned last week. The premises were formerly occupied by Max Gans & Company. Insurance covered \$30,000 of the loss. None of the tobacco was saved.—MIRAMONTES.

Norman Schwartz in Leaf Mart Once More

Leaf for the R. G. Dun cigar was on the mind of Norman Schwartz, of the Bernard Schwartz Cigar Corporation, Detroit, Mich., when he was in the New York tobacco market last week.

A remarkable record of a remarkable tobacco

THIRTY-THREE per cent more Porto Rican cigars were imported by the tobacco trade of the United States during the fiscal year 1925 than in the previous twelve-month period. The recent Porto Rican harvest of leaf tobacco is practically sold out.

Merit is beating a path for Porto Rican cigars and tobacco. There is a very decided trend toward Porto Rican cigars and tobacco in this country.

Manufacturers, jobbers and dealers will profit by serving the demand of smokers for Porto Rican cigars, or cigars containing Porto Rican tobacco.

We can tell you more about
Porto Rican cigars and tobacco.
Write for information.

GOVERNMENT OF PORTO RICO TOBACCO GUARANTEE AGENCY

136 Water Street, New York
Telephone John 1379
F. LINARES, Agent

To protect buyers of Porto Rican tobacco the Government requires the affixing of a Government Guarantee Stamp to every box of cigars and every bale or barrel of P. R. tobacco leaving the island. Look for these stamps.

Avoiding Squabbles Between Landlord and Tenant

This letter from a New Jersey reader gives me a chance to relieve my mind:

"Will you be good enough to advise me who is responsible for the plate glass show windows in a store, the tenant or landlord, providing it is not mentioned in the lease?"

"I am opening up a new store and am doubtful as to whether I am obliged to carry insurance on windows while occupying store, or whether this is a landlord's liability."

"Also, when new windows are put it, is it the landlord's duty to have the windows cleaned the first time before turning same over to tenant? As you know, the new windows are usually full of paint spots, grease, etc.—C. J. V."

The italics in the first paragraph are mine. I draw attention to them in that way so they may serve as the text of most of what I shall say in answer to this letter.

The question of repairs ought to have been mentioned in the lease. Everything that can arise between a landlord and tenant out of which a controversy may arise, should be settled before the lease is signed, and then put in *before* the signatures are affixed.

Possibly this is done once in every ten times. Certainly not oftener. Sometimes carelessness in preparing and executing a lease goes even further. Let me cite a case which went through my own office. A landlord and tenant were about to execute a ten year lease on a store building. Certainly a lease lasting that long ought to be carefully considered. The landlord prepared the lease in such a way that the tenant was obliged to make all repairs, both inside and out. He was also bound not to sublet. The tenant's family was small. He used the first floor for his store and lived on the second. The third floor had a private entrance and he had decided to sub-let it in order to reduce his rent. Therefore he refused to sign the lease with the prohibitory sub-letting clause in it and after a little

argument the landlord gave his consent to sublet.

The tenant also demurred at being expected to make both external and internal repairs, and it was finally agreed that the landlord should make outside repairs and the tenant inside.

Then they signed the lease in its original form, without making either of these changes, on the landlord's statement that "it would be all right."

From then on, for about three years, the landlord repaired the outside of the property and the tenant the inside. Continuously the tenant sublet the third floor. The rents began to advance and soon were twice the rental named in this lease. The landlord, smelling around for a chance to break the lease, began a proceeding to oust the tenant on the ground that he had sublet although the lease said he couldn't, and also because he hadn't repaired the outside of the property although the lease said he must.

A very valuable lease with seven years to run was at stake. The tenant brought the matter to me at this juncture. To make a long story short, he won his case and remained in the property, but it cost him considerable money to do it.

In my judgment carelessness in the execution of a lease can go no further.

Now to get down to this question. It has been held that a tenant who signs a lease binding him to make all repairs, or to keep the premises in repair, or generally to do the repairing that needs to be done. This includes replacing plate glass windows whether he breaks them himself or not. Therefore, to protect himself he should carry plate glass insurance.

In one case the lease bound the tenant to "make all repairs and surrender the premises in good order at the end of the term." The city building department ordered the rebuilding of the walls and the support of the roof anew. The court heard the squabble between the landlord and the tenant as to whose business it was to do this under the lease, and decided that it was the tenant's. This meant paying several hundred dollars more rent than he expected to pay. He could have

saved himself this had his interests been properly protected under the lease.

This correspondent also asks whose business it is to clean the windows the first time they are cleaned. It is logically the landlord's, but if the tenant is foolish enough to take the building over with the windows stained with dirt and paint he cannot afterward force the landlord to clean them. It is the tenant's business to see that the property comes to him in proper condition.—Copyright, 1925, by Elton J. Buckley.

Harry Rogers in Ohio

From last accounts, Harry Rogers, of H. L. Rogers Company, New York, was showing his holiday pipe samples to the trade in Ohio cities.

San Francisco

(Continued from page 25)

making a detailed canvass of the trade in Sacramento, in place of a salesman who was elsewhere, and the prosperous condition of trade in the Capital City is something to get really enthusiastic about.

Speaking of Milton Glass, there is also Milton Glass, Jr., a lad of seventeen, who is getting paid for making a trip around the world on the President Monroe. It happens this wise: Junior is a splendid artist on the drum, the saxophone and the piano, and they needed that kind of a lad with the sternship band and orchestra.

Stanley M. Walsh, of Hartford, Conn., representing the Connecticut Valley Tobacco Association, has been calling on the local factories in San Francisco.

Golden State Doing Well

Dave Horn, buyer for the Golden State Leaf House, in the east, in quest of the best there is to be found for the western leaf trade. He plans quite a thorough trip.

Harold Horn, salesman for the Golden State Leaf House, has just returned from a trip through the Eureka territory. He says they always treat him well up there and did themselves proud this time. It was to their interest to do so, for he had the right goods to offer them, and trade

conditions are such that the factories there are missing an opportunity if they do not increase their output, for there are a number of them to whom their neighbors are very partial when it comes to a matter of smokes. And with the lumber camps running and the dairies prospering, there is a demand for more help than they have. The result is high wages, which always means prosperity for the retailer.

Hirschfield Buys Store

A. C. Hirschfield, who has been with the St. Benaderet cigarette factory for the past year, has purchased the Benaderet demonstration store at 566 California street. He continues to act as agent for the Benaderet factory. Hirschfield, as retailer, as jobber, and as manufacturer, has been well acquainted with the San Francisco trade for many years. In his new place, besides specializing in the Benaderet cigarettes, he is carrying a line of high grade cigars, Christmas cards and gifts in smokers' articles, and is inviting his many friends to call around and shake hands.

Morris Burke, the well known cigar broker who makes his headquarters in Los Angeles, was hit by an automobile on October 15, and suffered a double fracture of the leg. He is at St. Luke's Hospital, and is recovering rapidly. His boy reached him by airplane a few hours after the accident, and his wife has been a faithful attendant since.

Million a Month for Natividad

The Petri Cigar Company reports the biggest run in their history. They have now built the La Natividad from a distribution of 75,000, when they took it over less than a year ago, to a distribution of a million a month. At the same time it has not encroached on their original brand, the Van Camp. Holiday orders are keeping both the San Francisco and the Los Angeles factories running at capacity. They are now planning to double their output next year. So far they have not taken on eastern distributors, as they were not prepared to do so, but they have had some good applications for distributing agencies.

Mazer Cressman Cigar Co., Inc.

5031-5047 Grandy Avenue, Detroit, Mich.



HOME OFFICE DETROIT, MICH.
BUILT TO MAKE THE BEST

Makers of
FLOR DE

MANUEL

Protect That Delicate Aroma in your CIGARS, CIGARETTES AND TOBACCO By Using GLASSINE PAPER

GLASSINE

is noted for its fine transparency and grease-proof qualities—Glassine is airtight and free from wax.



THE GLASSINE PAPER COMPANY



GLASSINE

can be had in either plain or beautifully embossed sheets of any design or color.

West Conshohocken, Pa.

One of the Camel Cigarette series now being run nationally in newspapers and magazines

When it's Thanksgiving—and the teams are drawn up for battle on the gridiron—when the first touchdown goes over and the grandstands rock with frenzy—have a Camel!

WHEN the college bands are playing to make your blood tingle. And the cheers and answering songs sweep back and forth between the opposing thousands of rooters. When, following that tense hush, a swift player darts out from the flashing formations on the gridiron and races across the goal for the first touchdown—oh, man, or superman, when the taste of joy is too keen to endure—have a Camel!

For Camel is the boon companion of your joys. Roam as far as you will from the prosaic things of every day, Camel will be the truest smoke friend you ever had. Not a tired taste, not a cigarette after-taste, not a regret in a million Camels! Just full and fragrant smoke contentment, just added zest in living.

So when your own college's team tears through for its first smashing goal this Thanksgiving Day—when life seems fullest of the frenzy of happiness—joyfully apply the fire and taste the smoke that's loved by millions.

Have a Camel!

Into the making of this one cigarette goes all of the ability of the world's largest organization of expert tobacco men. Nothing is too good for Camels. The choicest Turkish and domestic tobaccos. The most skillful blenders. The most scientific package. No other cigarette made is like Camels. No finer cigarette can be made. Camels are the overwhelming choice of experienced smokers.



Our highest wish, if you do not yet know Camel quality, is that you try them. We invite you to compare Camels with any cigarette made at any price. R. J. Reynolds Tobacco Co.

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Packer, Dealer and Stripper of

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Exclusively Inland

JUNCOS, PORTO RICO

CABLE ADDRESS "JOSILVA"

"ADT" Tobacco Machinery

The "ADT" Tobacco Cutter

Class B—Model No. 1
for cutting all kinds
of Tobacco

Large Capacity
Precision Cutting

The Machine with the
Crankshaft below
the Knife

Our Catalog No. 50 contains full details and illustrations of 88 Tobacco Machines. We will be pleased to send you a copy.

The John B. Adt Co.,
Established 1865

BALTIMORE
MD. U.S.A.

Listed Tobacco Stocks

Closing Prices Monday
Reported by Marketwyse

	Bid	Asked
American Snuff	146	150
American Snuff pfd.....	101	103
American Sumatra	93 1/4	10
American Sumatra pfd.....	91	118 3/4
American Tobacco	119	120
American Tobacco pfd.....	107	108
American Tobacco "B".....	118 3/4	119
Consolidated Cigar	43 3/4	44
Consolidated Cigar pfd.....	88 3/4	90
General Cigar	103 3/4	105
General Cigar deb. pfd.....	110	120
General Cigar pfd.....	105	120
Liggett & Myers	77 1/2	78
Liggett & Myers "B".....	121	121 1/2
Liggett & Myers pfd.....	77 1/2	78
Lorillard, P.	37	37 1/4
Lorillard, P. pfd.....	115	117
Reynolds Tobacco Co. pfd.....	120 1/2	121 1/4
Reynolds Tobacco Co. "B".....	93 3/4	93 3/4
Tobacco Products	96	96 1/2
Tobacco Products "A".....	102	105 1/4
United Cigar Stores	114 1/4	114 1/4
United Cigar Stores pfd.....	116	119 1/4
U. S. Tobacco Co.	56 1/4	57 3/4
U. S. Tobacco Co. pfd.....	110	114

Inactive and Unlisted Stocks

Closing Prices Monday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar	104	108
American Cigar pfd.....	95	99
Bayuk Cigars	38	41
Bayuk Cigars 2nd pfd.....	95	100
British-American Tobacco ..	24	25
Continental Tobacco Co.	14 1/2	15
*Eisenlohr & Bros. com.	16	18
Eisenlohr & Bros. pfd.....	88	90
G. W. Helme Co., new.....	72	74
G. W. Helme Co., pfd.....	115	118
J. S. Young	124	128
J. S. Young pfd.....	103	109
Imperial Tobacco	24	25
International Cigar Machine. 65	75	80
Johnson Foil	80	166
McAndrews & Forbes	163	166
McAndrews & Forbes pfd.....	100	102
Mengel Co. com.	57	60
Phillip Morris	21	22
Porto Rican A. T. Co.	50	60
Universal Leaf com	61	63
Universal Leaf pfd.....	98	100

*Par value now \$25.

Owensboro Market To Open November 30

OWENSBORO, Ky., Nov. 7.—The Owensboro Tobacco Board of Trade met yesterday, and decided to open the loose leaf floors Monday, November 30. As has been the custom, two sets of buyers will be used, and there are to be six loose floors in operation.

In view of the fact that all members of the Dark Tobacco Growers Co-operative Association have been conditionally released from their contracts, this market will draw tobacco from practically the entire Green River District, and we estimate that sales will run around 30,000,000 pounds.

All tobacco cut before the rains late in August is somewhat undersized and thin, carrying a red to bright color, while the later tobacco has more body and runs more to a dark brown.

Considerable tobacco is stripped ready

for delivery, and block sales are expected until the holidays beginning December 18.—HODGE TOBACCO CO.

Max Maier on Trip That Will Include Canada

Off again on a western trip, which will include some parts of Canada, Max Maier, of R. J. Kugelman, Inc., 1 Water street, New York, says he will surely sell some of the firm's fine Sumatra and Java tobaccos.

Foreign Exchange Rates

In the subjoined table the quotation sterling represents dollars and decimals of a dollar; all others represent cents a decimal of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except countries with the silver standard, where parity fluctuates with the price of silver.

Closing Rates Monday

STERLING—Par \$4.86 1/2 per sovereign.	
Demand..\$4.84 7-16 Cables..\$4.85 13-16	
FRANCE—Par 19.3 cents per franc.	
Demand..3.96 1/4 Cables 3.96	
ITALY—Par 19.3 cents per lira.	
Demand..3.96 Cables..3.96	
BELGIUM—Par 19.3 cents per franc.	
Demand..23.81 Cables 23	
GERMANY—Par 23.8 cents per mark.	
Demand..23.81 Cables..23.81	
AUSTRIA—Par 14.07 cents per schilling.	
Demand..14.125 Cables..14.125	
DENMARK—Par 26.8 cents per krone.	
Demand..24.80 Cables..24.82	
GREECE—Par 19.3 cents per drachma.	
Demand..1.34 1/2 Cables..1.34 1/2	
HOLLAND—Par 40.2 cents per florin.	
Demand..40.23 Cables..40.23	
HUNGARY—Par 20.3 cents per crown.	
Demand..1.0014 1/2 Cables..1.0014 1/2	
NORWAY—Par 26.8 cents per krone.	
Demand..20.24 Cables..20.24	
SPAIN—Par 19.3 cents per peseta.	
Demand..14.28 Cables..14.28	
SWEDEN—Par 26.8 cents per krona.	
Demand..26.73 Cables..26.73	
SWITZERLAND—Par 19.3 cents per franc.	
Demand..19.26 1/4 Cables..19.26 1/4	
CHINA—Cents per silver dollar; for Hongkong, per tael for Shanghai and Peking.	
HONGKONG—Demand 58.63 Cables 58	
PEKIN—Demand..80.75 Cables 76	
SHANGHAI—Demand 78.63 Cables 76	
PHILIPPINE ISLANDS—Manila: Par cents per silver peso.	
Demand..50.00 Cables..50.2	
JAPAN—Par 49.8 cents per yen.	
Demand..42.00 Cables..42.12	
ARGENTINA—Par 42.44 cents per Argentine paper dollar.	
Demand..41.375 Cables..41.5	
BRAZIL—Par 32.45 cents per paper milreis.	
Demand..15.00 Cables..15.00	

Match Imports and Exports

WASHINGTON, D. C., Nov. 9.—Match imports into the United States during September amounted to 616,148 gross boxes in boxes containing not more than 10 matches, valued at \$228,631, of which the largest quantity came from Sweden, with the second largest amount from Latvia, according to the Department of Commerce. During the same month also the value of all other matches imported was \$4,368. Exports of domestic matches for the month of September were valued at \$10,152, of which the largest quantity went to Honduras, with the second largest amount going to Haiti.—L.A.M.M.

TADEMA INFINITO LORD BYRON

CLEAR HAVANA CIGARS

ARGUELLES, LOPEZ & BRO., Inc., Makers

GENERAL OFFICE AND FACTORY, TAMPA, FLORIDA

Eastern Office: 222 PEARL ST., NEW YORK

Warehouse: HAVANA, CUBA



DONATO VIGIL & CO.

Importers and Exporters of

LEAF TOBACCO

San Juan,

Porto Rico

'Tobacco's' Directory of the Tobacco Trade in Kentucky

Herewith TOBACCO continues the publication of a complete and authentic Directory of the Tobacco Trade, which will embrace all of the licensed Cigar, Cigarette, Tobacco and Snuff Manufacturers and Leaf Tobacco Dealers in the United States, together with License Numbers, etc. It will be continued from time to time.

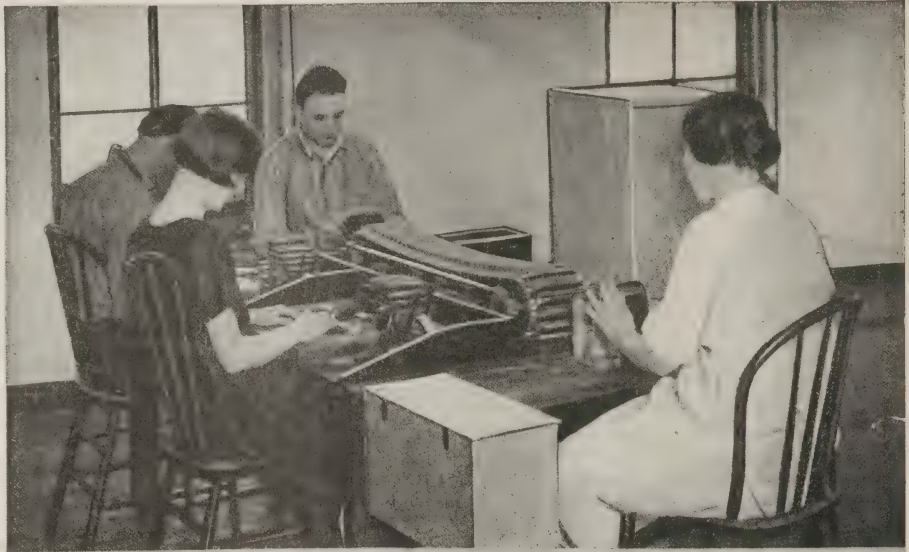
Leaf Tobacco Dealers in the District of Kentucky

(Continued from a previous issue)

- 1) J. F. Dannenhold, 1132 W. Main st., Louisville.
- 1) H. M. Cousins & Co., 1024 W. Main st., Louisville.
- 2) Thos. F. Dolan, 932 W. Main st., Louisville.
- 1) Harry Clark & Co., Hopkinsville.
- 1) W. R. Dorris & Co., Hopkinsville.
- 1) Hawkins & Nicholas, Hodgenville.
- 1) Equity Home Whse. Co., Owensboro.
- 1) Dickerson Tobacco Co., 1034 Kentucky av., Paducah.
- 1) J. A. Dickerson, Garfield.
- 1) New Madison Tobacco Warehouse, Richmond.
- 1) H. A. Spradin, Monticello.
- 1) John W. Daniel, Ferguson.
- 1) New Independent Tobacco Warehouse Co., Virginia av., near B'way, Lexington.
- 1) Ninth Street Public Warehouse, 903-7 W. Main st., Louisville.
- 1) Independent Loose Leaf Warehouse, Greensburg.
- 1) H. O. Downard, Brooksville.
- 1) R. L. Basham & Co., Ekron.
- 1) Belt Line Warehouse Co., Henderson.
- 1) V. Hodgins, Owensboro.
- 1) Eugene Terry, Dexter.
- 1) Howard & Smith, 913 W. Main st., Louisville.
- 1) F. R. Gordon, Greensburg.
- 1) Friedberg Bros. Inc., 1018 W. Main st., Louisville.
- 1) E. C. Franke & Co., 1027 W. Main st., Louisville.
- 1) R. L. Faulkner, Coburg.
- 1) Charles O'Keefe, 921 W. Main st., Louisville.
- 1) Harlan & Stevenson, Barlow.
- 1) C. G. Crawford, 321 Desha rd., Lexington.
- 1) E. M. Flack & Co., Hopkinsville.
- 1) E. M. Farmer & Co., Murray.
- 1) Hopkinsville Loose Floor, Hopkinsville.
- 1) Hill's Loose Leaf Floor, Providence.
- 1) Edmund J. O'Connell, 1818 Tyler av., Louisville.
- 1) John L. Humphries, Mayfield.
- 1) Bauer & Phelps, 1011 W. Main st., Louisville.
- 1) Howard B. Jeffers, Bloomfield.
- 1) T. A. Duke, Maysville.
- 1) Soaper Tobacco Warehouse Co., Inc., Henderson.
- 1) J. A. Graves, Dycusburg.
- 1) Raymond Gaines, 1021 W. Main st., Louisville.
- 1) Griffith & Co., 122 S. 9th st., Louisville.
- 1) D. C. Clark, Box 77, Mayfield.
- 1) A. Ledreux & Co., 1029 W. Main st., Louisville.
- 1) Gallaher Ltd., Inc., Henderson.
- 1) E. L. Gillespie Co., Franklin.
- 1) L. B. Kinney, Hors Cave.
- 1) American Cigar Co., Finzer av., & Jackson st., Louisville.
- 1) John H. Phelon, Cloverport.
- 1) Thomas H. Gray, Maysville.
- 1) Brice Leach, Glasgow.
- 1) Brashear & Evans, Upton.
- 1) G. W. Perkins & Co., Hodgenville.
- 1) E. A. Rose & Co., Greensburg.
- 1) Hail & Cotton, Inc., 209-215 S. 8th st., Louisville.
- 1) W. R. Hampton, 4107 W. Chestnut st., Louisville.
- 1) Hodge Tobacco Co. of Kentucky, Inc., Henderson.
- 1) Adison T. Conley, Fulton.
- 1) E. A. Stevenson & Co., LaCenter.
- 1) J. S. Vaughn, Franklin.
- 1) Tri-County Tobacco Warehouse, Inc., Henderson.
- 1) J. A. Hubbard, 1012 W. Main st., Louisville.
- 1) R. S. Beatty, 1021 W. Main st., Louisville.
- 188 Charles W. Adkisson & Co., Custon.
- 189 Hardesty & Co., Mt. Eden.
- 190 Independent Tobacco Warehouse Co., Springfield.
- 191 Self & Barbee, Hodgenville.
- 193 International Planters Corp., Paris.
- 194 Jess Beasley, Richmond.
- 195 George W. Helme Co., Hopkinsville.
- 197 W. H. Housman & Co., Mayfield.
- 198 B. F. Hofield & Son, Hazel.
- 199 J. V. Harris & Co., Franklin.
- 200 J. B. Harrison, 1109 W. Main st., Louisville.
- 201 Wm. F. Brown, 223 Ky. av., Lexington.
- 202 George W. Morris, New Hope, Ky.
- 203 Hendrick & Mansfield, Smith's Grove.
- 204 J. W. Hancock & Co., Hopkinsville.
- 205 James H. Harrington, Cecelia.
- 206 Tobacco Trading Corp., 910 W. Main st., Louisville.
- 207 W. R. Hendrick, Bowling Green.
- 208 Wm. Hampton Tobacco Co., Auburn.
- 209 Frank M. Thompson, Guston.
- 210 International Planters Corp., Shelbyville.
- 213 L. B. Cornette & Co., Hopkinsville.
- 215 R. O'Flynn Tobacco Co., Owensboro.
- 216 Grant Logsdon, Pearman.
- 217 L. S. Clifford, Elizabethtown.
- 218 Wright & Adkisson, Ekron.
- 219 G. H. Richardson & Co., Nolin.
- 220 Tri-State L. L. Tobacco Whse. Co. Inc., Front & Russell sts., Covington.
- 221 Louisville Seed Co. Inc., 226 N. 15th st., Louisville.
- 222 Chasteen Hunt, 720 - 13th st., Bowling Green.
- 223 J. B. Heizer & Co., 509 Coppin Bldg., Covington.
- 225 T. S. Hamilton, 4th & Bakewell sts., Covington.
- 226 Planters L. L. Tobacco Whse. Shelbyville.
- 227 Murray Settle Swart, Bloomfield.
- 228 Virginia Avenue Tobacco Whse. Co. Inc., 216 Virginia av., Lexington.
- 229 Farmers Tobacco Whse., Lebanon.
- 230 Murphy & Germann, Danville.
- 231 W. B. Butt & Co., Franklin.
- 232 Hite & Hennessy, 224 Greenup st., Covington.
- 234 Allen Houk, Horse Cave.
- 235 Joseph Miner, Cynthia.
- 236 The Enterprise Tobacco Whse. Co. Inc., Franklin.
- 237 The Farmers Loose Floor, Hopkinsville.
- 240 Hoskinson & Allen, Dyer.
- 241 Sturgeon & Co., Shelbyville.
- 242 Herdesty & McGaughey, Mt. Eden.
- 243 W. L. Crews, Harrodsburg.
- 244 John M. Dodson, Monticello.
- 244 Jenkins-Ryan Tobacco Co., 847 B'way, Bowling Green.
- 245 Kentucky & Virginia Leaf Tob. Co. Inc., 909 W. Main st., Louisville.
- 248 Farmer Bros., Murray.
- 247 Butler's Loose Floor, Hopkinsville.
- 249 Foster & Hatchett, Harrodsburg.
- 251 W. C. Stephens, Hopkinsville.
- 252 S. B. Smith & Co., Mayfield.
- 253 Pile & Dyer, Custer.
- 254 Kremelberg & Co. Inc., 914 W. Market st., Louisville.
- 255 A. A. Kaiser, 1015 W. Main st., Louisville.
- 256 J. T. Stevens, Taylorsville, Route No. 4.
- 258 W. B. Kennedy & Son, 1200 S. 3rd st., Paducah.
- 259 United States Tobacco Co., Inc., Paducah.
- 260 United States Tobacco Co., Inc., Hopkinsville.
- 261 Russellville Independent L. L. Floor, Russellville.
- 262 Kentucky & Virginia Leaf Tob. Co. Inc., Owensboro.
- 263 Goode & Peterson, Springfield.
- 264 Herman B. Archibald, Madisonville.
- 265 Ky. Tobacco Whse. Co., 922 W. Main st., Louisville.
- 266 T. E. Cochran, Paducah.
- 268 Kentucky Tobacco Redrying Co., 678 S. B'way, Lexington.
- 269 Wm. L. Gaines, Prospect & Lynn sts., Covington—mail Walton.
- 270 O'Connor, Thorpe Tobacco Co., Mayfield.
- 271 Kenton L. L. Tobacco Whse. Inc., 2nd & Scott sts., Covington.
- 272 Liggett & Myers Tobacco Co., 24th & Main sts., Louisville.
- 273 P. Lorillard Co., Inc., 31st & Walnut sts., Louisville.
- 274 Luckett-Wake Tobacco Co., 808 W. Liberty st., Louisville.
- 275 Albert H. Sneed, Owensboro.
- 277 James H. King, Danville. C-o Peoples Tob. Whse.
- 278 Z. H. Lucas, Constantine.
- 279 H. H. Rice, Russellville.
- 280 Ligon Bros., Mayfield.
- 281 Lewis Tobacco Co., Fulton.
- 282 A. L. Lewis, Stephenson.
- 283 Leonard Dean, Harrodsburg.
- 284 Jacob Peterson, Lebanon.
- 285 The Liberty Warehouse Co. Inc., Maysville.
- 286 Liggett & Myers Tobacco Co., 224 Bolivar st., Lexington.
- 287 Liggett & Myers Tobacco Co., Paris.
- 288 Anderson & Pickett, Greensburg.
- 289 John T. Gilbert, Franklin.
- 290 Planters L. L. Tobacco Whse. Co., Bowling Green.
- 291 S. T. Dupuy, Marion.
- 292 H. N. Martin Leaf Tobacco Co., 537N. 33rd st., Louisville.
- 293 W. S. Mathews & Sons, Inc., 1114-1122 W. Main st., Louisville.
- 294 Main Street Tobacco Whse. Co., 1132 W. Main st., Louisville.
- 295 C. G. Miles, 1818 Tyler Parkway, Louisville.
- 296 Forest McIntyre, Maceo.
- 297 J. G. Henry & Co., 10th & Harrison, Paducah.
- 298 E. C. Adams Tobacco Co., Paducah.
- 299 E. O. McGaughey & Co., Mt. Eden.
- 300 D. W. McGuire & Co., Sedalia.
- 301 B. F. Beasley, Mill & Cedar sts., Lexington.
- 302 Fireproof Tobacco Storage Co., P. O. Box 145, Lexington.
- 304 C. J. Clark, Owensboro.
- 305 W. N. Veal, R. F. D. 1, Sedalia.
- 306 Pearman & Enlow, Hodgenville.
- 307 Martin, Puryear & Co., Greenville.
- 308 W. P. Mansfield, Jr., Glasgow.
- 309 Herman Griffith Head, Owensboro.
- 311 Irl D. Scott, Auburn.
- 312 J. C. Moorman, Leitchfield.
- 313 The Buren Martin Tobacco Co., Greenville.
- 314 G. L. Mitchell & Co., Hopkinsville.
- 315 W. S. Moss, Horse Cave.
- 316 A. G. Outland & Co., Murray.
- 317 J. C. Carter, R. F. D. 1, Elva.
- 318 John Smith & Co., Grant.
- 320 John S. Best, Danville.
- 321 H. S. Hunt, Vine Grove.
- 322 Samuel E. Melton, Lynnvile.
- 323 W. M. Logsdon, Vine Grove.
- 324 Whitnel Tobacco Co., Fulton.
- 325 Taylor & Allen, Vine Grove.
- 326 R. L. Wilson, Owensboro.
- 327 John Alexander, Harned.
- 328 Dark Tobacco Growers Co-Operative Assn. Inc., Hopkinsville.
- 335 G. G. Neel, 900 W. Main st., Louisville.
- 336 W. R. Nagel & Co., Paducah.
- 339 E. J. O'Brien & Co., 815-817 W. Main st., Louisville.
- 340 F. W. O'Bryan, 1015 W. Main st., Louisville.
- 342 Sam O'Neal & Co., 110 S. 12th st., Louisville.
- 343 S. P. Owen & Co., 116 S. 9th st., Louisville.
- 344 R. E. O'Flynn & Son, Owensboro.
- 346 Outland Bros., Murray.
- 347 S. P. Owen & Co., Horse Cave.
- 349 W. C. Howk, Cynthia.
- 350 Tobacco By-Products & Chemical Corp., 733 S. 9th st., Louisville.
- 351 Ford & Smith, Cave City.
- 352 Planters-Farmers Tobacco Whse. Co., 1021 W. Main st., Louisville.
- 355 L. C. Gaebke, Maysville.
- 364 W. T. Dougherty, Hopkinsville.
- 365 G. H. Pile, Custer.
- 366 Pile, Drane & Co., Mook.
- 373 W. L. Petty Co., Chair av., Lexington.
- 379 F. L. Powers, 220 Greenup st., Covington.
- 388 Rose Tobacco Co., Inc., Owensboro.
- 389 S. Rosenblatt & Co., Inc., Hainesville, Ky.
- 391 E. S. Robey & Co., Franklin.
- 393 Irby H. Hammer, Scottsville.
- 396 R. J. Reynolds Tobacco Co., Maysville.
- 397 R. J. Reynolds Tobacco Co., 670 S. B'way, Lexington.
- 401 G. W. Rowland & Son, Williams-town.
- 402 Ryan-Hampton Tobacco Co., 822 S. Floyd st., Louisville.
- 405 C. E. Robertson & Son, Augusta.
- 411 J. D. Shouse & Bro., 122 S. 9th st., Louisville.
- 427 Smith & Scott Tobacco Co., Paducah.
- 439 T. J. Stahl & Co., Paducah.
- 444 J. L. Sherrill & Co., Mayfield.
- 450 W. A. Shirley & Bro., Carrollton.
- 451 Walter F. Bickerstaff, Scottsville.
- 460 The American Tob. Co., (Louisville Leaf Dept) 908 S. 8th st., Louisville.
- 461 International Planters Corp., 1113 W. Main st., Louisville.
- 463 Kentucky Tobacco Whse. (New 10th st. House Branch) 922 W. Main st., Louisville.
- 464 Tobacco Rehandling Co., Ltd., 21st & Tyler av., Louisville.
- 470 Southwestern Tobacco Co., Inc., Shelbyville.
- 472 Tandy & Fairleigh Tobacco Co., Hopkinsville.
- 475 M. H. Tandy & Co., Hopkinsville.
- 477 Samson Tobacco Co., Glasgow.
- 479 Thompson's Loose Floor, Hopkinsville.
- 480 The Imperial Tobacco Company of Ky. Inc., Henderson.
- 481 The Hancock Warehouse Co., Inc., Hopkinsville.
- 482 The American Tobacco Co., Green River Leaf Dept, Owensboro.
- 484 Southwestern Tobacco Co., Inc., Angliana av., Lexington.
- 487 J. B. Bright, Shelbyville.
- 491 George W. Upchurch & Co., Murray.
- 500 G. F. Vaughan Tobacco Co., 422 Anglin av., Lexington.
- 503 Tom Wilson, Guston.
- 517 W. F. Wright & Co., Mayfield.
- 522 E. W. Wood, Owensboro.
- 523 Westerfield & Crow, Owensboro.
- 524 George W. Keown, Beaver Dam.
- 526 Southwestern Tobacco Co., Inc., Owensboro.
- 528 Ernest Warder, Glasgow.
- 531 R. Wells & Co., Maysville.
- 535 I. L. Walker Tobacco Co., 16 W. 18th st., Covington.
- 536 W. H. Williams, Hawesville.
- 538 J. L. Boland, 1313 Esquire av., Louisville.
- 542 W. A. Reynolds, Junction City.
- 545 I. A. Sea, Sinai.
- 554 Thomas Cook, Taylorsville.
- 558 Richard Guerin, 2111 Maryland av., Covington.
- 561 S. E. Rice Tobacco Co., Greenville.
- 562 A. R. Blanks Tobacco Co., Madisonville.
- 564 Robert B. Pierce, Cloverport.
- 566 C. M. Hill & Son, Cecelia.
- 570 H. Alexander, Locust Hill.
- 571 Caleb N. Tichenor, Taylorsville.
- 574 T. E. Elgin & Co., Paducah.
- 575 R. J. Reynolds Tobacco Co., Springfield.
- 576 R. J. Reynolds Tobacco Co., Ky. & Swan sts., Louisville.
- 577 Ed. R. Miller & Sons, Paducah.
- 579 Atlas Tobacco Co., Inc., 16th & Rowan sts., Louisville.
- 581 Weldon & Jernegan, Maysville.
- 586 J. E. Wilson & Co., Mayfield.
- 599 Joseph John Harpring, 2123 Douglas Blvd., Louisville.
- 602 S. T. Burns & Sons, Owensboro.
- 605 G. C. Massie, Owensboro.
- 614 H. T. Soaper & Co., Harrodsburg.
- 623 Roy Evans Head, Richmond. Mail 105 E. Oak st., Louisville.
- 628 Carson & Yowell, Danville. C/o Peoples Tob. Whse.
- 634 W. E. Keltner, Cane Valley.

(Continued on Page 36)

SINGLE UNIT MACHINE No. 1 AT WORK



Speed Up Production -- But Costs!

An Improved Method of Making Cigars

Roby's Cigar Shaping and Pressing Machine

UNIT No. 1

Consisting of the following:

One Shaping and Pressing Machine, which includes your own shape, stand made of heavy angle iron; one $\frac{1}{4}$ horse-power motor, either A. C. or D. C. as required, all necessary reduction gears or hand lever for hand operation, three rollers' tables and one bunch table, equipment with binder and filler cans. We furnish bunch table for either cut or long filler.

The cut filler table composes one binder metal can on left end of table 10 inches deep, 8 inches wide and 18 inches long; one filler can on the right end of table 14 inches x 14 inches x 24 inches deep which contains a screen that screens out the dust into a drawer.

The long filler table composes one binder metal can on left end of table 10 inches deep, 8 inches wide and 18 inches long; one filler can on right end of table 9 inches wide, 20 inches long and 20 inches deep.

Prices Complete

With motor and attachment \$725.00

With hand lever attachment \$600.00

Terms: \$100.00 deposit with order on each complete unit. \$100.00 cash on delivery of each complete unit, balance in four equal payments of 30, 60, 90 and 120 day bankable notes from date of delivery bearing 6% interest.

Prices subject to change.

Roby's Bunch Forming Machine

Made in any width to suit the different length cigar you desire, such as $3\frac{3}{4}$, 4, $4\frac{1}{4}$, $4\frac{3}{4}$ and 5 inch.

A few illustrations on widths used on different length cigars are $4\frac{1}{4}$ to $4\frac{3}{4}$ full perfect, $4\frac{1}{4}$ to $4\frac{3}{4}$ straight, a $4\frac{1}{4}$ -inch machine can be used.

Five to $5\frac{1}{2}$ invincible, $4\frac{3}{4}$ to $4\frac{3}{4}$ straight, a $4\frac{1}{2}$ inch machine can be used.

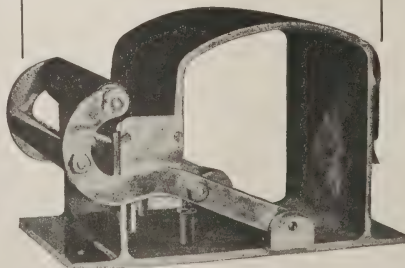
This is why you save from 15% to 20% binder because you use the right size machine for the proper length cigar. You also save 10% filler.

When ordering this machine please send us your molds and we will send you proper width machines adjusted to your bunch.

Price, \$40.00.

Terms, 2% in 10 days.

All equipment f. o. b. factory.



Double Unit Machinery Roby's Cigar Shaping and Pressing Machine

UNIT No. 2

Consisting of the following:

Two Shaping and Pressing Machines, which includes your own shapes; stand made of heavy angle iron; one $\frac{1}{4}$ horse-power motor, either A. C. or D. C. as required, all necessary reduction gears or hand lever for hand operation, five rollers' tables, one double bunch table, equipped with binder and filler cans.

We furnish bunch tables for either cut or long filler.

This unit will give you 3500 to 5000 cigars per day.

One machine can be used for left and the other for right.

Prices:

Complete with motor attachment \$1,225.00
Complete with hand lever attachment \$1,075.00

Terms:

\$175.00 cash deposit with each above unit, \$200.00 cash upon delivery, balance in four equal payments of 30, 60, 90 and 120 day bankable notes bearing interest at 6 per cent from date of delivery.

Prices subject to change.

ROBY CIGAR MACHINE CO., 2029 Elm St., Cincinnati, O.

Trade-Marks Filed In U. S. Patent Office

The following trade-marks were published in compliance with section 6 of the Act of February 20, 1905, as amended March 2, 1907. Notice of opposition must be filed with the U. S. Patent Office, Washington, D. C., within thirty days from date of official publication.

No. 194,986. Otto Eisenlohr & Sons, Inc., Philadelphia, Pa. Filed Apr. 9, 1924.

Cinco

194,986

The particular description of goods.—Articles and Devices for Smokers, namely Cigar Holders, Cigarette Holders, Pipes, Ash Receivers, Tobacco Pouches, Lighters, and Cigarette Paper. Claims use since Feb. 9, 1924.

No. 207,348. Gallaher Limited, Belfast, Ireland. Filed Dec. 29, 1924.

ROTARY

207,348

The particular description of goods.—Soking, Chewing and Snuffing Tobacco, Cigs and Cigarettes. Claims use since Dec. 1, 1906.

No. 212,313. Aktiebolaget Formator, Stockholm, Sweden. Filed Apr. 7, 1925.

FORMATOR

212,313

The particular description of goods.—Cigar and Cigarette Making Machines and Other Machines Pertaining to Tobacco Industry, Packing Machines, Paraffin-Coating and Paraffin-Soaking Machines, Planting Machines, Machine Tools and Tool Bits Thereof, Particularly Thread-Cutting Tools, Screw Taps, and Chasers. Claims use since 1910.

No. 218,698. The General Match Company, Reading, Cincinnati, Ohio. Filed Aug. 11, 1925.

TEACO

218,698

The particular description of goods.—Matches. Claims use since May 21, 1925.

No. 219,626. Frederick C. Hitch, New York, N. Y. Filed Sept. 1, 1925.

Ad-Rapt

219,626

The particular description of goods.—Cigarettes. Claims use since Aug. 28, 1925.

No. 219,311. DOUGAL BROS., London, England. Filed August 12, 1925.

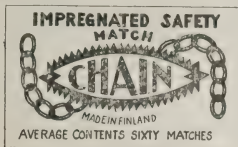


219,311

The particular description of goods.—Cigarettes. Claims use since September, 1923.

No. 219,311. SUOMEN OSUUS-UPPOJEN KESKUSKUNTA, R. L., Helgöfors, Finland. Filed August 24, 1925.

The words "Impregnated Safety Match," "Made in Finland," and "Average Contents Sixty Matches" are disclaimed apart from the trade-mark as shown.



219,311

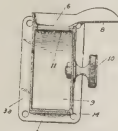
The particular description of goods.—Safety Matches. Claims use since August 21, 1923.

Patents Recently Granted

By U. S. Patent Office

Complete description of the patents briefly described herewith can be obtained from the Patent Office by sending to the Commissioner of Patents, Washington, D. C., the number of the patent, together with 10 cents in currency or money order. Stamps will not be accepted. For this sum the Patent Office will supply a printed copy of the patent, which usually contains complete drawings and descriptions in detail.

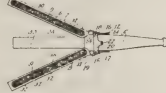
No. 1,546,604. SAFETY ASH TRAY. FRANK B. NIMS and VOIGT J. NIMS, Stockton, Calif. Filed Dec. 31, 1923. Serial No. 683,585. 14 Claims.



1,546,604

An ash tray comprising on outer shell having a slot in its surface, and an ash retaining receptacle independent of the shell and removably mounted therein and having a slot to align with the shell slot.

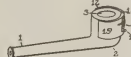
No. 1,552,182. ASH RETAINER AND SPARK ARRESTER FOR CIGARETTE HOLDERS. Thomas Survan Todd, Long Beach, Calif. Filed Jan. 14, 1924. Serial No. 685,983. 4 Claims.



1,552,182

A device of the class described, comprising a cigarette holder, a pair of complementary members semi-cylindrical in form having foraminous walls pivotally secured to said holder, and means formed on each of said members for extinguishing the light of a burning cigarette when the same has been partially consumed.

No. 1,557,482. SMOKER'S PIPE WINDSHIELD. Ake E. Schoning, Woodhaven, N. Y. Filed Mar. 25, 1924. Serial No. 701,700. 1 claim. (Cl. 131-12.)



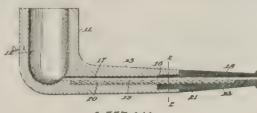
1,557,482

A pipe shield comprising an arcuate member adapted to envelope a pipe bowl and including a pair of corresponding curved leaves hinged together and provided with a spring to close said leaves upon said bowl.

No. 1,557,641. PIPE. Dall Worthington, Baltimore, Md. Filed January 24, 1925. Serial No. 4,431. 3 claims. (Cl. 131-12.)

1. A pipe including a mouthpiece portion and a bowl member having a stem portion, each of said portions having a

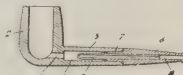
smoke passage and an absorbent passage communicating therewith, each of said absorbent passages being adapted to receive a portion of an absorbent member,



1,557,641

means for connecting said portions, said absorbent passages being located centrally of said connecting means.

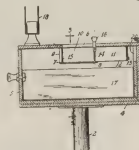
No. 1,558,135. TOBACCO PIPE. Jasper Whiting, Boston, Mass. Filed November 3, 1924. Serial No. 747,419. 5 Claims. (Cl. 131-12.)



1,558,135

5. A pipe having a stem with a mouth piece at the end of said stem, said stem and mouth piece having holes therethrough for the passage of smoke, and a split pin adjustable longitudinally in one of said holes, the legs of said pin tending to spring apart whereby the pin is frictionally held in its adjusted position by its contact with the walls of the hole.

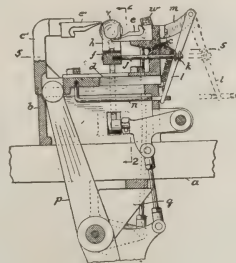
No. 1,554,660. ASH TRAY. Cecil B. Ruskey, Far Rockaway, N. Y. Filed Nov. 17, 1924. Serial No. 750,226. 6 Claims.



1,554,660

In a device of the character described, a receptacle having an opening therein, a chamber with closed bottom and open ends depending below said opening and carried by said receptacle, a discharging member enclosed by the receptacle and movable along said bottom and including cross-pieces of substantially the same cross-sectional area as said open ends, and a member protruding through said opening in the receptacle and connected to the discharging member for the purpose of operating the same.

No. 1,552,028. CIGAR-BUNCH MACHINE. MEYER BAYUK, Jenkintown, Pa., assignor to Bayuk Cigars Incorporated, Philadelphia, Pa., a Corporation of Maryland. Filed Feb. 7, 1925. Serial No. 7,480. 5 Claims. (Cl. 131-39.)



1,552,028

1. A crimper for cigar bunch machines comprising, in combination, a pair of jaws and means to effect a relative movement of said jaws, said jaws being complementary and so shaped as to, when relatively moved, roll a bunch between them and gradually reduce it to a final desired shape.

No. 1,558,472. TOBACCO-LEAF CONVEYER. Julius Golon, Suffield, Conn. Filed Jan. 19, 1925. Serial No. 3,414. 1 Claim. (Cl. 254-152.)

In a tobacco leaf conveyor of the class described, the combination of a shaft with

AMERICAN PATENTS Trade Marks, Copyrights

Foreign and Domestic

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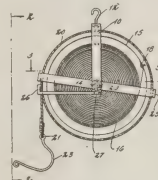
We have associate Patent Lawyers in all foreign countries.

F. V. WINTERS, M.E.

Registered Patent Lawyer

1133 Broadway, New York
Tel. Watkins 4748

a spring controlled drum revolving about said shaft, a cable wound about said drum in two groups spaced from each other, a unitary, hook-shaped article carrier held on the ends of the cables of said groups, a hanger for the conveyor, hook-shaped members attached at one



1,558,472

end to said hanger and laterally engaging said cable groups, a means for keeping the cables in a single layer, and a means for preventing a displacement of hanger and drum.

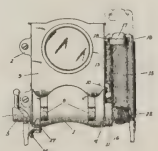
No. 1,558,652. PIPE CLEANER. Ernest A. Thornton, Valentine, Nebr. Filed May 27, 1924. Serial No. 716,231. 1 Claim. (Cl. 131-13.)



1,558,652

A pipe cleaner assembly comprising a casing a plurality of cleaner elements disposed longitudinally in the casing, said casing having longitudinal slots and having a partition slightly rearward of the front end through which partition said cleaner elements extend, and means on the cleaner elements available from the exterior of the casing for moving the same forward or back to project the elements beyond the casing or to withdraw the same within the casing, the rearward movement of said cleaner elements being limited to prevent the movement of the front ends of the cleaner elements through the partition, said partition constituting a scraper device to remove matter from the cleaner elements and said casing presenting a recess in front of said partition.

No. 1,558,915. COMBINED CIGARETTE AND CIGAR LIGHTER. LEWIS PENGILLY, Stockton, Calif. Filed Jan. 12, 1924. Serial No. 685,882. 17 Claims. (Cl. 219-32.)



1,558,915

1. In combination, a cigarette lighting device having a suction member, and a heating element adapted to be placed in opposed alinement with said member and to be removed from such position at will.

SMOKE DILL'S BEST

*"It's A Mighty Fine
Pipe Tobacco"*

If your jobber is unable to supply you, write us direct and state size desired. Give us the name and address of your jobber.

10c 15c 25c 75c \$1.50 (Sizes)

J. G. DILL CO.

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New York

Webster Cigars

"YOU'LL APPRECIATE THE DIFFERENCE"

SIZES 2 FOR 25c TO 25c STRAIGHT

A rare bit of nature's greatest effort, producing a fine, mild, aromatic cigar. Manufactured and aged by the most scientific methods. Not a secret blend, but a combination of the highest priced tobaccos that the finest plantations grow.

Webster Cigar Co.

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Main Office: 1181 Broadway, New York

The Activity In Various Tobacco Marts Reviewed

Sales in Some Southern Sections Show Satisfactory Situation—Much Good Quality Found in Small Productions—Maryland Has 1,500 Unsampld Hogsheads.

LOUISVILLE, Ky., Nov. 10. — Weekly sales are very small. A few hogsheads of 1925 crop Burley have been sold but not enough to establish quality or prices.

Sales of redried Burley stocks have been small during the month; dealers' stocks are low. Association holdings have not changed materially and are estimated at 160,000,000.

Opening sales for the new crop are set for December 1. Nothing unfavorable has developed during the curing season and it is believed that the crop will yield about normal proportions of various grades. The most reliable estimates place the yield at from 225,000,000 to 250,000,000 pounds.

The One Sucker Situation

Stocks of one sucker tobacco are small and trading during the month has been slow.

All the 1925 crop was harvested before frost. Late cutting is curing dark and should yield a substantial proportion of desirable rehanding tobacco. The earlier cutting is curing lighter and is more of manufacturing styles. Advance estimates place the total yield of the crop at around 30,000,000 pounds. Auction floors will open for sales as usual about the first of December.

The Farmers' Co-operative Association has released all of its members from their obligation to deliver the 1925 crop, which means that the farmers may deliver their crops to the Association if they desire or may sell them elsewhere.

Green River

Sales of redried stocks during the month have been confined to small lots from the hands of dealers whose holdings in the aggregate are small. The Association is reported to have sold about 600 hhds. of good grades of the 1922 crop, otherwise their stocks are practically intact.

All of the new crop was harvested under favorable conditions. While it is early to forecast the quality, indications are that the early cutting will have good light brown to red color, but of less size and body than last year. The later cutting will probably show less color, running from fair to good body, and will also yield a large percentage of short leaf and tips. The total crop is estimated at around 30,000,000 pounds, as compared to 36,000,000 pounds in 1924. Warehouses for the sale of Green River tobacco will open as usual about December 1st.

The Farmers' Co-operative Association has released its members from the obligation to deliver the 1925 crop in this section.

Henderson Stemming District

The crop in this section was harvested under favorable conditions and gives promise of yielding fairly normal quality and normal total weight.

The Farmers' Co-operative Association has released its members from their obligation to deliver the 1925 crop in this section.

Clarksville-Springfield-Hopkinsville District

There has been a steady absorption of the limited quantities held by dealers in this section, and the Association holdings are equally low. The surplus for sale appears to be the smallest that has been carried over in a good many years.

The new crop has been developed satisfactorily and will probably be a useful one although indications are that the crop may not yield a full normal percentage of long leaf for wrappers and spinners. Country buying at the barns of the farmers has been active, especially with reference to good wrappery crops, and it is estimated that from 8,000,000 to 9,000,000 pounds have been sold at high prices. The total yield of the crop should be about normal or possibly a little more than last year. The markets will open as usual about the first of December.

The Farmers' Co-operative Association has released its members from their ob-

ligation to release the 1925 crop in this section.

Western District

There has been no noticeable reduction in the hogshead stocks in this section. Large quantities are still held by Association, while stocks of dealers are small.

There have been no unfavorable developments in curing the 1925 crop; indications are that it will be at least some better than the 1924 crop. Advance estimate place the total yield at between 50,000,000 and 60,000,000 pounds. The market will open about December 1.

The Farmers' Co-operative Association has released its members from their obligation to deliver the 1925 crop in this section.

Dark Virginia

Trading in stocks of old tobacco during the month has been small.

The auction markets will begin selling the 1925 crop on November 5th, and it is now expected that the crop as a whole will show less length than usual, and relatively little tobacco of high color. The crop is variously estimated at 30,000,000 to 35,000,000 pounds, or approximately 20 to 25 per cent less than normal. Austrian types are expected to be relatively scarce. Good filler and spinners types are expected to be available in large quantities.

Bright Virginia

Trading in redried stocks has been usually active during the past thirty days.

The South Carolina markets have practically closed for the season and eastern Carolina crop is now thought to be about 60 per cent sold. The eastern markets are now averaging around 20 cents per pound and the average for the season is about 23 cents. All cigarette types are in strong demand.

Sales on the old belt markets are large. There is no improvement in quality, and the crop will probably be the most unsatisfactory grown in this section in many years. Prices on desirable tobaccos are the highest since 1919. Cigarette types are scarce and there is a preponderance of medium nondescript grades of leaf. The old belt markets are averaging approximately 20 cents per pound.

Maryland

Receipts for the year to date are 23,694 hogsheads, of which 1,500 hogsheads have not been sampled. Estimates of the remaining undelivered at 5,000 hogsheads. Sales so far this year have been 23,694 hogsheads, of which approximately 4,000 hogsheads are unsold. The unsold tobacco possibly three-fourths consist of French grades and the remainder of yellowish color. The price level for domestic red cigarette tobacco and second of bright color is about as high as at any time during the season.

Ohio

All of the 1924 crop has been sold at prices from 10 to 60 cents. The remaining stocks consist of about 145 hogsheads of the 1923 crop.

The 1925 fired crop is estimated at about 500 hogsheads of good quality with a small percentage of yellowish or—INTERNATIONAL PLANTERS' CO-OPERATION.

Hugo Reichner Gets Out at Buffalo

Orders for standard shapes in the Orlik, New York, holiday pipe line reported recently in some quantity by Hugo Reichner in the Buffalo territory.

Mark Abel Basking Under Warmer Skies

Through the southern cities Mark Abel reported to the Delcours & Co.



PRINCESS PAT
FAMOUS CIGARETTES



PRINCESS PAT CIGARETTES

FEDERAL TOBACCO CORPORATION -CHICAGO-

Cigar Tax Reduced by Ways and Means

Although not entirely meeting our just demand for a 50% tax reduction on cigars, we are happy to announce that the Ways and Means Committee has passed upon the following reductions, to wit: Little cigars from \$1.50 per thousand to 75c; cigars, class A from \$4 per 1,000 to \$2.50 per 1,000; class B from \$6 per 1,000 to \$7 per 1,000; class C from \$8 per 1,000 to \$7 per 1,000; class D from \$12 per 1,000 to \$10.50 per 1,000; class E from \$15 per 1,000 to \$13.50 per 1,000.

The special manufacturers' tax of 10c per thousand is recommended for repeal by the Ways and Means Committee. Also, too, the tax on pipes, etc., composed of meerschaum, and humidors will be eliminated from the new bill.

With these recommendations of the Ways and Means Committee, it is entirely safe to predict that these reductions will be passed by the House.

As to whether or not an effort is to be made to secure still further reductions will be determined later.

Our activities, however, must, and unless say will be continued until the final passage of the bill in the House of Representatives as well as in the Senate.

At the same time we cannot refrain from expressing our sincerest gratitude for the splendid cooperation extended to us by the trade in this campaign.—TOBACCO MERCHANTS ASSOCIATION OF U. S.

Manuel Selgas To Spend Some Time in Porto Rico

Following last week on the Steamer San Lorenzo, Manuel Selgas, of Selgas & Company, New York, says he expects to be gone some time.

A Case in Which Everybody Made Mistakes

The failure to observe several simple protective legal principles produced the mis which is described in the letter reproduced below. I am pointing them out for the benefit of whom it may concern.

A owns a store in an Iowa town and has a half interest in B. A owes bills to various wholesale houses, among them one to which he gives as \$388 to an Omaha house. He agrees, however, to take care of this bill outside of the business. Immediately after the sale of half interest in B, A goes to Omaha to call on the officials of the house who held the bill against him. There he finds, as he tells me, that he actually owes the house \$700 instead of \$388. He promises the credit manager that he will pay the account personally and requests the latter to pay the account in his (A's) name. The credit manager agrees to do so.

In the meantime B takes control and pays all the buying, pays all the bills. The wholesale house from Omaha pays their bills each month, but never intruded or intimated to the new company (and hence to B) that A owed more than \$388 to them. A's account statements were always sent directly to B and he never showed any of them to C. The latter was never informed of the additional amount of A's bill.

Later A sold his remaining half interest in B. In the bill of sale C agreed to assume certain accounts of A's, including the \$388 to the Omaha wholesale house. A said nothing of the further liability due the Omaha house. About a week later the wholesale house in question notified B and C of A's old account, which had always been carried in A's

name, and threatened to hold the stock of goods for the amount of the bill.

"The question is, can they attach the stock? B and C claim the agreement between A and the wholesale house to carry the old account in A's name and furthermore to keep it a secret from B, constituted an acceptance of A's personal security for the amount of the bill and B and C have refused to honor it.

"If the wholesale house can collect the bill, what recourse do B and C have against A?"

This is a badly mixed situation. Everybody connected with it made mistakes and therefore in all probability it will take a law suit to straighten it out. To make clear what I say, remember that A, the original owner of the business, sold half of it to B, and later the other half to C. After the sale of the first half A and B constituted the partnership, and after the sale of the second half B and C constituted the partnership.

A's Mistakes

In not making a complete disclosure of his liabilities to B and later to C. His conduct in this case might easily lay him open to a criminal action for false pretense. He should have given B and later C a full list of his debts (not only business debts, but personal debts, because the business was liable for the latter as well as the former). If the arrangement was that he should take care of any of these personally he should have gone to these particular creditors and got from them a *written* acceptance of himself as the sole debtor and a waiver of their right to proceed against the business. This would have placed him straight with B and C. Now he probably has nothing whatever to go on when he protests to B and C that the only reason he concealed the facts was that the credit manager promised to hold him alone. You can be very sure that the credit manager's version of this will be wholly different from A's.

B's Mistakes

In not insisting that A give him a complete list of his liabilities, business and personal, accompanied by an affidavit that they were all he had. In not insisting that the credit manager give him a *written* waiver and an acceptance of A as the sole debtor. In not refusing to allow A to sell out his half interest to C (B could have refused to accept C as a partner if he had wanted to) unless A gave B security that there were no unpaid creditors who could come back on the business for their claims.

The Credit Manager's Mistakes C's Mistakes

In not getting from A a sworn list of A's liabilities, business and personal.

In not putting into writing whatever arrangement he made with A as to A paying the \$700 debt. A now claims that the credit manager released the business and agreed to hold A alone. I will wager everything I am worth that the credit manager will deny this (even if he did it he might not have had authority to bind the firm), and as there is nothing in writing to tell which is telling the truth, a jury will probably have to decide. The credit manager would have been exceedingly foolish to give up the additional security he had for the payment of the \$700 and I have no idea he did it. He should have given A a memorandum giving A the opportunity to pay the debt, but stating expressly that he did not waive his right to go against the partnership stock. And he should have sent a copy to B.

I don't know whether there is a bulk sales act in Iowa. My 1924 Iowa digest doesn't show any. If there is one, A, in addition to what I have said above,



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A Specialty in Mild Havana Cigars

27 sizes—MADE IN—27 sizes

"Bought When Quality is Sought"

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E. KLEINER & CO., Inc., Makers

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CEDAR CAN LINING

PRESERVE THE AROMA OF FINE CIGARS

We Specialize in Cedar Linings for Cigar Cans

THE CEDAR PRODUCTS COMPANY

Philip L. Hans & Son, Proprietors

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LONG ISLAND, N. Y.

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Importers of

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CHICAGO . . . ILL.

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"PARTAGAS"

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Glass Cigar Box Covers

Highest Quality—Lowest Prices

Our Style D Suits the Purpose

100	15 cents each
250	14 cents each
500 or more	12 cents each

Includes Printing on Glass or Metal

Choice of Five Colors

Send for Sample.

GEBHARD MFG. CO.

Manufacturers

9-11 E. FAIRMOUNT AVENUE, NEWARK, N. J.

Tobacco Merchants' Association Of The United States



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 Wm. T. Reed, Richmond, Va., vice-president.
 Harvey L. Hirst, New York vice-president.
 Asa Lemlein, New York, treasurer.
 Chas. Duskind, New York, counsel and managing director.

would have had (or B and C would) to notify all of A's creditors that they were buying, including, of course, the Omaha firm.

I will hazard a guess as to how this case will be decided if it gets to court. I think that A's version of his arrangement with the credit manager, plus the latter's subsequent action in sending bills for the old account to A personally, would be taken as evidence that A was accepted as sole responsibility and the business was relieved. But even if this isn't true, I think the credit manager's chance to go against the partnership stock is gone. Unless there is an Iowa bulk sales act, which A violated by selling his last half to C without notifying his creditors, the Omaha house lost its chance to sue the partnership when A sold his remaining interest to C.

But if my guess is wholly wrong and the partnership can be held liable, B and C would have an action against A for whatever they were compelled to pay.—Copyright, 1925, by Elton J. Buckley.

The 1925 Crop in Turkey

(Continued from page 13)

tion in Turkey to the tobacco table published under date of November 2, gives a total crop, for twelve countries reporting in 1925, amounting to 1,630,000,000 pounds, as compared with last year's production of 1,723,000,000 for the same countries.

The acreage devoted to tobacco in Par-

aguay is greater than last year according to a cable to the Bureau of Foreign Commerce from American Commercial Attache Feely at Buenos Aires. The total acreage last year amounted to 28,700 acres, and produced a crop of 25,440,000 pounds of tobacco, according to the International Institute of Agriculture. Tobacco ranks second as a money crop among the agricultural products of Paraguay.

An increase is expected in the tobacco crops of the Australian Province of Victoria for the next few years are a result of the renewal of the guarantee of prices by the British Australasian Tobacco Company for three years beginning January, 1926, according to Vice-Consul Haskell E. Coates, quoting the Victorian Department of Agriculture.

Vice-Consul Harrington at Antwerp states that the Belgian tobacco crop this year will probably be as large as that of last year, which was one of the largest crops since the war. The quality of the new crop, however, is not considered normal, and prices have tended to fall.

Mazer-Cressman

(Continued from page 4)

their wives and friends, and around the festive board they listened to the various speakers who, in impromptu talks, told of the firm's purpose in thus giving expression to the good will of its members. Those who joined in the talks were President Henry Mazer, Secretary-Treasurer Jacob Mazer and Samuel Bijur, of the firm, who journeyed here from the Detroit headquarters to join in the celebration.

From among the executives who made their thoughts known in witty and congratulatory vein, were General Manager Joseph S. Garvett of the Philadelphia branch as toast master, Factory Representatives Frederick Saunders, Kane, and Keichling, of the Newark, N. J., branch and Twining, of the Detroit headquarters. From the Philadelphia branch the official representatives were Assistant Treasurer E. Frank Cressman and Vice President Charles M. Cressman, who provoked many a smile in the jocular references to their associates.

An amusing feature of the entertainment program was the presentation of a charming young lady to Secretary-Treasurer and General Manager Jacob Mazer in a picturesque manner. While the guests were in the midst of the dinner a large cigar case bearing the inscription "For Jacob Mazer," was wheeled into the room, and when opened, out popped a maid, aged five. It was Baby Gene, appearing at Keith's Theatre, who made her way into the hearts of all present as one of the most talented of juvenile exponents of the art of toe dancing.

Another Surprise

Then another surprise was sprung when General Manager Garvett, of the Philadelphia branch, on behalf of his fellow employees, presented Mr. Mazer with a handsome mahogany desk clock expressing the esteem of the staff for the many thoughtful and kindly attentions of that officer. A clever parody, "There Ain't No Flies on Mazer," was a prelude to the numerous numbers of the entertainment program. This was produced by talent from among the force, with Frank Planigan and William J. Mechler getting off some lively character sketches

of Irish and Dutch comedy and songs as headliners of the Mazer-Cressman vaudeville teams, and scoring just as good hits as fun makers as they have made as salesmen for the Manuel and Counsellor.

So successfully carried out was this first of social gatherings of the Mazer-Cressman forces that it has been decided to hold monthly meetings of similar nature. The programs will be produced on the second floor of the building, where a hall is being fitted out for minstrels and other theatrical entertainments. This is to be perfected under the guidance of the Permanent Increase Club, the fraternal organization made up of salesmen of the Mazer-Cressman staff, now numbering twelve local representatives.

Kentucky Leaf Dealers

(Continued from page 31)

635 Hugh Moore, Danville.
 642 Reiss-Dabney Leaf Tobacco Co.,
 1269 S. Shelby st., Louisville.
 645 John R. Taylor, Madisonville.
 646 C. Watkins, Glasgow.
 650 Perkins Bros., Bowling Green.
 661 A. A. Frasier & Son, Horse Cave.
 675 Wm. P. Ramsey, 903 W. Main st.,
 Louisville.
 677 Scott Tobacco Co., Bowling Green.
 696 James A. Stegar, Princeton.
 706 John Bauhofer, 304 S. 12th st.,
 Louisville.
 712 Veachel M. Coots, Morgantown.
 715 John Beauchamp & Bro., Millwood.
 722 Globe Tobacco Whse., Shelbyville.
 737 C. W. Snyder & Co., Owensboro.
 739 F. K. Trogdon, Owensboro.
 744 C. E. Ziegler & Co., Glasgow.
 750 J. M. Thompson, Horse Cave.
 757 A. J. Brodie, Owensboro.
 774 Lexington Leaf Tobacco Co., 656
 S. W. Way, Lexington.
 777 L. P. Phelps, 110 S. 10th st., Louis-
 ville.
 781 C. A. Butler, Harned.
 782 Alexander & Co., Guston.
 832 Stanley Gray, Custer.
 844 Glascock & Buckles, Big Clifty.
 847 George W. Gray, Maysville.
 850 James L. Winn, Horse Cave.
 854 Ratcliff Bros., Mentor.
 856 Hindman & Walker, Columbia.
 857 G. I. Burress & Co., Greensburg.
 859 John O'Reilly, Hardsburg.
 864 Clarence LeBus & Sons Co., Inc.,
 Cynthia.
 867 William Brewer, Mayfield.
 872 V. K. McClanahan & Co., Franklin.
 892 Arthur B. Jarvis, Henderson.
 906 W. E. Calvert, Taylorsville.
 932 Joseph William Teaff, Hardsburg.
 956 T. I. Smith, Cane Valley.
 972 John F. Singhisier, 922 W. Main st.,
 Louisville.
 981 William Elliott, Henderson.
 985 John G. Harris, Franklin.
 989 J. L. Jenkins & Co., Bowling Green.
 998 Peoples Tobacco Warehouse, Inc.,
 Danville.
 1000 Planters Loose Tobacco Ware-
 house Co., Glasgow.
 1007 Southwestern Tobacco Co., Inc.,
 Hopkinsville.
 1009 Southwestern Tobacco Co., Inc.,
 900 W. Main st., Louisville.
 1041 Guy Downs, Estate of R. Downs,
 Murray.
 1046 New Phoenix Storage Co., Inc.,
 918 W. Main st., Louisville.
 1061 Kirk & Key, Maysville.
 1069 Elmer Miller Storage Co., Owens-
 boro.
 1078 Kennedy Tobacco Co., Mayfield.
 1100 Beach & Thomasson Tobacco Co.,
 Paducah.
 1109 Peoples Tobacco Whse. Co., Mill
 & Pine sts., Lexington.
 1113 U. S. Tobacco Co., Inc., 1228 W.
 Breckinridge st., Louisville.
 1146 Home L. L. Tobacco Warehouse
 Co., Inc., Richmond.
 1157 J. S. Mansfield, Oakland.
 1171 A. T. Sanderson, Mayfield.
 1193 Jewell Tobacco Warehouse Co.,
 312 Fayette Bank Bldg., Lexing-
 ton.
 1194 Owensboro Tobacco Warehouse
 Co., Inc., Owensboro.
 1195 Peoples L. L. Tobacco Warehouse
 Co., Horse Cave.
 1197 The J. B. Heizer Tobacco Co.,
 1199 Mieatt & Overstreet, Danville.
 1205 J. K. Board, Cecilia.
 1209 Standard Storage Co., 815 W.

1215 Louisville Storage Co., Inc., 23
 E. "C" st., Louisville.
 1221 Paducah Storage Co., Paducah.
 1229 Louisville Public Warehouse Co.,
 Inc., 7th & Magnolia, Louisville.
 1231 Kentucky Warehouse Co., Inc.,
 Henderson.
 1232 Daniel P. Black, Richmond.
 1235 S. B. Glascock, Vertrees.
 1240 G. W. Martin & Son, Birmingham.
 1272 Kennedy & Swann, Murray.
 1296 Allen County L. L. Warehouse
 Scottsville.
 1367 T. T. Kendall & Son, Hopewell.
 1381 James Allen Ragsdale, Hopkins-
 ville.
 1432 Superior Tobacco Storage Co.,
 O. Box 145, Lexington.
 1441 Owensboro Warehouse Co., Owens-
 boro.
 1443 Boyd Storage Warehouse Co.,
 Hopkinsville.
 1464 Lexington Bonded Storage Ware-
 house Co., Chair av., Lexington.
 1474 B. C. Veal, Murray.
 1491 Henry Towery, Princeton.
 1498 Wm. Arthur Crofton, Lexington.
 Mail New Madison Tob. Whse.
 Richmond.
 1501 Kentucky Feed & Grain Co., 136
 S. 15th st., Louisville.
 1528 Estate of E. O. Eshelby, 409 W. 6th
 st., Covington.
 (Directory to be Continued)

Burley Association

(Continued from page 17)

signed each with the other, will be rigorously enforced.

"We wish especially to impress upon our members the fact that never have the affairs of the association been in better shape. We have on hands less tobacco than a year ago. Our financial obligations are less than they were a year ago. Our credit is higher than it has ever been and we are paying a lower rate of interest than ever before.

"The 1925 crop is less than a normal crop. We need now only the same thing that we have always needed and that we shall always need—in this or any other co-operative association—and that is the same loyal and aggressive allegiance and support that we have had in the past."

The semi-annual report of the auditing of the books and accounts showed the association in strong financial position with between 20,000,000 and 25,000,000 pounds less tobacco than it had on hand at this time last year.—JAY ESPEL.

Philadelphia

(Continued from page 18)

for his own private makes, Glaro, a eight-center, and Peer, a five-cent proposition, required employment of additional hands and larger factory facilities on 50 per cent increase. "Benny," as he is familiarly known, has a wide patronage in the retail outlet for his factory at both these addresses, and also distributes other brands manufactured by himself and others.

Since taking over the business of his uncle, the late A. T. Augustin, 23 North Eleventh street, Jasper Pino has made considerable strides in promotion of the H. A. and Usacuba, manufactured by the founder of the firm for twenty-five years.

Felix Eckerson Dies

Felix Eckerson, for many years engaged in the importation of tobacco, died last week at the Howard Hospital following a short illness.

Mr. Eckerson was sixty-one, and a widow, who survives him, lived for many years at the Belgravia, Eighteenth and Chestnut streets.

Mr. Eckerson, who retired from the tobacco business six years ago, was member of the Union League, Racquet Club and the Philadelphia Country Club.

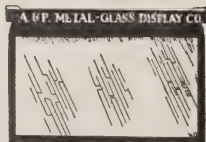
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FOR SALE—100 Hogsheads Clarksville & Springfield lugs. Address, E. B. No. 42, at this Journal.

Glass Lids

Get You

Better Display



WE offer the cigar manufacturing trade a new type Glass Cover for cigar boxes and cans—a double-beveled lid, riveted and strongly reinforced—at prices which will save you money and give you unequalled advertising value.

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407-13 E. 91st St., New York

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TOBACCO

A WEEKLY TRADE REVIEW

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NOVEMBER 19, 1925

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Per Copy 10 Cents

Knoxville To Have Big Tobacco Show November 24

Convention to Be Part of Interesting Program—Fifteen Hundred Dollars in Prizes to Growers of Three States—One Thousand Entries Expected—To Advertise Burley Tobacco

KNOXVILLE, Tenn., Nov. 14.—The tobacco interests of east Tennessee are staging a tobacco convention and show at Knoxville for November 24, and are offering \$1,500 in prizes to the growers of this section. This show will be in charge of J. H. Dean, of the Knoxville fertilizer company, and the Planters' Warehouse, Inc., and J. C. McAmis, of the University of Tennessee, both of Knoxville, and is open to all the tobacco growers in the Appalachian Valley, a section of east Tennessee, western North Carolina and southwest Virginia. It is expected that there will be over 1,000 entries.

All the manufacturers, leaf dealers and exporters that are interested in leaf tobacco are cordially invited to be present and see the results of the extension work that has been carried on in this section.

The following is a list of the prizes offered.

On Judy's Pride variety of tobacco, total premiums \$1,000, to be apportioned as follows:

Flyings, 15 per cent; first, \$52.50; second, \$37.50; third, \$22.50; fourth, \$15; fifth, \$11.25; sixth, \$7.50; seventh, \$3.75. Trash, 25 per cent; first, \$1.50; second, \$2.50; third, \$37.50; fourth \$25; fifth, \$18.75; sixth, \$12.50; seventh, \$6.25. Lugs, 30 per cent; first, \$90; second, \$5; third, \$45; fourth \$30; fifth, \$22.50; sixth, \$10; seventh, \$7.50.

Bright leaf, 20 percent; first, \$60; second, \$40; third, \$30; fourth \$20; fifth, \$15; sixth, \$10; seventh \$5.

Red Leaf, 10 per cent; first, \$35; second, \$25; third, \$15; fourth, \$10; fifth, \$7.50; sixth \$5; seventh, \$2.50.

On any variety of tobacco, total premiums, \$500, to be apportioned as follows:

Flyings, 15 per cent; first, \$45; second, \$15; third, \$6; fourth, \$4. Trash, 25 per cent; first \$75; second, \$5; third, \$15; fourth, \$10. Lugs, 30 per cent; first, \$90; second, \$30; third, \$18; fourth, \$12. Bright leaf, 20 per cent; first, \$60; second, \$20; third, \$12; fourth, \$8. Red Leaf, first, \$30; second, \$10; third, \$6; fourth, \$4.

For Inspection by Dealers and Manufacturers

Following the judging and awarding of prizes, the tobacco from each county will be placed in a section by itself and the attention of the buyers, manufacturers and the public will be called specifically to the exhibit from each county, since it is the purpose of this convention and show to advertise and acquaint the dealer and manufacturer who is interested in Burley tobacco with both the quality and quantity produced in this section.

The growers of tobacco, large and small, are requested to enter samples of tobacco in competition for the prizes given, and it is expected that most of

the leading growers in the section will be present at this show.

Tobacco of Highest Quality

While the late transplanting in this section suffered materially from the drouth, the early transplanting has produced some of the finest and highest finished quality tobacco that has ever been grown in this section, and "we hope the users of this type of tobacco will show their interest by attending this convention and show on November the 24th," says the official announcement.

Total Crop Estimated at 1,264,226 Pounds

WASHINGTON, D. C., Nov. 16.—Unusually good yield and quality are noted in practically all cigar leaf producing areas, while in most other areas the reverse is true, says the Bureau of Agriculture, commenting on the tobacco crop.

The bureau continues: "Conditions in Virginia, Kentucky, and Tennessee, in particular, have been unfavorable. In Virginia the quality is the lowest reported in several years. Kentucky is low in yield but has much

tobacco of good color, texture, and body, lacking only in size.

"The crop in that state appears to be mostly of good and low grades, with relatively little medium. The yield for the states is played at 780 pounds per acre, compared with 860, the ten-year average. Tennessee yields are lower than usual, estimated at 700 pounds for the state; the leaf is small in size, generally good in quality, though thin."

"The flue-cured crop is of good quality in North Carolina, but low in Virginia, South Carolina and Georgia. Florida growers seem well pleased with yield and quality. Improvement in the grade of leaf delivered to market in October, together with an improvement in the export demand for this type, has raised the price per pound to growers."

The department's figures for the 1925 preliminary tobacco crop show an acreage of 1,693,000 acres as compared with 1,711,000 for last year and 1,734,000 acres for the five year average 1920-1924. This is 98.9 per cent of last year's acreage and 97.6 per cent for the five year average. This year's quality is estimated at 77.3 per cent, as compared with 76.5 for last year and 82.5 per cent for a ten year average.

The tobacco total production for this year is estimated at 1,264,226,000 pounds as compared with 1,240,513,000 pounds for last year and 1,330,876,000 pounds for the five year average, 1920-1924. This year's yield per acre is estimated at 747 pounds per acre, as compared with 725 pounds for last year and a five year average of 769 pounds.—L.A.M.M.

Cleveland Trade on Last Laps of Successful Year

Dealers Preparing for Anticipated Holiday Rush—Many Have Received Yuletide Goods—Window Displays to Have More Attention—Notable Activities of a Busy Mart.

CLEVELAND, Ohio, Nov. 14.—The last lap. Only a few weeks before the rush of holiday business will be upon us. (Most certainly do we hope that it is a "rush.") A round of the local dealers shows the kind of preparedness that should be. Every dealer has put in his holiday orders. A great many have received a part of their Yuletide goods. Window displays, always more than a mere essential of a fine holiday business, will come in for more than the usual amount of attention this year. Dealers have come to the realization that window displays bear an all important part in the holiday business, especially at about the first of December, all dealers having in mind a speedy and quick disposition of their holiday goods at the earliest time. Manufacturers are distributing new and novel window tris especially adapted for their merchandise but incidentally of great assistance to the small dealer in arranging a compact and attractive window display. Several trimmings companies have but recently sprung into existence and these, too, will contribute to the general excellence of the displays. The dealer who has not the time nor the ability will find the extra cost decidedly worth while in actual dollars and cents returns for the money spent.

Boston Again

Harry Boston, genial representative of Wm. DeMuth & Company, is with us again, putting on the last big steps in the completion of his holiday business. Harry sells a lot of W. D. C. pipes here and never has failed to get a lot more than just his quota of business.

A Fine Business

Jack Sallings, of the P. Lorillard Company, head of the little cigar and consolidated window display department, is certainly to be congratulated on his successful efforts in this community. Jack has increased by many thousands the sale of LeRoy, Royal Bengal, Between the Acts, and others of the Lorillard little cigar line. Besides this, he has landed some of the very best "shots" in the city for a full line window. A fine fellow, Sallings, and a business-getter.

Scrambling Pipe Sale

The George B. Scrambling Company store at Huron road and Euclid avenue, has been featuring this week a big sale of pipes. Pipes of all kinds, sizes, shapes and prices are included in the sale and the sales results so far have more than (Continued on page 36)

Wisconsin Pool Revolt Growing

(Special Telegram to Tobacco)

EDGERTON, Wis., Nov. 16.—Pool revolt growing alarmingly; insurgents' attorney striking chord that responds with enthusiasm in northern sections; big overflowing meet at Viroqua courthouse last night, one to be held in Soldiers Grove tonight.

Insurgents rapidly forming a formidable organization. Their workers start tomorrow to gain signatures to petition to hold an election to vote upon dissolution of Pool.—BADGER.

Samuel Hartman Passes Away

HARTFORD, Conn., Nov. 16.—Samuel Hartman, of the firm of A. & S. Hartman, packers and dealers in leaf tobacco, died at his home, 737 Prospect avenue, late Friday afternoon. He was born in Austria-Hungary and was 73 years old. He came to this country when he was 17 years old and nearly all of the time since he had been engaged in the leaf tobacco business. He had lived in Hartford twenty-five years. Mr. Hartman was a pioneer in the cultivation of shade grown tobacco. His firm owned an extensive area of tobacco land and operated a large warehouse in this city, with the main office on State street. His son, Maurice Hartman, of Hartford, and his brother, Adolph Hartman, of Hartford, were associated with him in the firm. Albert Newfield is the other member of the firm.

Mr. Hartman was a member of the former public market commission. His appointment to the commission was by Mayor Joseph H. Lawler. He was one of the founders of the United Jewish Charities of Hartford, and a member of Congregation Beth Israel. He was a member of Shakespeare Lodge, F. & A. M., of New York City, and the Ungarische Verein.

Besides his son, Mr. Hartman leaves a granddaughter, Mrs. Melvin W. Title; a great-grandson, Samuel Hartman Title, both of Hartford; two brothers, Adolph Hartman, of Hartford, and Max Hartman, of New York; and two sisters, Mrs. Theresa Kohn of New York and Miss Hannah Hartman in Berlin, Germany.

The funeral services were held at his late home Sunday afternoon at 2 o'clock. Burial in Beth Israel Cemetery.

New York Salesmen Elect J. J. Ollendorf

At a largely attended meeting of the New York branch of the Tobacco Salesmen's Association last Friday evening in the Pennsylvania Hotel, Jonas J. Ollendorf was elected president to succeed Sidney J. Freeman. Mr. Ollendorf has been a member of the association for the last thirteen years, and he was previously president some six or seven years ago. He was also National Board president from 1920 to 1922, and is the cigar department manager of Park & Tilford, New York.

Other officers elected were: Jesse G.

Powell, first vice-president; Albert Freeman, second vice-president; Max Berliner, treasurer; Leo Rieders, financial secretary; Harry Block, recording secretary; Sidney S. Powell, sergeant at arms. For the board of directors, three year term: A. I. Slett, Fred J. Hillman and Sam S. Scharfstein. Delegates to the T. M. A.: Sidney J. Freeman and Samuel Fordin. Alternates: Bert Berl and David J. Keith.

Chicago Salesmen Dine And Discuss Taxes

CHICAGO, Nov. 14. — Tobacco men met and dined at the Hotel LaSalle last night when the Tobacco Salesmen's Association of America, Chicago branch, held a dinner and trade meeting that got together 164 members of the trade.

The meeting was on the tax question and drew a big crowd, including all the big local manufacturers, store owners, jobbers and salesmen.

Chairman Ralph Williams called the meeting to order, and all saluted the American flag. After telling the gathering the cause of the call, he introduced Congressman A. J. Sabath, from Chicago, who was the speaker of the evening.

Congressman Sabath explained the workings of the inner circles of Congress, and how steps should be taken to try and have the tax, now a burden to the trade, greatly reduced.

John Dolan, Jr., followed with a survey of the last twenty years of the retail game as to profits, rents, store operations, and the final ending of the individual dealer.

Nathan Elson, of Nathan Elson & Company, spoke for the cigar manufacturers, as did Julius Fernbach, of Julius Fernbach & Company, and Matthew Wenglar, of Wenglar & Mandell.

Charles Rubey, with a bright red necktie and head of P. J. Rubey & Company, spoke for the jobbers, along with Louis Newman, of Louis Newman & Company.

Mr. Fisher passed a few remarks for the cigar box manufacturers, and Joseph Loeser, known to all the trade, spoke on what all the trade journals are doing to help the cause and better conditions. Loeser was widely cheered for the efforts he has undertaken in behalf of the cigar trade.

An invited visitor was George Panages, of the Cavalla Tobacco Company, Milwaukee. Among the prominent people connected with the trade who were seated at the banquet table were: Harry Schermerhorn, George Huckett, Herman Reises, Clark Cutler, Harry L. Harris, Arthur Simpson, Carl Paulson, Louis Newman, Ed Pritchett, Otto Schaeffer, Bill Campbell, Ben Clark, Paul Silverstorf, Barney Barron, Ben Rosenthal, Mr. Holmes, Mr. Hesser of Hesser Brothers, and J. Pines, of J. Pines & Sons.

The meeting broke up a little after midnight with everybody in the mood that they are now going to fight and create a lot of noise, so that Washington will enact the plea to reduce the burden they now carry.—H. L. H.

J. M. Dixon Buys \$200,000 Plot for Improvement

AMITYVILLE, L. I., Nov. 16.—What were formerly the Sumner estate and Ketcham farm here, comprising 153 acres on the Merrick road, and running north to Oak street, have been sold to James M. Dixon, retired president of the Tobacco Products Corporation, New York, for approximately \$200,000. Mr. Dixon will immediately begin the construction of many homes on this old property, which dates back to a one line ownership since Colonial days.

Big Man Takes Over A Bigger Job

ATLANTA, Ga., Nov. 14.—One of the biggest men in this city is C. B. Carethers, who weighs 325 pounds. He has been retail salesman for the cigar stand in the Citizens and Southern building, but he is to accept a better sales position, it is understood, with the jobbing house of George U. Steffner.

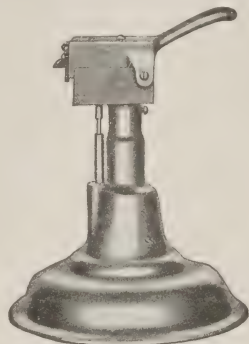
Rise and Progress of the S. E. Guinn Mfg. Co.

JOHNSON CITY, Tenn., Nov. 15.—A recent special prosperity and progress edition of the Knoxville Sentinel published a short story regarding the rise and progress of the S. Guinn Manufacturing Company of this city. While the story was short, it was long enough to contain some of the salient features of the business conducted by this progressive company. And in the midst of the printed short story was a "long face," being the photograph of Samuel E. Guinn himself. His physiognomy was elongated with a happy laugh, such as only a successful man can enjoy.

But hear what the Sentinel had to say:

"Born and bred at Jonesboro, and starting business in Cincinnati in a little plant no larger than a room 10x15, S. E. Guinn has risen until he now has a product with a world wide market before it and a plant at Johnson City large enough to produce enough of the cigar lighters that he manufactures to sell throughout the United States and other parts of the world.

The lighters are also made in decorative shapes, but of course the cost increases as the design is enlarged. A complete electric lamp, with lighter, ash tray



Guinco Bell Cigar Lighter for Cigar Stand

and butt holder is also manufactured. It is very attractive in form, but makes an ideal reading lamp for the tired man who comes home from work, and settles down after supper to his afternoon paper. Here are the various products as produced by this company: Smoking stands, counter cigar lighters, paper weight cigar lighters, gas range lighters, water heater lighters, Nomug shaving brush combination ink stand and desk set with lighter, automatic ink well, auto ash receiver, desk set with electric lamp, and bronze novelties of all kinds. The plant in reality is equipped to make anything that can be made of bronze or brass. Artisans in the use of hot metal were brought here from Cincinnati and they are capable of making anything, even auto emblems to be used on cars for the advertising of the home city of the car.

Officers of the company are S. E. Guinn, president; E. J. Wagner, vice-president; E. J. Wagner, vice-president; Mrs. V. B. Guinn, secretary-treasurer. B. F. Brewer is general manager. Mr. Brewer was for twelve years industrial agent for C C & O railroad.

The company built a huge lighter for the Cincinnati Business Men's Club. After two years' use the lighter is in perfect condition. The lighters are patented and fully guaranteed so give satisfaction.

Amazingly energetic and enthusiastic in all of his efforts, Mr. Guinn worked on the forty-seven patents that he now holds during the twenty years that he was on the road for the Jewel cooking store. He commanded a high salary all of this time, and brought fine results home for his firm. He never ceased, however, in his efforts in working out designs for the lighters that he intended some day to manufacture and put on the market, and on the plans that he hoped to materialize in marketing the product. After he had accumulated con-

siderable capital from his salary as district salesman, or manager, he plunged out for himself, organizing in the state of New York, and starting business there at first. He soon saw the disadvantages there and went to Cincinnati, where designers were easily available. He soon outgrew his quarters there, and seeing that a new building must soon be provided, he decided that he would come back home, and build his plant in his home county, and his new home city. Johnson City, where he had headquarters while he was on the road. The company was organized in April, and has some of the best business men in Johnson and Knoxville connected with it.

Small Tax Reduction Better Than None

In a statement issued by Managing Director Charles Dushkind of the T. M. A., he said that although it is to be regretted that the Ways and Means Committee has failed to grant all the relief justly demanded by the industry, it is, nevertheless, gratifying to note that the reductions granted, inadequate though they are, have been fixed by the unanimous vote of the Committee Members of both the Republican and Democratic parties, which means that there will practically be no opposition to these provisions in the House.

In due time, declared Mr. Dushkind, a conference of the cigar manufacturers' committee will again be called for the purpose of determining upon further action when the bill reaches the Senate Finance Committee.

Mr. Dushkind also stated that according to all probability the revenue bill is not likely to pass in the House before the end of December when it will go to the Senate where it will probably take two months or more before it will be passed, so that it is hardly probable that any tax reduction will be in effect before March.

At the same time, Mr. Dushkind again directed attention to the fact that in 1883 as well as in 1890 and in 1901 when tax reduction bills were passed, provision was made for rebates covering the differentials for stock on hand, and it would seem, therefore, said Mr. Dushkind, that it is safe to assume that a similar provision will be made in connection with the present tax reduction legislation.

Tobacco Table Dance November 28

In the well attended throng at the Tuesday Tobacco Table this week at the Hotel McAlpin, New York, a new face was noted in the person of Don Francisco Linares, recently appointed agent of the Porto Rican Tobacco Guarantee Agency. He spoke upon the Porto Rican trade situation briefly, and was followed by Dudley Freeman, brother of the famous Joe. His subject was "How To Sell 250,000 Cigars In A Bunch."

S. M. Jackson-Jacobs brought up the subject of the Salvation Army's campaign against tobacco. Another prominent tobacco man present was Mr. Hargraff, of Hargraff & Sons, Chicago. After a most enjoyable luncheon the members and guests were notified that Fred Miller, at the Astor Hotel cigar stand, will have the tickets for the Tobacco Table dance to be held Saturday evening, November 28.

Cuban Exposition Opens in New York

At the Hotel Pennsylvania, New York, last Monday night the Cuban Exposition was officially opened by President Machado, of Cuba. Most of the exhibits have to do with products and firms doing an extensive business with the Cuban people. In the cigar line Faber, Coe & Gregg show their importations of cigars in handsome packings. In the Cuban Government space there was a large case showing many sizes of cigars made by a prisoner during his incarceration. Attendance at the show was quite good, and the displays made considerable impressions upon the Americans who attended it.

An Honest to Goodness "Princess America"

"Princess America," Alice Garry, Indian maiden of the Coeur d'Alene tribe of Idaho, and winner of the title Princess America in a beauty contest of Indian girls at the recent National Indian Congress, is to be the Queen of National Tobacco Week, January 25 to 30, according to announcement from the McAlpin Hotel headquarters of the National Tobacco Week Committee.

Alice Garry is a great granddaughter of the famous Chief Garry, and it is considered by the committee that the most beautiful Indian girl should be the logical Queen of Tobacco in view of the inauguration of American tobacco cultivation by the Indians of this continent centuries ago.

"Miss America," then Ruth Malcomson of Philadelphia, was the reigning belle of National Tobacco Week last year, and was in daily attendance at the National Tobacco Industries Exposition held each year to commemorate National Tobacco Week and be open this January 25 to 30 at the Grand Central Palace, New York City, presenting a demonstration of tobacco cultivation, marketing and manufacturing of tobacco and tobacco products.

"Princess America" will have to share her honors at the Toxacco Exposition with another American beauty, it is also announced, as the Connecticut Valley Tobacco Growers Association will conduct a beauty contest throughout the Connecticut Valley in Connecticut, Massachusetts and Vermont. The winner of this contest will be brought to the Tobacco Exposition as "Miss Connecticut Valley."

A Timely Slogan

"Step on It!" will be an important slogan of the Tobacco Industries Exposition with a new meaning, not as applied to the automobile and speed. "Step on It!" will be a slogan to materially reduce the carelessness of smokers in throwing away lighted butts and contributing to the fire loss.

The National Board of Fire Underwriters have been invited by Harry A. Cochrane, general manager of the Tobacco Industries Exposition, to co-operate in this campaign to reduce carelessness of smokers and reduce the fire losses from this cause, prompted by absent mindedness rather than intent.

A special educational exhibit for the "Step on It!" slogan and campaign will be maintained at the tobacco Industries Exposition at the Grand Central Palace, New York, during National Tobacco Week, January 25 to 30.

The Tobacco Industries Exposition shows a most satisfactory development and increase over its predecessors and still offers indication of being larger and more comprehensive before its opening January 25.

Carlos Pujol, Cuban tobacco commissioner for the Tobacco Industries Exposition, is now in Havana, with headquarters at the Rotary Club and working daily with a special committee for the Exposition of the Union of Havana Tobacco Manufacturers.

C. A. Bond, Commissioner for the Philippine Government Exhibit in the Tobacco Industries Exposition report a greatly improved and better exhibit for the coming exposition that has been made in past exhibitions.

Dr. Horace F. Grant, president of the National Order of Pipe Smokers, is also Commissioner for the State of Georgia for the Tobacco Industries Exposition.

Asa Lemlein, business manager of the Tobacco Exposition, is here, there everywhere in the local trade and say it will be easier to make a list of who is not in the exposition than a list of those who will exhibit.

The publicity department of the Tobacco Industries Exposition has been broadened in scope with A. D. Storey, as usual, in charge of it. The motion picture department, with its showing of pictures for exhibitors, will be a part of this exhibition.

Cash Awards End Bayuk Contest

The curtain has rung down on one of the most interesting prize contests ever conducted by an American cigar manufacturer—the Bayuk Cash Prize Contest for cigar dealers and clerks. Inaugurated June 15, this contest received a most enthusiastic response from all over the country.

The conditions of the contest were exceedingly simple. All any cigar dealer clerk had to do was write a letter, brief and to the point, telling of the selling use he had made of the Bayuk "It's Ripe Tobacco" idea and enter it in the national advertising campaign in the Saturday Evening Post and Elks' Magazine, with particular application to the Bayuk Cigars, use of "Ripe Tobacco" Posters, selling talks and stunts.

Remarkable returns were received from the quality of the letters and the number of contestants participating. High powered selling ideas and sales suggestions, surprisingly novel, demonstrated the creative ability of these dealer and clerks.

The judges were J. M. Harding, of the Saturday Evening Post, Carl Wertheim, of Tobacco Leaf; Edward H. Davis, of the U. S. Tobacco Journal, and H. A. Lebar, of Sherman & Lebar, Inc. Advertising—men thoroughly versant with cigar advertising.

The first three prize winners are as follows: First prize, \$100, Harold Bekhouse, Claremore, Okla.; second prize, \$50, Mrs. R. E. Brice, 51 Clark street, Brooklyn, N. Y.; third prize, \$25, Michael Rubino, 150 North Main street, Port Chester, N. Y.

Next twenty prizes, \$5 each: E. J. Andenhall, West field, Ind.; I. Schneider, 335 Lenox avenue, New York, N. Y.; Peter M. Macey, 76 Clinton street, Elmhurst, N. Y.; Geo. E. Zeiger, Eighth and Magnolia avenue, Long Beach, Cal.; Frantz Clark, 4309 South Cent ave., Los Angeles, Cal.; Homer E. Vmer, 5923 South Normandie, corner 5th Place, Los Angeles, Cal.; Chas. Schneider, 134 East 48th street, New York, N. Y.; Mabel Roth, care H. A. Wood's drug store, Seventh and Main streets, Evansville, Ind.; Herbert McKie, Harvel, Ill.; A. Schwartz, 346 Sninner avenue, Brooklyn, N. Y.; M. Eher, 16-20 Jamaica avenue, Jamaica, L. I.; August F. Schliecker, care City Drug Store, Claremore, Okla.; Ransom Burkue, 1012 North Washington, Enid, Okla.; Marcus J. Dragoye, Moneta avenue at 54th street, Los Angeles, Cal.; M. M. Kolb, 42 Knickerbocker avenue, Brooklyn, N. Y.; Frank Borgelt, care Grinn's Corner, 1084 Dorset street, Toledo, Ohio; Ruth Malone, American Cigar Stand, American National Bank Building, Enid, Okla.; Francis E. Gallagher, 2004 Market street, Wilmington, Del.; S. M. Lieman, Kirby Building, Dallas, Texas; Simon Turner, 622 West Erie avenue, Philadelphia, Pa.

Honorable mention awards of \$1 each were distributed to 178 other contestants.

Durlach Bros. Report Porto Rican Sales

Cigar manufacturers are arriving in New York leaf market every day in their search for favorable tobaccos, particularly fine Porto Rican leaf. This is evidenced at the offices of Durlach Brothers, 181 Water street, where sales of attractive tobaccos from the island have been numerous for the past several weeks. Cigar production is increasing, they say, and its Porto Rican tobacco which is aiding the progressive manufacturer to obtain this increased trade.

Strouse & Holzman Moving Lots of Shade Grown

At the offices of Strouse & Holzman, Water street, New York, attention is called to the demand for shade grown tobaccos. Connecticut is coming into the recent favor again, and Porto Rican leaf is in exceptional demand. Business in general is very good, it is said.

Jobbers' and Retailers' Department

Conducted by "THE SMOKER"

More New Accounts For Roesch Brothers

POTTSTOWN, Pa., Nov. 16.—Many new accounts are being opened by Roesch Brothers, of this city, manufacturers of El Prosoito and Betsy Ross cigars. W. K. Gresh, 2nd, a member of the firm, says the local factory is rushed with present orders, and that the Betsy Ross, particularly, is very popular in the rapidly developing five-cent class.

El Prosoito is a shade wrapped brand retailing from ten cents to three for a half. Fred S. Roesch, head of the concern, is now at the Littlestown plant, trying to hurry production. It is possible that his efforts will enable the firm to ship the holiday supplies at once, and the regular business of the house will not be seriously interfered with because of this remarkable development of trade.

Jacobson Features His Private Brand

At the handsome cigar stand of Louis Jacobson, in the building 60 Wall street, New York, every type and style of cigar, cigarette, and tobacco brand is carried, but the strong play of the staff is upon Mr. Jacobson's private brand of cigars, under his own name and title. All along the corridor the display is attractively arranged and well lighted.

New Primadora Sign Attracts Large Crowd

In front of the premises 731 Broadway, New York, one day last week, three men were exerting every bit of their strength to erect a heavy glass electric sign. It was very large and beautifully made. But the men and the sign attracted a large throng, including the cop on the beat, who were all fearful that the work of art would crash to the ground. Its rope tackle seemed too light for the job, and the two swaying ladders obstructed the work. Nevertheless, the sign was eventually placed in position over the door of the store, and the cop and the crowd walked away with the impression upon their minds that Max Schwartz certainly believes in costly advertising for his La Primadora cigar.

Holiday Imported Cigars Received by Schwartz

NEWARK, N. J., Nov. 18.—Twelve cases of imported Cuban cigars were received here this week by Schwartz & Son for the early holiday trade. Henry Clay and Bock & Company's line is sold here by the Schwartz concern, and the advance bookings upon this line have been very large.

New Missouri Distributors For Cyrilla Cigars

ST. LOUIS, Mo., Nov. 14.—Eight sizes of the Cyrilla cigar, made by Julius Fernbach & Company, Chicago, have been taken on here by the Stickney-Hoelscher Cigar Company. Exclusive control will be given for the surrounding territory, and a satisfactory distribution is guaranteed.

Latest El Dallo Junior Goes to Louisville

LOUISVILLE, Ky., Nov. 14.—In the country-wide distribution of the latest El Dallo junior size, selling for five cents, the local sales will be in charge of the Robinson-Pettet Company, Mr. H. C. Jackson, of the firm, has said. This brand is made by Wertheimer Brothers, of Baltimore. Another big feature of the Robinson-Pettet trade is the San Felice and El Verto business of the Deisel-Wemmer Company, Lima, Ohio.

Louisville Jobbers Building Business for Roi-Tans

LOUISVILLE, Ky., Nov. 14.—All the work here for the Roi-Tan cigar is in the hands of J. B. Moos Company, Inc., 518 West Main street. In association with the manufacturers of the Roi-Tan, the American Cigar Company, New York, considerable newspaper and display space has been arranged, and the success of the cigar in the local market is assured.

Barbee-Hayes Selected for Henry the Fourth

GREENSBORO, N. C., Nov. 14.—In large and conspicuous space in the papers of this vicinity, the Barbee-Hayes Company proudly announces it has been selected as distributors for Henry the Fourth cigars, made by the Preferred Tobacco Company, New York. Barbee-Hayes call attention to the fact that the cigar has been on the market for nearly thirty-three years, but that it is a new brand for this section of the south. Four sizes are mentioned in the current copy—ten cents, two for a quarter, fifteen cents and three for a half. Attention is called to the location of the factory in the favorable Tampa district.

Wasserman To Move

After many years occupancy of the present jobbing quarters on Chambers street, B. Wasserman Company are to move to 83 Chambers and 65 Reade streets about the first of the year. These new premises run through, from street to street, and they are almost twice as large as the space used now. This will be appreciated by the firm on account of the tremendously increased patronage upon the brands they distribute, including the widely sold Optimo of A. Santarella & Company.

Atlanta Jobbers Occupy New Location

ATLANTA, Ga., Nov. 14.—Moving from the former location on Marietta street, this city, the J. B. Withers Cigar Company is now in the new Walton street building. They have a wonderful humidor, and handsome office on the mezzanine floor. In the humidor are such standard brands as El Producto, Robert Burns, White Owl, and Ha-A-Tampa, for all of which the firm is local distributor.

Illinois Cigar Firm Reorganized

CANTON, Ill., Nov. 14.—D. W. Barrick is the new president, and Floyd Preston the secretary-treasurer of the reorganized Beam-Dean Cigar Company, of this city. All the Beam interests were absorbed by the new management, who will now continue the business under the same name, and they will endeavor to greatly enlarge the present trade.

Wichita Jobbers Now in New Quarters

WICHITA, Kans., Nov. 14.—With the recent removal of the Rothenberg & Schloss Cigar Company from the Biting Building at Market and Douglas streets, more space is provided for both customers and shipping. Manager Frank Newberry said the current business demanded a change, as it has grown tremendously.

Muriel in Oklahoma

OKLAHOMA CITY, Okla., Nov. 12.—Distribution of the P. Lorillard Company's Muriel cigar is in the hands of

the Alexander Drug Company, of this city. They report the prevailing trade upon this brand to be the best they ever had.

Roi-Tans With Schneider

MILWAUKEE, Wis., Nov. 14.—Lively distribution of the American Cigar Company's Roi-Tan brand is reported here by the Schneider Tobacco Company. J. J. Harris has been cooperating in this territory with the local jobbers.

Two Brands Added to Gans Cigar Stock

LOUISVILLE, Ky., Nov. 14.—With the recent additions of the La Fendrich, of H. Fendrich, Inc., Evansville, Ind., and the Cuesta-Rey, of Cuesta-Rey & Company, Tampa, the Al Gans Cigar & Tobacco Company, of this city, is now in control of two very lively offerings. Retailers are supporting the Gans salesmen, in their efforts upon these lines, very handsomely indeed.

Another Passaic Store

PASSAIC, N. J., Nov. 16.—Besides the new location of the Bert Welling cigar store on Garden street, this city, Mr. Welling is operating a very successful main store on Bloomfield avenue.

Edmund Dearsteyne in Gotham

ALBANY, N. Y., Nov. 16.—For both business and pleasure, Edmund C. Dearsteyne, of the Dearsteyne Brothers Tobacco Company, this city, has been to New York for a short time. He reports business here as very good, especially upon the various leading lines of cigars now distributed over this territory by more than twenty salesmen.

Southern Jobber Goes Home

ATLANTA, Ga., Nov. 14.—Calling at Philadelphia and New York, Samuel Hirsh is now back at the offices of the J. N. Hirsh Tobacco Company, of this city, after a brief trip. He made arrangements for additional supplies of La Pallas from the Congress Cigar Company while he was in the Centennial City.

Pinney Increasing Trade of New Haven Jobbers

NEW HAVEN, Conn., Nov. 16.—Since Henry J. Pinney, treasurer of the H. E. Shaw Company, Worcester, Mass., took over the local business of the New Haven Tobacco Company, this old house, established in 1903, is now doing the largest jobbing business in the state of Connecticut, it is said.

Porto Rican Leaf Man Going to Europe

Before sailing for Spain and the Continent, Angel Rodriguez, the Porto Rican grower and packer, said he would see what New York has to offer in business and pleasure.

Amsterdam Broker Comes To New York

Looking over the leaf situation in America is L. Roselaar, of G. Harkema, Amsterdam, Holland. He will be here some time.

James Willing Goes to Montreal

After a few days at the New York office, James Willing, of James Willing, Inc., went to his home in Montreal, Canada.

**PRINCE
ALBERT**

—no other tobacco is like it!

After all
nothing satisfies like
a good cigar



H. DUYS & CO., Inc.

**142 WATER STREET
NEW YORK**

American Headquarters For Sumatra and Java

Winston-Salem Sales Run Heavy

WINSTON-SALEM, N. C., Nov. 14.—The sale of tobacco thus far this season has exceeded the most sanguine expectations of everybody connected with the warehouse business and other tobacco interests in this city. Before the opening of the market no one, on account of the anticipated small crop, produced in this section, expected to see the market sell during its season of seven months much over 30,000,000 pounds; but now that it has been running only six weeks, over fifteen and one half million pounds of leaf has been sold.

The week just closed has been a "hummer," the average sales each day being 50,863 pounds. Not a minute of the working day was wasted by any of the warehousemen, or by any of the buyers. If ever any market could feed five sets of buyers, Winston held them the past week.

With any kind of a large crop next year it will probably have five sets and during its season sixty or seventy million pounds, as it is the logical market for the old and central belts of the right leaf district of North Carolina and Virginia.

During the past week the sales were exceedingly satisfactory to the patrons of the market, and Winston has drawn to this year more tobacco from a distance than it has drawn in five or six years. The good news of the prices being paid here did the work.

Winston's average for the whole season has been \$19.18. Its sales for the whole season, 15,645,734 pounds, have brought the farmers \$2,999,936.25.

The Virginia official report shows that during the month of October, the 12 right leaf markets of that state, namely Basille, Brookneal, Chase City, Clarksville, Kenbridge, Lawrenceville, Martinsville, Petersburg, Rocky Mount, South Boston, South Hill and Virginina, sold, all combined, a total of 11,329,919 pounds, counting re-sale tobacco, shipped tobacco and everything else.

The Winston-Salem alone sold during the same period 8,871,022 pounds, or 77.24 per cent of what the combined right leaf markets of Virginia sold. Not only that, but the average price per pound paid by all of the Virginia marketmen was \$15.77 per hundred pounds, while Winston-Salem's average was \$18.90, which was \$3.19 per hundred pounds more than the average of the state enumerated. These figures are for themselves.

During the week just ended, Winston's sales were 3,754,314 pounds. Its average was \$19.71. Many individual averages were made ranging from \$50 to \$60. The market remained strong and active during the whole week and the indication is that it will be as good the coming week with the sales equally as heavy.

Julius Blum Going to Cuba Next Month

ST. LOUIS, Mo., Nov. 14.—Heinie Bauer, star center fielder for the Cardinals, of this city, has joined the local elite force of the Mid-West Cigar Company. Heinie is known off the diamond as Clarence F. Mueller, and he will no longer make good as a missionary for the cigar as he has done in baseball.

Julius Blum Going to Cuba Next Month

"I will probably sail to Havana early next month," remarked Julius Blum, of the Natural Bloom Factory, 100 First Street, New York. "It is to be a companion trip of business and pleasure?"

Making a Center Rush

PETERSBURG, Va., Nov. 14.—W. G. Taylor, operating under title of the Globe Cigar Store, in this city, has increased his capital from \$250 to \$5,000.

PANA, Ill., Nov. 14.—John A. Endris has moved his cigar factory here from the Gilbert Large building on Second street to 6 Main street.

COATESVILLE, Pa., Nov. 16.—Abraham Endy will remodel his present cigar and confectionery store at First avenue and Chestnut street. He is in the market for fixtures and equipment, and desires to get quotations from manufacturers.

MEMPHIS, Tenn., Nov. 14.—McGowan & Erwin, 47 North Third street, this city are reported to have filed a voluntary petition in bankruptcy for their retail cigar and confectionery business. Liabilities of \$5,497.28 and assets of \$1,025 were listed.

Buckingham Humidors will open a modern cigar store at 105 West Fifty-Seventh street, New York very shortly.

GREENSBORO, N. C., Nov. 14.—A. T. Smith has purchased the complete stock of the Grissom Drug Company, of this city, from the former directors of the corporation, W. L. Jenkins, A. W.

**If you'd like part of the Trade as your Goal
Just go out and "Kick" real Hard for the Whole**

Harden, and G. A. Flint. This company does a large cigar and drug business here, and was known, up to a year ago, as the H. A. Grissom Estate. All the former directors will continue with the business under the management of Dr. Smith.

PHILADELPHIA, Pa., Nov. 16.—Ben's Cigar Store has opened in this city at 1405 North Fifty-Second street.

Strumpf & Lipman, 204 West Forty-Eighth street, New York, have filed a reported voluntary petition in bankruptcy on their stock of cigars, with liabilities of \$4,905 and assets of \$400. Harry Strumpf and Harry Lipman are the petitioners.

DETROIT, Mich., Nov. 14.—United Cigar store, at 52 South Clark street, this city, was damaged by fire last week with a loss of \$5,000. This fire also damaged the Triangle restaurant, large handlers of cigars at 104 West Monroe street, where a bomb was dropped several weeks ago.

WILMINGTON, Del., Nov. 16.—Russia-China Tobacco Manufacturing Company has been incorporated under the laws of Delaware, to grow and sell tobacco in all forms. Capital stock, \$250,000. T. L. Croteau, A. L. Miller and Alfred Jervis, of this city, are the incorporators. Corporation Trust Company is the trustee.

ROCHESTER, N. Y., Nov. 16.—Richard Attridge, operating a cigar store in this

city at 27-29 Stone street, had his stock damaged by fire last week.

NEW ROCHELLE, N. Y., Nov. 16.—Morris Kalmanor, Inc., operating the Golden Drug Store, Inc., recently opened a cigar and drug business here at 60 North avenue.

BROOKLYN, N. Y., Nov. 16.—William Rogers, operating as the W. R. Cigar Company, Inc., 189 Ross street, has increased the capital stock for his cigar and stationery business, from \$20,000, and will now do business in Manhattan. A. A. Berg, 110 William street, New York, is the attorney.

DOVER, Del., Nov. 14.—National Tourist Home has been incorporated in this state with a capital of \$1,000,000, to deal in tobacco products of all kinds.

HAGERSTOWN, Md., Nov. 14.—Cleo Depos is to open a cigar and lunch room here, at 15 South Jonathan street, in about three weeks.

LOWELL, Mass., Nov. 14.—James J. Gallagher's cigar and confectionery store in the Opera House Block, this city, was entirely destroyed by fire last week, with a loss estimated at \$8,000 on stock and fixtures. Mr. Gallagher will

resume business, and his present address is 168 Cumberland Road.

BRUNSWICK, Ga., Nov. 14.—Wood's News & Novelty Company, 1321 New-castle street, this city, recently opened a cigar and novelty store.

BROOKLYN, N. Y., Nov. 16.—Yudell's Cigar and Stationery Store, 1201 Eighteenth avenue, is to open very soon.

PLEASANTVILLE, N. Y., Nov. 16.—Raymond M. Morris, proprietor of the Sanitary Delicatessen Store, Washington avenue, purchased the business from John Jessel, and will continue to sell cigars and foodstuffs.

BROOKLYN, N. Y., Nov. 16.—Louis Barnett, 5311 New Utrecht avenue, this city, suffered a loss by fire last week to his cigar and stationery stock.

SUMMIT, N. J., Nov. 16.—William J. Dynan, president of the City Cigar Company, has opened a cigar and confectionery store here on the corner of Beechwood Road and Union Place.

Kaffenburg in Gotham
Just for a change Carl Kaenburgh, of I. Kaffenburg & Sons, arrived in New York last week.

Louis Kramer in Walkertown
From Philadelphia, and the offices of Bayuk Cigars, Inc., last week, came Louis Kramer to New York.

Fleischman Increases Villazon Trade

In his energetic and friendly manner I. M. Fleischman has built up a steadily increasing business for Villazon & Company, of Tampa, Florida. He has sold more cigars the past month than in many previous weeks, and his high mark will not be reached, he says, until 1925 is all over. Next year promises to be even a better period for his Tampa made goods, and Fleischman is preparing now to have his factory take care of the enlarged trade.

Roxboro Average \$14

ROXBORO, N. C., Nov. 14.—Total tobacco sales for official week ending Nov. 13, 397,764 pounds; average price \$14 per 100 pounds. Sold to date of 1925 crop, 1,298,325 pounds; average price per 100 pounds, \$12.50. Sold to same time last year, 1,296,585 pounds; average price per 100 pounds \$24.50.

All desirable tobacco's high Breaks have been heavier this week than last, but there has not been any improvement in the quality.—Geo. W. WALKER, Secretary.

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except in countries with the silver standard, where parity fluctuates with the price of silver.

Closing Rates Monday

STERLING—Par \$4.86½ per sovereign.	
Demand..4.84¾	Cables 4.84¾
FRANCE—Par 19.3 cents per franc.	
Demand..4.01½	Cables 4.02
ITALY—Par 19.3 cents per lira.	
Demand..4.00¾	Cables 4.00¾
BELGIUM—Par 19.3 cents per franc.	
Demand..4.53	Cables 4.53½
GERMANY—Par 23.8 cents per mark.	
Demand..23.81	Cables 23.81
AUSTRIA—Par 14.07 cents per schilling.	
Demand..14.125	Cables 14.125
DENMARK—Par 26.8 cents per krone.	
Demand..24.90	Cables 24.92
GREECE—Par 19.3 cents per drachma.	
Demand..1.35¾	Cables 1.35¾
HOLLAND—Par 40.2 cents per florin.	
Demand..40.22	Cables 40.24
HUNGARY—Par 20.3 cents per crown.	
Demand..0.014¾	Cables 0.014¾
NORWAY—Par 26.8 cents per krone.	
Demand..20.45	Cables 20.47
SPAIN—Par 19.3 cents per peseta.	
Demand..14.25¾	Cables 14.26¾
SWEDEN—Par 26.8 cents per krona.	
Demand..26.74	Cables 26.76
SWITZERLAND—Par 19.3 cents per franc.	
Demand..19.27½	Cables 19.28½
CHINA—Cents per silver dollar for Hongkong; per tael for Shanghai and Peking.	
HONGKONG—	
Demand..58.00	Cables 58.12
PEKING—Demand..80.50	
SHANGHAI—	
Demand..75.38	Cables 75.50
PHILIPPINE ISLANDS—Manila; Par 50 cents per silver peso.	
Demand..50.00 50.00 50.00 50.25	
Cables..50.25 50.25 50.25 50.25	
JAPAN—Par 49.8 cents per yen.	
Demand..42.25 41.94 42.00 38.50	
Cables..42.375 42.06 42.125 38.63	
ARGENTINA—Par 42.44 cents per Argentine paper dollar.	
Demand..41.68	Cables 41.81
BRAZIL—Par 32.45 cents per paper mil-reis.	
Demand..14.63	Cables 14.68

GALLAHER'S TOBACCO

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S. Agents

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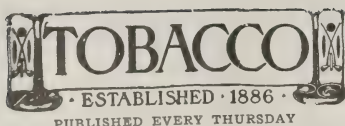
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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, NOV. 19, 1925

Coming Events

TUESDAY.—Tobacco Table meets at luncheon each Tuesday at the Hotel McAlpin, 34th street and Broadway, New York. New and interesting special features every week. Transients cordially invited.

DECEMBER 11.—Next regular monthly meeting of the Tobacco Salesmen's Association, New York Branch, takes place Friday, December 11, at Hotel Pennsylvania, 7th avenue and 32nd and 33rd streets, New York. There is always something doing when tobacco salesmen get together. See them in action. Better than a circus!

DECEMBER 28 and 29.—National Board of Tobacco Salesmen's Associations to meet in annual convention December 28 and 29 at the Hotel Pennsylvania in New York. Salesmen representing every branch of the tobacco and allied industries are cordially invited to attend these important sessions.

JANUARY 25 to 30.—The Tobacco and Allied Industries Exposition, January 25 to 30, inclusive, 1926; Grand Central Palace, New York City, under auspices of the Allied Tobacco Exhibitors' Association, whose executive offices are in the Hotel McAlpin, suite 334, New York. Telephone, Pennsylvania 5700, extensions 332-334-336. Call or write, Harry A. Cochrane, managing director; Asa Lemlein, business manager; S. W. Levine, president. Get busy, and arrange to feature your products where they may be seen and inspected by many thousands of potential buyers. Do your part. Help to show the world the vast importance of the tobacco and allied industries.

Splitting Hairs

Profits, today, are difficult. They are difficult to obtain in the average business because of that ogre, Competition!

Unless a man in business has an article of commerce which he absolutely controls in production and in price, he is a possible victim of competition.

All business men recognize this. Yet, as a rule, they ignore it. They go right on, day after day, following the usual course of least resistance—cut prices!

No matter what the field may be—perhaps it is your field, tobacco. Perhaps you are a planter, a broker, a manufacturer, a wholesaler, a retailer. Perhaps you are protected, more or less, by price agreements. Perhaps you are not.

If you are not, you know the consequences. You know what hair line profits mean. You know what splitting of these hairs mean.

And the folly of it all is the destruction of trade! Tobacco men everywhere all admit it. They deplore it. They hold the palms of their

hands upward helplessly—for what can they do?

They can do this: They can organize. They can weld their present organizations to an even firmer basis of control. Appeals of this sort have recently come to TOBACCO from many sources.

Jobbers demand them. Retailers require them. All over the nation our correspondents have written about the activities in their communities for such control.

But there they stop. Initiative appears to be lacking. No genius of command arises to lead the trade to better profits, better conditions all around.

They all say the same thing: "This hair splitting must stop!" But no one offers to make it stop! Everyone is too busy, too much occupied with personal trouble. There is very little sacrifice of convenience, of time, of effort.

Every one looks to every one. It is an endless circle. It is a game of tag, you're it! It is ridiculous, it is regrettable.

And if hair splitting is ever to come to a pause, a halt, in the tobacco business, it must come now! If we wait much longer there will be very few men in the trade to make an organization. For they will enter some business where hair profits are not bobbed-hair profits!

Star Salesmen

What makes a salesman a star? Is it the same thing which makes a star actor—observation, work? Or is it simply luck, sheer luck, in the opportunity of birth and personality?

Some one once asked an astronomer the same question—about how a great astronomer became great. "Oh," said he, instantly, "this man was a wonderful astronomer because he studied stars!"

And right there is the reply to the frequently asked star salesman query—star study, observation, perseverance, all go to make star salesmen.

This is just as true in the tobacco trades as it is in any other line. It is more so, perhaps, in certain branches of selling in the tobacco industry, because the competition is so acutely keen.

Salesmen who plug, salesmen who faithfully perform their daily duties, are scarce. In the tobacco business as in every other line, salesmen are merely human.

They become discouraged. After call upon call to clients who give little or no consideration to a salesman, even the best man in the business becomes super-saturated with his job. He's ready to quit.

At such a time it is wise to quit—temporarily. When the day starts off with a good run of business any man can continue on, no matter what the succeeding trade may be.

But when it opens up with several rebuffs, with no orders up to noon, a man feels almost as blue as indigo. And if this condition continues through the afternoon of the same day, the salesman is apt to start the next day with a furtive suspicion he is getting more than his share of poor luck.

This is more so in some lines than others, of course. In some departments of the trade one or two orders weekly are considered fair volume when the amounts are satisfactory. But in most selling effort a daily percentage of success is anticipated and demanded.

It is upon the salesmen who expect these daily results, then, that the wet blanket of failure falls heaviest. They simply cannot stand repeated negations of the buyers. They must do business!

Loss of trade may not be their individual fault. It may be entirely, or partially, due to general business depression. Or to the lack of the necessary house support in advertising, in management.

Yet the average salesman is called upon to overcome these natural, or unnatural, difficulties—and get the order!

With the desirable goods and distribution, in-

cluding all the necessities of the tobacco trade, however, a salesman is immediately found guilty of failure if he does not maintain an ever expanding sales record in fairly progressive and prosperous territories and times.

Sales managers have their own records, their own reputations, to sustain. They will not be bothered with incompetent salesmen. They will not be pestered with salesmen who do not support their chart sheets, their ever climbing waves of more and more orders!

And they tell their men so! By word of mouth and by letter and wire they urge their men on to the ever increasing action for new orders of larger amount!

This is all very well. It is the recognized and the only accepted method of American merchandising. Salesmen—good salesmen—endeavor to carry it out to the letter.

Yet, from time to time, there come those few days. Try as they may they cannot sell the goods! It is then, right there, that a salesman proves himself!

Any man can take orders. It is simple. It is when those terrible slumps in trade occur that star salesman proves himself.

He does not get excited. He does not worry. He thinks! He outlines his campaign like a general he is! He fits his loose ends of business to the possibilities of his customers' desires. He takes each name on his list as an individual opportunity of sale, with a personal equanimity to meet—and beat!

But he may take a half a day—or an entire day—off to do this. He needs time to think and plan. It cannot be accomplished in the judgment of a few minutes between calls. It requires study, close observation, work!

And that's what makes the star salesman! Other salesmen may be able to meet ordinary favorable conditions and get ordinary business. But if the salesman who plans ahead, who actually develops his selling ideas to groove to the probabilities he must encounter with his buyer—it is that salesman who is a star!

He is a star because he is exactly like the astronomer who studied stars! For every buyer, every man who is in business to buy, is a star in his own firmament—and the only contact he recognizes is with stars who are salesmen!

Synchronism For Symphony

In the theater last night you probably arrived just as the orchestra was strumming up the instruments. Stradivarius himself probably tuned in to the strumming violins with no more than the first and second men down there in the pit.

And when the overture was announced, every slip-horn, every piccolo, cornet, and tuba with harmony with the snare and kettle drums of the orchestral artillery.

Swinging the baton of leadership, then, is simplified for the director. He instantly obtains absolute control over his organization. He is certain of his men and instruments, down to the last bass viol, harp and cymbal.

Business is just like that. Symphony in business is just as essential as it is in an orchestra. It requires the same preparation of the string of detail as the string musicians devote to their instruments.

No orchestra leader would conceive of directing any body of men unless he was assured of this synchronism, this harmony.

Yet, in business, notably in the tobacco trade, there are many firms trying to do business without this harmony of direction and action.

Things are at sixes and sevens. From the proprietor to the stenographer every one seems to be running the concern to his or her individual satisfaction.

Symphony is all very well in an orchestra they believe, but in business—! Why should we do what we do not care to do? What right have we to do what we do not care to do? I guess not!

Organizations like that are not organizations!

Still Another Evolution Fan

Copyright, 1925, New York Tribune Inc.

at all. They are merely disorganizations. Chotic conditions all through the works have made them, each and every one, ineffective, listless, useless. Sales are hampered. Customers are lost. Business goes to pot. No one knows how to stop it. It just goes, that's all!

System, organization, are horrid words to some business men. They want to proceed in a happy-go-lucky individualistic way, taking things as they come. Red tape is feared. Manufacturers, especially, fear red tape. They say it deorganizes the plant, and causes delays instead of promoting the efficiency required.

They are right. Red tape is bound about too many concerns. It is interfering with entirely too much private and official business now!

But harmony isn't red tape. When an organization is closely knit it is usually harmonious. Symphony and sympathy have many things in common. Sympathetic consideration of one another's duties in a business is the symphonic string which beats-the-band!

In the tobacco trades there is too much loose cannon. Too many firms just mosey along, wandering whither? Some of them may have a paper organization, but they haven't synchronize it into active support of business in hand. It is usually the fault of the boss, of course. Everything is. He is to blame for lack of policy, lack of ordering his assistants toward any attempt of strumming his instruments—his human instruments—into a cohesive whole.

And the loss to the business is complete. It cannot be recovered by spasmodic effort for temporary results. It cannot be expected. No trade, no firm was ever built upon a foundation of loose management. To get results, a business man's own organization must first be welded in a spirit of harmony, of sympathetic co-operation between each member of staff.

Only in that way is a Sousa, a Pryor, a Whitman, ever able to build up the symphony orchestra which musicians call art, and which men in trade call business!

Are You Growing?

Luther Burbank has been extremely successful as a plant specialist. Everyone knows of him, everyone is interested in what he has accomplished, in what he tries to accomplish.

Like the small town florist, who had a clever slogan and said, "Our business is growing!" Luther Burbank has grown with his business.

He has developed into a wizard of soil, of seed, of bulb, of weather! He has had to master his business scientifically and practically. He has worked, he has prospered.

In the tobacco business many men have done likewise. They may not be as famous as Burbank, nor deserve the same title of wizardry.

But they, too, have grown. They have succeeded in establishing great trade centers. In manufacturing, in distribution, in the actual growing of the leaf, tobacco men everywhere are successful exponents of the florist's sign, "our business is growing!"

It is a good sign. It spells prosperity, not merely for the proprietor of a successful business, but also for his assistants, his workers!

Yet, here and there in the trade, there are numerous business men who are *not* growing!

These men, these businesses which do not grow, fade and die. No man, no plant, no business, can remain stationary. It must either grow or wilt. Such is a natural law.

Why, then, do so many men in the tobacco industry insist upon their position of neutrality to trade? Why do they seem to be happy to remain, until they fade, in arid soil and raise their hand to make it fertile?

Forty-five years ago the infant telephone business had about thirty-one thousand subscribers. Their service was slow and uncertain. Delays of seconds now were many, many minutes then.

Today the associated telephone interests in America until he even put a phone in his house may talk, now, to the far end of the continent—and get an order!



Courtesy of New York Herald-Tribune.

Burbank and Bell both grew. They grew with the country, with the demand for their services. They are both entitled to use that same slogan, "Our business is growing!"

But not to such vast proportions! Not with the success it has enjoyed. Not with the benefits to almost every individual in the land.

To grow consistently the telephone people had to do exactly what the successful ones do in the tobacco business—they had to *advertise*!

They advertised their services, their plants, their prosperity! They kept right after John J. American until he put in his garage! Why not? He *might* need it—some time!

And the same thing may be accomplished in the tobacco business by those who are not growing. Brands, merchandise, raw material of tobacco is just as easy to advertise as telephones.

Some manufacturers, just now, say their margins are so small they cannot *afford* to advertise! What they really mean is that their margins are so small they cannot *afford not* to advertise! Because, when they advertise—when they grow—they *increase* their margins by obtaining greater distribution, more production.

All this is just as true of the tobacco grower, the tobacco distributor, at wholesale or at retail. If they do not grow, if they do not expand, they die! No business can survive—can even exist—unless it is advertised.

The Tobacco Evil

"The flyers still had emergency rations when rescued, said they had lost their desire to eat.

During the last two days at sea, they said they had tried to eat the canned beef they had brought with them, but were unable to retain it. The lack of food, they declared, bothered them less than the lack of water. *Tobacco they had only in small quantities, which was carefully preserved and rationed.*" (Excerpt from Associated Press dispatch.)

Why "carefully preserved" and why "rationed?" Why should such an able naval officer of high rank, a man of an unusual order of intelligence, a man who has had the advantages of the splendid mental training at Annapolis, and years of command of men whom it has been his duty to keep in the best of health and spirits, take such pains to keep every bit of tobacco dry and make the supply last as long as possible? Is it possible that he does not believe in the "tobacco evil" which so many professional reformers have set out to force into the hands of bootleggers for distribution? Is it possible that he does not know that a considerable number of people who do not care for tobacco have banded together to stop all those who do from getting it except from smugglers?

In any event Commander Rodgers let the Associated Press know that he and the men under his command regarded tobacco as one of their choicest, and most essential, provisions in their trying ordeal. These men found comfort in something which a minority does not care for and, therefore, wishes to take away from everyone by another amendment to the Constitution.—Hartford (Conn.) Courant.

Manufacturers Please Note!

FROM E. P. CORDERO & CO—

"It gives us pleasure to hand you herewith, our signed contract for space in the TOBACCO SHOW of 1926.

May we add, that we were thoroughly well satisfied with the results obtained at the last exhibit. Not only did we secure a number of new accounts at the Show, but the indirect benefit will be much larger. By that we mean, our representatives find it much easier to interview prospective customers who visited the last Show and the possibilities of selling these accounts are better.

We are firm believers in the idea of holding an Annual Show so as to bring together not only the exhibitors themselves, but to place the manufacturers, jobbers, retailers and consumers in closer contact with one another.

With best wishes for success, we are

E. P. CORDERO & CO.

By Leo. Steiner.

Manufacturers!

Reserve your space now for the coming Tobacco Show

January 25th to 30th, 1926

GRAND CENTRAL PALACE -- NEW YORK CITY

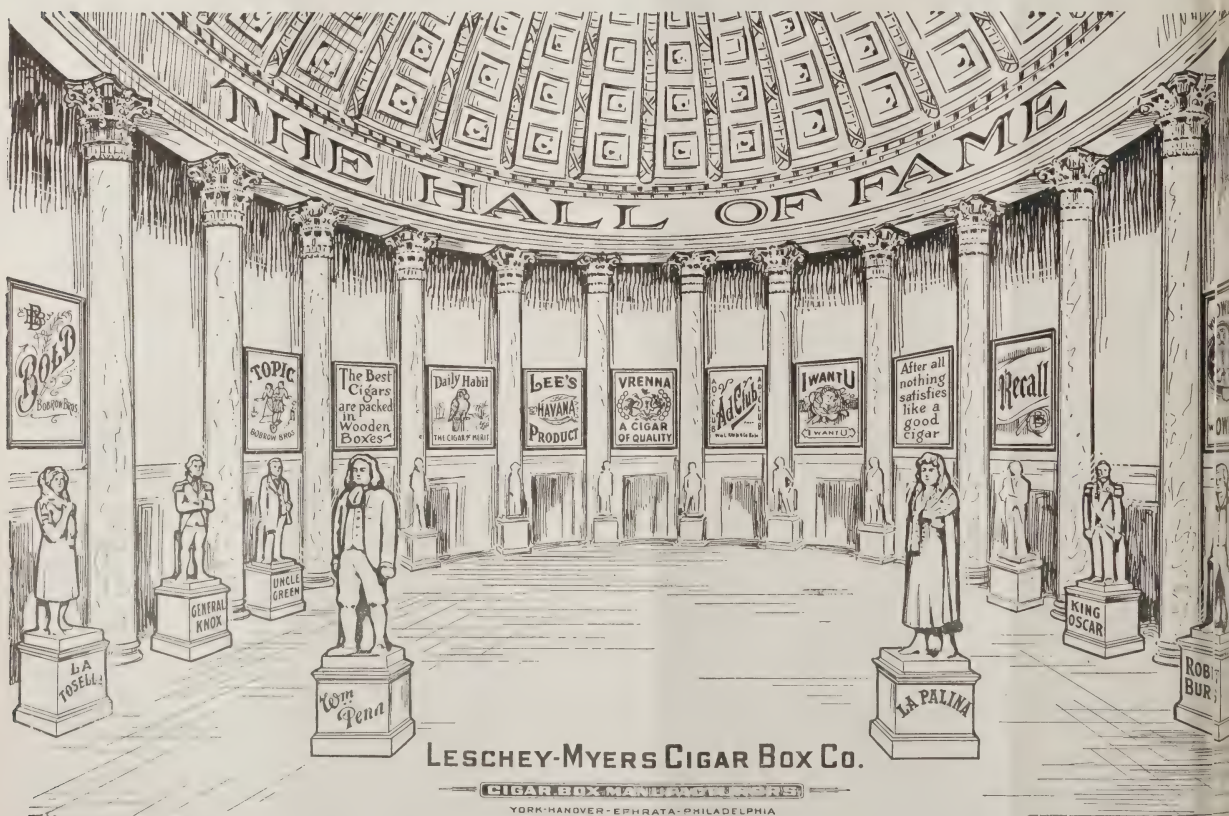
ALLIED TOBACCO EXHIBITORS ASSOCIATION

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Harry A. Cochrane, Managing Director

Asa Lemlein, Business Manager

Executive Offices—HOTEL McALPIN—Suite 334—New York City. Phone: Penn. 5700—Ext. 332-334-336.



Havana Finding Ready Buyers For Low Grades

Remedios Supply Small—Exports Heavy—Stripped Coming to America—Sartorius Early Buyer—First and Second Capaduras to South America—Cool Rain wanted.

HAVANA, Cuba, Nov. 13.—Our market reports about the same speed as the week before. Several thousands of bales of low grades, and tobaccos arriving from the country are finding buyers almost right away; that is, as far as low grades are concerned. However, the arrival of tobacco from the Remedios section is getting smaller every week, and in some sections there is hardly anything left.

Remedios 3rd Capaduras had quite a demand, as Bruno Diaz & Company Hijos de Diego Montero and Carlos A. Pollack bought several large lots. Remedios, Capaduras, Joe Smith, Gerardo Smith and others bought whatever they could find to be suitable for stripping purposes.

For exportation Hermann Diehl bought the same grades as well as Botes Remedios. Sobrines de Antero Gonderes are still in the market for all kind of old and new low grades, and have shipped last week to Spain several hundred bales.

More Purchases

Fern Herrera, Calmet & Company bought over 500 bales of old low grades. Walter Sutter Company, who recently paid the most attention to Vuelta abajo, have made important purchases of 1st and 2nd Capaduras de Remedios, arriving in one warehouse over 1000 bales of both grades. Leslie Pantin & Co. are keeping on buying low grades for exportation to Europe. This firm is stripping quite some stripped tobacco to the United States.

During the last days several lots of Remedios wrappers and Manchados are being offered in the market for speculative purposes; that is, for local consumption.

Don Ernesto Mier, of M. Lopez y Ca., Caibarien, will spend this week in Havana, and has bought, so far, several lots of Vuelta Abajo wrappers, partly for speculation in the country and partly for the factory of his brother, in the Province of Santa Clara.

Sartorius Early Buyer

A few days ago Mr. Sartorius arrived from New York. After getting here, via Key West, almost at midnight, he started early next morning, and at eight o'clock had registered already several hundred bales. Also, the following days he bought similar quantities, mostly of choice Vuelta Abajo upper grades. His broker, Don Ramon Nava, assisted him during his stay, same as every year.

The rumors about large quantities of 1st and 2nd Caps. having been sold to South America are coming true, as during last week large quantities were shipped to the south. It is said that almost 20,000 bales had been ordered by South America. Notwithstanding this news, the holders of Remedios upper grades do not jump on a high horse, but remain rather reasonable as far as prices are concerned, as they recognize that they have paid, or rather had to pay, high prices for the tobacco in the country, and that the foreign trade is doing its utmost to buy.

The prospects about the new crop, due to the lack of rain, are rather poor. The rain showers reported from the Camaguan section have not done any good, being too short, and accompanied by heavy winds. The weather in Havana is still almost the same as in plain summer and it is about time to get some cool breeze.—GALLO.

Raises have been granted to practically every branch of the labor side of the industry within the past 60 days.

Real Cigar Store Indian on Sidewalk of Movie

There is a real, live cigar store Indian stalking up and down the sidewalk of Broadway at Forty-fourth street, New York. He is there to advertise the moving picture at the Criterion Theatre, which is called the Vanishing American. And he is a heap big chief in full regalia with eagle feather of commanding color. Within the lobby there is another Indian, a squaw, who is weaving a Navajo blanket. And, instead of using posters for advertising in paper, the designs are all made of many colored bits of felt, fashioned to make Indians in many artistic poses. Over all is a framing of birch bark, and another absolutely sure enough wooden Indian, of dilapidated appearance, offers a bunch of ribboned cigars to every patron at the entrance.

Tobacco Man Interested in Big Hotel Deals

Recent purchase of the Vanderbilt Hotel property, in New York, brings to light that one of the associates of W. H. Marshall, the buyer, is Thomas B. Yuille, president of the Tobacco Products Corporation, New York. Both these gentlemen are also associated in the similar purchases of the Bon Air-Vanderbilt Hotel at Augusta, Ga., and the Condado-Vanderbilt Hotel at San Juan, Porto Rico. Six million was the price paid for the New York Vanderbilt hostelry.

President Sylvester Goes to Tampa and Havana

On a trip of inspection of the factories at Tampa and Havana, and a look into the leaf situation at the same time, President A. L. Sylvester, of the American Cigar Company, will be gone some time.

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Tampa Tidings

TAMPA, Fla., Nov. 10.—Notwithstanding many difficulties the manufacturers have contended with during the past months, the output of cigars during the month of October shows the expected increase over the previous months.

The revenue stamp office reports output as follows:

A	11,695,890	\$46,783.58
B	1,591,000	9,534.60
C	27,203,710	244,824.50
D	10,107,000	121,284.80
E	438,380	6,575.78
	51,035,980	\$429,003.26

Cigar packers in Tampa factories returned to work as usual Monday morning, following acceptance Sunday night of a compromise offer submitted by the manufacturers at a meeting at the Aril-Wodiska factory.

Following failure of negotiations Saturday night, packers expected to work away failed to report. The committee, which had issued an ultimatum for the approximately a 20 per cent increase, rejected a flat increase of 10 per thousand at the Saturday conference.

Under agreement Sunday night, the case granted was a flat 10 per cent in sizes and a reduction in the number of apprentices to one for each eight men. The term of an apprentice also was reduced to three years. Concessions were made by both manufacturers and packers in reaching the final agreement.

Negotiations have been under way several days. Packers average from \$30 to \$50 weekly, the great majority along a weekly wage of \$40. It is estimated that the increase will mean \$4 weekly. It will add 20 cents per thousand to the production cost of cigars, bringing the total increase in cost of production, due to recent increases, more than \$5 per thousand.

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HAVANA LEAF DEALERS

Industria 152-158

Habana, Cuba

P. O. Box 495

Cable ANTERO

Chicago The Scene of Various Stirring Events

Loker Goes With Barron Bros.—Walgreen Obtains More Locations—Manuel Invincibles in Town—Credit Men Hold Five-Day Session—Some 140 Credit Bodies Represented

CHICAGO, Nov. 14.—Exciting news comes thick and fast this week.

The most important item is the throwing into bankruptcy by Newman & Gach, wholesale leaf dealers, and others, the old and widely known cigar manufacturing firm of Randall & Landfield, whose Chicago headquarters are at 72 East Water street, with a factory at Benton Harbor, Mich.

Randall & Landfield manufactured Press Club and Francisco Goya, two brands that had quite a reputation here, and in days gone by were large sellers in Chicago. What the liabilities and assets are is not known at this time by outsiders, but it is understood they are heavily in debt. It is to be regretted that the firm has become seriously embarrassed, and their friends and customers are many here. A settlement of some kind is looked for.

In Milwaukee recently was Mort Hammer, Jacob Rosenberg, Irving Hahn and Herbert Mesick. They are all stars in their class.

Loker Joins Barron Bros.

Harry Loker, widely known as a cigar salesman here, has announced his resignation from the Fomento Cigar Company of Tampa, and has connected with Barron Brothers, local manufacturers of the High Sovereign cigar. Harry has long worked the Chicago field, and has a lot of friends and ought to do well with his new line.

Imported cigars now are sold at the new advance. The consumer is not taking kindly to the raise, but if he must have imported cigars he must pay for them.

Many dealers have already received their supply of Cuesta Rey cigars, packed in twenty-fives. The orders Herb Mesick took here must have kept the factory very busy for the past weeks.

Walgreen Gets More Stores

Reports come down with the cold of the northwest that the Walgreen Drug Company has just taken over a chain of Minneapolis drug stores. What the chain is we cannot state at this time, but later news of the deal will follow.

Wm. Linaweaver, well known up north, has located in Chicago. From here he will cover the middle and northwest for J. M. Martiner, and the Kelly lines. "Linie" is an old time, known to us all, and when it comes to selling cigars ask Wm. L., he'll tell you.

Back again from Iowa, Kansas and Missouri is Sam Meyers, of the Louis Kindling Cigar Company, Milwaukee, Sam found it good and sold every jobber he called on with his Alcazar Java wrapped cigar. He is closing a big year for his house, and will step lively in 1926.

Manuel Invincible Arrives

The new Manuel invincible, two for twenty-five cent size, is being advertised by the Mazer-Cressmann Cigar Company, Inc., Detroit, makers. "The most sensational value ever offered in the cigar industry," reads large newspaper advertisements. Other Manuel sizes are the perfecto and the panatella, at ten cents, and the Imperial at fifteen cents, and "they are good" say the Detroit manufacturers of this brand.

Sasieni pipes from London, England, are on sale here. Large advertisements in the American Magazine feature Sasieni for Maurice Rapoport & Company, of 225 Fifth avenue, New York, the American distributors of Sasieni.

Revelation Is a Revelation

Revelation cigarettes now brighten up the tops of all the show cases. Robert Brunton, sales manager here for the Continental Tobacco Company, has his crew pacing this new twenty for twenty cent seller. Everywhere Revelation is a mild and mellow smoke and the smoker sure is going to them quickly. For a newcomer it has already indicated it is here for a long run.

Julius Fernbach & Company's Chicago's branch sent the trade a clever booklet showing Cyrilla, a clear Havana cigar in twenty-nine sizes shown, rang-

ing price from ten cents to three for one dollar. Julius Fernbach and Max Silverberg cover Chicago and the middle west with a crew of salesmen, while J. M. Gans, in charge of the New York territory, takes care of the east. With this staff Cyrilla, made in Tampa, widely placed and called for.

Henry L. Ruth, now with the American Exchange Cigar Company, New York, finds new accounts each day at High Life and Rose de Rancho cigar. Henry says the trade has given him fine reception.

Another Walgreen Lease

Walgreen has leased a new store. One Hundred and Eleventh street at Michigan avenue for ten years. The term rental is \$100,000, in addition which lessees will pay a percentage of the gross sales.

No new developments have arisen from the wreck of the Ryan & Rapp Cigar Company. The trustee in charge is collecting the accounts. Edward McGan, in charge for the creditors, is up at home sick.

John Henry pipe mixture is a new brand of high grade smoking tobacco being featured by J. Henry Hamann, his store, 88 South Wabash avenue. John Henry is made by the Continental Tobacco Company. It comes packed in fifteen cent foil packages, seventy-five cent half pound tins, and \$1.50 for the pound tin.

Cigarette Advertising

Following up the half page Chest field and Lucky Strike newspaper advertisements, Camels now appear. Merry advertising campaign is being waged here by the manufacturers of these three brands.

A five day conference of credit men is in session at the Hotel Sherman. Officials of 140 associations of credit men are attending the conference. Discussions of credit interchange will occupy much of the time. The National Association of Credit Men is being entertained by the Chicago Association of Credit Men.—H. L. H.

When You Don't Eat You Don't Need the Weed

CHICAGO, Ill., Nov. 14.—In a recent physiological test conducted at the University of Chicago, J. A. Glaze, his wife and Frederick Holzel went without eating for many days. Mrs. Glaze's record was seventeen days, Mrs. Glaze fasted for ten days, but Mr. Holzel skinned along for thirty-three days before he ordered any food at all. Of course they all lost weight; thirteen, twenty and twenty-eight pounds, respectively, and the men lost all taste for tobacco after the third day. But who wants to go without food or tobacco?

Cigarmakers Denounce Sales Tax in Missouri

ST. LOUIS, Mo., Nov. 14.—When the Central Trades and Labor meeting as held here the other day the proposed sales tax of 10 per cent, to aid the state schools, was vigorously denounced by the International Cigarmakers' Union. It was labeled as the first step toward statewide tobacco prohibition. It was charged that the tax would increase cigar and tobacco product prices generally to such an extent that the business would be ultimately ruined in this state. Governor Baker attracted the attention of the cigarmakers when he appointed a committee of three to investigate the subject, but no one interested in labor matters was assigned to the group, and this, the cigarmakers say, is most unfair.

Cincinnati Cigar Man in New York

A. Schwartz, of the Keelson Cigar Company, of Cincinnati, Ohio, came to New York for a few days last week.

San Francisco Retailers Not At All Despondent

Some Successful Men Run Local Stores—Rothschild Sells His Two Cigar Stands—Granger Tobacco Now Heavily Advertised—Judells Order More New Service Cases.

SAN FRANCISCO, Cal., Nov. 11.—In spite of complaints here and there and at there has been a spell of slow trade, the fact remains that there are a number of retailers who seem to be more than holding their own. It is admittedly an uphill game, and those who survive are evidently the ones who "use their wits" to the best advantage. One of the retailers, who has made good for the past nine years by making the best use of his location that it was possible to make, is E. L. Farmer, the Fourth street dealer, just far enough off of Market to keep out of the crush of killing streets. He is still smiling, just where his friends gave him one month to get ready for his business funeral.

Another who is making good is Maurice Benatar, proprietor of the two standard Brand cigar stores at the Crystal Market, the greatest market in San Francisco. He has demonstrated that a successful business can be done in a "beat" market without cut-rate tactics. Maurice is an Americanized Turk, who began learning the tobacco and cigar game when young, and who now is operating three stores with success.

Rothschild Sells Stands

There is one, however, who seems to think that the time to sell is while things are going good. So our old friend Max Rothschild has given some one else a chance to profit by the holiday trade by selling his two stands at the Marx and Sutter hotels to S. T. King, formerly in charge of the Van Noy Interstate cigar stands. What Max is going to do with himself and his spare time we are not informed, but he still seems to have quite a future ahead, for he is only 71, and has plenty of pep and life to spare.

Another one who is making good is our good friend Tom Fleury, Tom has gained long years for the United Cigar Stores Company. And a while back, when they opened a new stand in Oakland at Thirteenth street and Broadway, one of the busy spots of the city, Tom has offered the management of it, if he desired. He still has those old familiar ways that make him a boon companion to young and old alike; so the new stand has prospered beyond the expectations for when it was opened.

Whelan Successful

A drop in on Dan Whelan, at the corner of Bancroft and Telegraph streets in Berkeley, at a time when he is not around to tout his own horn, reveals the fact that the world is being good to Dan. His stand has an improving and prospering appearance that makes it an attractive place for the college youth, who are thick as fleas around that corner. Dan understands the psychology of the location well enough to carry a large stock of periodicals as a side line, many times what he had the day he took over the stand from the General Cigar Company. As faithful as he always was when doing service for the General, never missing a day, and never dropping in late for many long years, no one begrudges such a one any prosperity that comes his way.

J. H. McArdle, the manager of the Oakland Cigar Company, reports that holiday trade on the east side of the bay seems to be coming on in a way that means a Happy New Year, sure enough. In addition to his cigar lines, he has an unusually handsome display of gift boxes of chocolates that are being received well by the trade.

Elmer Mero, the manager of the cigar department for the great grocery house of Haas Brothers in San Francisco, has been doing some strenuous work on the San Felipe of the Deisel-Werner Company. And Henry Dalton from the North and F. H. Zaiser and George W. Gunther from Los Angeles, all San Felipe hustlers, put in a month with him in a knockout campaign before returning to their own sporting grounds. Mero has a fine lot of holiday packs in fortieths which he expects to locate strong.

Granger Campaign On

The John Bollman Company branch of Liggett & Meyers has been making a telling newspaper campaign in behalf of their Granger rough cut pipe tobacco.

The H. L. Judell Cigar Company is quite pleased with the reception which is being given to their new service case. It is built to hold a box each of the brands they are jobbing. It is a self-help proposition by which the glass fronts simply swing back, manipulated with perfect ease. So numerous have been the calls that they have ordered the second lot made up.

The H. L. Judell Company report that the Anthony and Cleopatra, which they added to their family of good cigars a while back, has been selling fine to the high class trade, being especially popular around the lobbies of the fine hotels.

Haas Brothers are having fine placement for the Tom Moore of the Kleiner Manufacturing Company of Detroit, whose distribution they recently took on.

Prohibition Agents Scent Tobacco Liquor

BOSTON, Mass., Nov. 16.—Fifty barrels of liquor were on the pier of the army base here, awaiting shipment on government transport for the Philippines. Prohibition agents became very curious about the consignment, and when they found it was all billed from South Boston to aid the Filipinos in curing their tobacco, they hesitated about destroying it. Originally the liquor came from New Bedford, 2,500 gallons of it. Via the Steamer President Van Buren it ultimately sailed away, but not until it was inspected and reinspected by every prohibition agent in the territory here.

Taxes in Finland

WASHINGTON, D. C., Nov. 16.—It is reported by our consular representative in Finland that the government has introduced a bill to increase the excise tax on tobacco during the year 1926 from 30 per cent to 38 per cent of the retail price. Then the import duty on raw tobacco will be reduced from twenty marks to fifteen marks, and on tobacco stems from fifteen marks to ten marks per kilo.

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Connecticut Buyers Interested in Shade Grown

Reduced Acreage Necessary—Florida Land Rush Attracts Tobacco Men—Proposed Cigar Tax Favorable for Leaf Mart—Damps Lacking—Prominent Visitors Arrive.

HARTFORD, Nov. 14.—Marked activity was shown in this market during the past week, but mainly confined to the 1925 shade grown. This is in good demand and wanted by the manufacturer, who finds an ever increasing demand for goods of merit with this wrapper. Naturally, when there is no over abundant supply of this type, it would follow that any user would want to lay in enough to cover his wants for the years to come.

Reduced Production

It will take another year to grow the next available supply, and if the producers are wise enough to keep the production in hand with relative consumption, business with them will always be up to a standard. It should be governed by the law of supply and demand, tempered somewhat by the merits of the product, but always by its intrinsic value to the user.

On the other hand, should this year's crop be found inadequate to supply the demand, will it not be an incentive to result in over production in 1926? Consequent results, which have in a measure been made plain to the growers of the 1923 crop, will follow. No one can beat the law of averages, and if the production of this type is not wisely curbed conditions are bound to repeat themselves.

What applies to the shade grown is doubly applicable to the other types, such as broad leaf and Havana seed. Unless some radical changes are made in both making and marketing these types, the industry is bound to suffer. By this we mean that both the grower and packer no longer take any interest in the business, and sooner or later seek other channels to employ both capital and time.

Florida Boom Bug Bites

This is already illustrated by the number of growers who have quit and turned to other crops, and the many well known packers of tobacco who have retired or gone into other lines. The "Florida Boom Bug" has bitten any number of them, and, in turn, they are passing the inoculation on to others.

They spread it further, so that the ranks of our tobacco trade stand a good chance of growing considerably less in the very near future. Chances are rather in favor of not re-entering the tobacco business when once established in other lines that are more attractive in every way.

Too Much Leaf

The present unsatisfactory conditions prevailing in all cigar leaf markets are explained easily enough. They sift down to larger stocks of leaf, held by a small number of concerns. Whether they are

individual or cooperative, they are much greater than the present rate of cigar output can reasonably utilize. This is especially so since price reduction on leaf seems to be no inducement to many manufacturers who are already cutting up all they can sell in the way of cigars and have sufficient raw material on hand to run for some time.

Favorable for Nickel Goods

No doubt that the proposed reduction in the cigar tax is going to help a lot in the way of increasing cigar sales, for under the proposed rate the five cent cigar would be taxed, the lowest rate since a tax was put on cigars. And this with abundant supplies of good leaf along with modern machine methods of manufacturing, up to date advertising, and distribution, should soon put back the good nickel cigar in ever increasing numbers.

Not Enough Moisture

During the past week we had a slight damp and some tobacco was taken down. It was hardly in proper condition of moisture, so that the chances of opening up warehouses are still undetermined as to date. Much of the help usually employed is seeking other jobs, so that the packing season is bound to be dragged out until well into Spring.

Visitors in town during the week were P. Lowe, A. Santaella, M. Alvarez, W. Regensburg, M. Edelman, of D. E. Klein & Company, M. L. Gershel, Jos. Aron, K. Falk, Hoppenheimer, Max Hartman, J. Holzman's Sons, B. G. Davis, L. Leopold, R. H. Bythiner, and A. Falk, of New Orleans; M. Laupheimer, of Kraus & Company, Baltimore; A. Sylvestre, president American Cigar Company; L. Taussig, of Chicago; C. J. Kaffenburg of Boston; and several others.

The main attraction, to the majority of the above, was the new shade grown and many deals were closed, and prices considerably above last year schedule.

Association Notes

"There ain't any." Sales were about 1,500 cases, price lightly reduced on son grades, and probably will be on other. At a later meeting of the executive committee no new appointments to fill present vacancies were made, and none contemplated for the present.—NUTMEG

New Orleans Manufacture Goes to Connecticut

Last week Arnold Falk, of A. Falk & Son, New Orleans, La., came up to New York, and then he went right on to Hartford with Dick Bythiner, of Rosenwald & Brother, to look over the leaf field.

HUNTTING BROS.

Growers and Packers of Connecticut Shade, Primed, Broadleaf and Havana Seed
East Hartford, Conn.

SILBERMAN & KAHN, Inc.

Growers of Shade-Primed Connecticut.
Packers of Connecticut Broadleaf and Havana Seed.
109 COMMERCE STREET, HARTFORD, CONN.

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J. E. SHEPARD
Grower and Packer of
Connecticut Broadleaf Tobacco
 South Windsor, Conn.

Alsop's Views on Co-op Marketing

WORCESTER, Mass., Nov. 13.—The over-production of tobacco in the Connecticut Valley is being carefully studied and seriously gone over with the growers and the problems created by it will be solved during the coming year, Joseph W. Alsop, president of the Connecticut Valley Tobacco Association, today told members of the first New England conference being held here.

Mr. Alsop's address was concerned with the fundamental principles and needs of co-operative marketing organizations and with an evaluation of the functions he declared such organizations only could perform for the agriculturalists. His address was made at the morning session which, under the chairmanship of Horace A. Moss, was devoted to agriculture. This afternoon marketing was to be discussed.

A Revolutionary Step

"You can't begin, gentlemen," said Mr. Alsop, "to realize what a revolutionary thing it was in the life of the farmer to turn over his crop and get no money for it, but merely a receipt. You can't imagine how hard it was at first for the farmer to do this—and particularly for the tobacco grower. Do you wonder then that you occasionally heard criticism of the organization of which I am the head? Do you wonder that the farmers are restive. The wonder seems to be that the farmers have been as loyal as they have and have stood back of their organization so staunchly.

"I don't know if our organization is exactly the right one, but we are doing our best constantly to improve it and make it a perfect thing. I do know, however, that ten years from now the tobacco crop of New England will be distributed in an expert and highly satisfactory manner through a co-operative organization, or there won't be any tobacco crop in New England worth marketing. In the long run cooperative marketing organization means the salvation of the producing sections of the country.

"The farmers must be assured of a fair, dependable income from year to year. When you have such a situation as exists in the potato crop now, with potatoes \$6 a barrel today, whereas they were but \$1 a barrel a year ago, and where it is more profitable for the farmer to turn out a small crop than to produce a fine bumper crop, then the thing is ridiculous and should be righted."

Mr. Alsop said the question often arose as to why the farmers needed a business organization so different from that of the factories and that there was sometimes criticism to the effect that co-operative organizations amounted to monopolies and should not be exempt from the anti-trust laws.

Individual production is the great difference between agriculture and business, Mr. Alsop said, and this difference demands a different manner of marketing and a different sort of business organization. The law of supply and demand governs agriculture as well as business, he said, but added that the intelligent producer can have a good deal to say about supply and demand. The co-operative organization's job is to take the crops of its members, put them into marketable form and deal them out so they can be consumed at prevailing equitable prices. Farmers have the wrong idea if they think a co-operative organization is a monopoly that wants to get a tight hold on the public throat, he said.

The Connecticut Milk Producers' Association, which he declared to be one of the finest organizations of its kind, narrowly escaped the rocks in its early days because of some such belief as that, he asserted.

Says Five Cent Cigar Will Come Back

Mr. Alsop promised the delegates that the day of the good five cent cigar was returning, due partly to the lowering of the internal revenue tax on cigars. In addition, he said, the Connecticut Valley Tobacco Association is now in a position to supply the manufacturer with just what he wants out of its own grades,

saving him the trouble of traveling about to find what he wants.

He told of the organization by his association of its own hail insurance company, but said that as a general thing it is unwise for co-operative marketing organizations to branch out into other activities. In this instance it was made necessary, he explained, by the refusal of the insurance companies to write hail insurance on the tobacco crop. The insurance companies said, "God bless you, if you want the hail insurance business, take it!" he stated.

Mr. Alsop's address was the feature of this morning's session and the crowded auditorium rose to applaud him when he had finished.

French Propose to Stop Briar Export

PARIS, France, Nov. 10.—Manufacturers of many trades, especially the pipe industry here, have proposed to the government a plan of retaliation on the high protective American tariff by stopping the sale of French briar for export. Practically all this required material originated in the Jura mountains of northern Algiers, and the French have a practical monopoly on the root. If American pipe manufacturers desire the continuation of these supplies, they must instantly cease the agitation to obtain higher duties upon French pipe exports, the local manufacturers say.

Oxford Offerings

OXFORD, N. C., Nov. 14.—Our market this week sold a total of 793,044 pounds at an average of \$26.16. This week's offerings brings the total for the season to 3,098,436 pounds, amounting to \$592,480.35, at an average of \$22.34.

All grades of lugs, bright tobacco and cigarette types are higher than any week since the market opening.

At a meeting of the Board of Trade it was decided to close the market the 26th and 27th, taking two days, as is our custom, for Thanksgiving.

The weather was seasonal this week and we expect continuous blocked sales from now until the holidays.—W. A. ADAM Co.

Cigarette Hashish Grows In New York City

Right along the tracks of the Sunnyside Yards of the Long Island Railroad, in Long Island City, a part of Greater New York, there grows a brownish-green weed which Italian, Mexican and Spanish workers pick and dry for their cigarette smoking.

This is hashish, said to be a very dangerous drug from India, and a violation of law to grow, sell or smoke it in America.

Commissioner of Correction Frederick A. Wallis, of New York, made the discovery of the growth and use of this peculiar leaf when Andres Huerta, a young Mexican sailor, was arrested for having a satchelful of hashish in his possession.

Huerta, facing a two year term in prison, guided Commissioner Wallis to the place where the hashish was growing in a wild state. Full as much hashish as would cover six city blocks was here visible in a lot just across the river from the heart of Manhattan. Huerta said he was entirely innocent in plucking and using the weed, as he was searching for work in the neighborhood, and happened to notice the leaf as he was crossing the tracks. As it was similar to the hashish of western Mexico and the southwestern United States, Huerta recognized it, and the word spread to the other Latins of the section, who immediately proceeded to obtain as much as possible for their home-made cigarettes.

This weed is the seed of hemp, and there is a very large hemp factory near the Sunnyside Yards. Dr. Carelton Simon, of the Narcotic Squad, said he also picked a stalk of hashish in Bowling Green Park, New York, only a few days ago. It will all be destroyed at once, and the smokers will have to get along with pure and unadulterated cigarette tobacco hereafter.

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North Carolina Tobacco Sales in October

N. C. Dept. of Agriculture, W. A. Graham, Commissioner.
Report Prepared by W. H. Rhodes, Jr., Acting Statistician,
N. C. Crop Reporting Service

RALEIGH, N. C., Nov. 14.—Tobacco sales in North Carolina during October, by 113 warehouses, on 42 markets, were as follows:

North Carolina Tobacco Warehouse Sales Report for October, 1925

Markets	Houses	Producers' Sales	Dealers' Resales	Total Sales	Average Price	Price	Producers' Sales
Aberdeen	1	563,690	11,352	619,925	\$22.59	\$19.51	563,690
Ahoskie	3	670,019	12,874	749,006	25.70	25.30	1,713,510
Burlington	3*	382,096	4,804	409,169	13.07	22.76	382,096
Carthage	2	548,914	14,012	615,238	19.80	21.04	548,914
Durham	4	2,725,312	254,206	3,210,084	21.93	24.75	2,725,312
Elkin	1	227,074	1,372	243,384	16.47	23.18	227,074
Enfield	2	498,890	33,896	599,004	25.68	18.76	1,191,802
Fair Bluff	2*	13,388	440	17,666	9.98	....	1,127,012
Fairmont	3*	707,372	45,502	925,066	15.09	....	8,818,038
Farmville	2	3,269,794	66,692	3,412,662	30.99	28.44	6,882,628
Fuquay Springs	3	1,697,104	49,160	1,831,500	27.28	26.14	1,697,104
Goldboro	3	1,645,069	90,107	1,846,116	27.15	21.97	3,508,510
Greenville	6	10,978,786	586,062	12,331,156	30.48	24.97	22,108,482
Henderson	4	1,640,754	1,438	1,732,970	20.56	20.81	1,640,754
Jacksonville	1	220,580	2,670	239,188	21.12	19.58	547,260
Winston	5	9,260,064	600,090	10,406,266	26.24	22.26	18,630,495
Louisburg	3	703,274	11,410	798,432	17.49	21.08	703,274
Madison	1	442,910	16,330	477,020	15.60	20.50	442,910
Mebane	2	291,940	1,760	321,884	10.95	25.96	291,940
Mt. Airy	2	689,816	82,382	818,546	14.93	19.89	689,816
New Bern	2	590,182	18,010	606,248	26.76	....	1,442,668
Oxford	4	1,514,453	15,236	1,596,380	19.00	21.29	1,514,458
Pinetops	2	505,603	13,226	545,949	30.73	25.22	1,131,779
Reidsville	2	618,392	5,542	651,778	18.25	22.70	618,392
Robersonville	1	917,090	....	1,011,926	32.21	25.72	1,843,382
Rocky Mount	4	7,612,114	165,426	8,034,226	27.27	26.08	13,875,664
Roxboro	3	540,710	27,200	608,908	14.46	23.75	540,710
Sanford	2	358,128	2,854	412,576	20.12	22.82	358,128
Smithfield	2	1,095,200	29,836	1,260,328	24.02	19.81	2,312,968
Stoneville	2	212,112	2,056	256,280	14.32	20.82	212,112
Tarboro	2	1,051,736	10,656	1,147,114	28.60	25.27	2,299,512
Wallace	2	493,128	2,764	627,978	24.60	21.72	1,085,827
Warrenton	3	435,694	1,676	443,590	18.81	16.65	435,694
Warsaw	2	493,080	21,006	549,736	27.75	23.37	1,637,516
Washington	3	970,084	19,058	1,065,380	28.11	27.42	2,078,280
Wendell	3	752,692	17,804	811,910	22.94	20.45	1,780,204
Williamston	4*	1,634,022	7,768	1,750,254	30.75	24.87	4,271,787
Wilson	7	18,342,002	2,123,733	21,394,225	30.32	28.55	36,305,304
Windsor	1	233,342	4,684	243,462	28.22	....	502,448
Youngsville	1*	....	....	No Report	....	....	....
Winston-Salem	5	6,739,758	432,965	7,673,694	18.86	22.59	6,739,758
Zebulon	2	432,598	4,602	509,068	22.14	20.61	893,972

State Totals ... 113 82,719,771 4,812,661 92,865,292 \$26.40 \$23.88 156,321,784
Warehouses closed prior to October 1st 10,785,834

October, 1924 ... 101 67,986,780 4,802,259 76,744,880 167,107,618

*The following warehouses failed to send in October report: Fairmont Tobacco Whse., Fairmont, N. C. Eagle Whse., Youngsville, N. C. Rice & James Whse., Williamston, N. C. Old Brick Whse., Burlington, N. C. Farmers Whse., Fair Bluff, N. C.

Comments the season to November 1st was \$21.93 per hundred pounds, averaged on a basis of 167,107,618 pounds sold by producers. October tobacco sales showed a considerable improvement in price over the September sales. The average of \$26.40 is \$9.00 per hundred more than the September average and \$8.17 higher than the August sales. The average price for showed considerable improvement over

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previous sales and quite a bit of the better grades are yet to be offered.

October Sales Nine Cents Per Pound Better Than September

October Sales Reports from tobacco warehouses to W. A. Graham, Commissioner of N. C. Department of Agriculture, show total of producers sales for the month amounted to 82,719,771 pounds averaging \$26.40 per hundred pounds. Last year the 67,986,780 pounds sold during October averaged \$23.88 per hundred.

Season's producers sales to date total 167,107,618 pounds and have averaged about \$21.93 for the three months of August, September and October. Several of the markets in Bladen, Robeson and Columbus counties closed prior to October 1st. These houses sold a total of 10,785,834 pounds (producers) before closing.

The producers sales to November 1 amount to about 51.2 per cent of the crop produced this year. This leaves 48.8 per cent yet for sale or for delivery to the Association. The government estimate on November 1st indicated a crop of 326,300,000 pounds in North Carolina, averaging 60 pounds yield per acre. This crop is nearly 1,000,000 pounds larger than the average crop produced during the five-year period from 1920 to 1924, and is 17 per cent larger than that produced last year.

The low price averages during August and September are the results of the poor grades of offerings during those months when lugs and scrap composed the bulk of the sales. During October offerings have been mostly average grades, but a quantity of the better grades have been sold. The quality of the crop this year averaged 72 per cent of normal compared with an average quality of 76 per cent during the past ten years.

One of the most notable features about the October report is the low price paid for sales on the markets in Alamance county, where the highest price averages in the state are usually received. The report from the Piedmont Warehouse, of Mebane, contained the following statement in explanation of this: "Poorest crop in history of this market." In contrast to this is the following from a Wilson, N. C., warehouse: "Best crop in years." These statements are typical of the two sections of the state. The Coastal counties report an unusually good crop, with the quality much above an average. The season has been good for the crop in most of these counties located in the New Belt. The dry weather was severe through the upper Piedmont counties (Old Belt) during the early part of the season and the rains came too late to show much improvement in leaf.

The following shows October sales by belts:

October Producers Sales	New Belt Average Price	Value
62,673,077 lbs.	\$28.57	\$17,904,112
Old Belt		
20,046,694 lbs.	\$19.62	\$3,932,230

Warehousemen estimate that about 70 per cent of the crop was disposed of by November 1st. If this estimate approximates the fact, it means that 17.8 per cent of the crop has been delivered to the Cooperative Marketing Association, and 30 per cent remains for sale on the open market or delivery to the Association.

The following are quoted comments from warehousemen's reports and are helpful in understanding the activities on the markets: "Average grades being sold"; "Smoking tobacco scarce; season dry; quality poor (Surry county)"; "Best tobacco remains to be sold (Varrina-Wake county)"; "Selling best part of crop"; "Selling fast"; "Offerings common to fair"; "Quality of October sales, scrap 10 per cent, average 50 per cent, good 40 per cent."

Variety of Events in Pool Circles

HENDERSON, N. C., Nov. 14.—A mixture of events has come to the surface this week in the activities of the Tri-State Tobacco Growers Cooperative Association. While plans are being formulated in South Carolina for the reorganization of the pool and to secure its perpetuation after the expiration of the present contract in 1926, the association continues its legal processes in some section, notably in this county of Vance, and goes on with plans for the distribution of a final payment on eighteen different grades of leaf delivered on the 1924 crop.

A meeting of members of the pool occurred in Florence, S. C., last Tuesday, when they determined to perpetuate their organization for the purpose of selling under the co-operative plan, and selected a committee to work out a new plan to carry on after the expiration of the present contract at the end of the 1926 season. Growers in counties west of the Pee Dee river are said to have been represented, with over 150 farmers present. They remained in session for four hours, the dinner hour passing without recess, so intense was the interest, and so determined the purpose to continue the co-operative association. Thursday another meeting, of farmers in counties east of the Pee Dee, including some of the border counties of North Carolina, were to meet at Marion.

It is planned for the organization committee named at Florence to meet with that named at Marion, and the two together to form plans for the continuation of the pool. The new contract is to run for a five year period, starting in 1927 and expiring in 1931, the new association and the new contract to be operative upon the close of the 1926 marketing season.

What is described by the association as its first legal step in 1925 to protect its loyal members against contract breaker are declared to have met with instant success. The statement commenting upon this fresh victory says that some members have continued to sell their tobacco on the auction markets, despite the association's announcement that it would not deduct penalties from deliveries of this year's crop to pay for the failure of members to deliver in other years. It is these men against whom quick and effective action is being taken. The first action of this sort this season was taken right here in Henderson and resulted in securing liquidated damages for more than \$600 against five members of the association, who were further restrained from breaking their contracts.

Another injunction granted by Judge N. A. Sinclair in Vance County Superior Court against an association member in Henderson resulted in payment of a larger first advance to this offender, it is said, than the tobacco had sold for on the auction floor, from which it was removed by order of the court.

Announcement says that in many counties where a few members have begun to abuse the liberal policy of the association as to past offenses, injunctions are being obtained by the association and tobacco is being transferred from the auction floor to the cooperative warehouses.

The association claims an evidence of its legal strength in the recent upholding of the Virginia recording statute, which gives the association contract right of way over all mortgages recorded after the contract has become a matter of record at the county seat.

A meeting of twenty-three members of the association was held at Warren Plains, a few miles north of this city, last week, and eighteen of the number voted to stick to the contract until it expires. The other five present voted that they would go to jail before they would deliver their tobacco to the association. The vote followed a general discussion lasting half an hour or more.

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after the meeting had been opened with prayer. It was stated that many members of the pool were selling on the auction floors, and that the meeting had been called to see what that local intended to do.

News comes of the disposition of the suit in Virginia against General Manager R. R. Patterson, of the association; Tucker C. Watkins Jr., and F. R. Edmundson, in connection with their re-drying activities. The three men are credited with saving the association many thousands of dollars by their efforts. The suit was thrown out of the United States district court for the western section of Virginia, at Danville. This second suit against the association officials to be thrown out of court was in the name of J. E. Wagstaff, of Koxloro, N. C., having been instigated, it is claimed, by Robert Wade, of Halifax county Va., whose first suit was brought in the name of his father, J. A. Wade.

Looking To New Pool Contract

DANVILLE, Va., Nov. 14.—An important meeting of the leaders in the co-operative marketing organization of the old belt of Virginia and North Carolina will be held here this week for the purpose of discussing features of the next pool contract. For weeks past the various locals have been meeting in order to sound out sentiment among the members as to objections to the present contract and obligations which the new contract should include. The reports current are that the new contract will be more severe in its terms than that which now obtains and which will come to an end with the next marketing season. The new instrument will cover a longer period, and will effectively stop the gaps through which contract breakers have been escaping by clever artifices and constructions. One thing to be done away with, it is said, will be that enabling the disgruntled pool member to deed his farm over to a non-member and to let him run the farm for him and sell at auction.—TETLEY.

Cigarette Smugglers Battle With Aeroplanes

WINNIPEG, Man., Nov. 12.—If the cigarette and whisky smugglers along the international Canadian and American line can successfully use aeroplanes, so can Uncle Sam. United States customs officers here are now equipped to battle with the smugglers in the same sort of modern manner. Motor smuggling is also detected by the planes, and the immigration runners are likewise apprehended in this way. There are now 225 smugglers of one sort or another in the jails of North Dakota and Minnesota, awaiting trial. Cigarette smuggling is almost as popular as the other forms just now, because of the high Canadian taxes.

Seven Billion Cigarettes For China

WASHINGTON, D. C., Nov. 16.—Nearly seven billion cigarettes went to China, in the fiscal year, from the United States. This was approximately 72 per cent of all the cigarettes exported. If it wasn't for the terrible internal situation in various parts of China, it is said this business would be greatly enlarged. No less than seven distinct governments are now operating in the same number of Chinese provinces and districts, and there seems little hope for early adjustment, although violent uprisings are not so common just now.

Denies Resignation Report

DANVILLE, Va., Nov. 14.—There is a persistent report here that Tucker Watkins, of South Boston, in charge of the warehouses of the Tobacco Growers' Co-operative Association, is about to resign, to become associated with an oil corporation. Local officials say this is not so and two declare they were with Mr. Watkins when he heard of the report, at which time he denied to his associates that it was true.—TETLEY.

Danville Glut Causes a Decline

DANVILLE, Va., Nov. 14.—The Danville average showed a falling off this week, due principally to a glutted market and the re-appearance of poor tobacco in volume. The week's sales showed the largest quantity marketed in any one week since the season began. With a heavy carry over sale from last Friday the market was disorganized from the start, with block occurring every day and warehouses marked for first sales actually getting seconds. Yesterday the buyers and the auctioneer, working at top speed and probably beyond the normal rate in an emergency, cleared the floors of all but 100,000 pounds, which goes over until Monday. Just now the weather is mild and moist.

Statistics of the Danville Tobacco Association show the sale during the week of 3,439,910 pounds for \$619,391.28, at an average price of \$17.42. The average for the week before was \$18.89. Sales for the season are now up to 11,498,176 pounds, sold for \$1,980,719.82, the average being \$17.22. By strange coincidence the average for this week works out to exactly what it was the week of October 29.—TETLEY.

Reynolds Plant To Be Much Larger Next Year

WINSTON-SALEM, N. C., Nov. 14.—More than one million of dollars is being expended here by the R. J. Reynolds Tobacco Company in their plans to enlarge their production capacity next year. Work on this has commenced. One of the first jobs to be undertaken will be the auxiliary power plant to cost several hundred thousand dollars. This will increase the power facilities by nearly one-third.

Another manufacturing unit will be constructed to cost not less than \$600,000. Warehouses will be built on the outskirts of the city for leaf storage. Location of the new factory will be on the block between Fourth and Fifth streets, Patterson avenue and Vine street. Excavating for this will be commenced very soon. Concrete construction will be the rule, absolutely fire-proofed. Nearly 13,000 people now work for the company here, and this number will be largely added to in 1926.

This Barking Dog Doesn't Bite, Either

Down along the New York water front there is a very dignified mongrel dog called Rags. He wears a felt hat, smokes a cob pipe, and is attached to the crew of the tug Commander. He also wears sun goggles, like any traveler, upon such days as the glare upon the waters requires. And Rags is decidedly of that type which rather frequently barks, but never bites. His friends in the crew say he doesn't smoke cigarettes nor cigars, but he might—well, he might take a chew of terbacker.

Lloyd Block Arrives From Pittsburgh

Pittsburgh smoke is all right in Pittsburgh, but when Lloyd Block, of the Block-Stauffer Company, of that city, comes to New York he likes the atmosphere a bit better, as he observed it last week.

Tobacco Prohibition

LONDON, Eng., Nov. 9.—In Tibet the government has banned tobacco in every form. Attempts were recently made to generally introduce tobacco into Tibet but this ancient nation would not have it. This brings to light a very old record in a court book of Methold, Norfolk which is dated October 4, 1695. It says "We agree that any person that is taken smoking tobacco in the street shall forfeit one shilling every time so taken and it shall be lawful for the petty constable to distrain for the same to be put to the uses of the town." A few pages farther on there is the record of the first arrest under this ordinance.

Co-ops Opening Warehouses in Central Virginia

**Growers of Dark Tobacco on "Tip-Toes" With Expectancy—
Twenty-one Receiving Stations Open This Week—Expect
65 Per Cent Advance of Bankers' Valuation.**

NEW CANTON, Va., Nov. 14.—All dark tobacco Virginia is looking forward with interest to the opening of the 21 receiving warehouses of the Tri-State Co-operative Tobacco Growers' Association. Of these warehouses sixteen will receive dark fired tobacco and five will receive sun cured tobacco in that belt of counties northwest of Richmond. The following are the markets to open now: Arlington, in Nelson county; Amherst, in Amherst county; Altavista, in Campbell county; Bedford, Brockneal, Blackstone, Cumberland, Drakes Branch, Dillwyn Lynchburg, Farmville, Pamplin, Appomattox Petersburg, and Phoenix, all dark markets. The sun cured receiving points are Ashland, Columbia, Milford, Richmond and Rocky Mount.

It is understood here among growers and association members that a cash payment of 65 per cent of bankers' valuation will be paid to members on the first payment. It will also maintain the appraised value on all grades of sun cured tobacco.

The Association announces that more than half of all the dark tobacco raised in Virginia during the past three years has been delivered to that organization. The organization, through its officials, also announces; that during the last three years dark tobacco growers have received more than twice as much for their tobacco as they did in the years immediately preceding the World War.

Association Prices

It is pointed out that in 1913 growers received an average of \$7 a hundred pounds; \$7.30 in 1914, and \$8 in 1915; whereas dark tobacco brought \$18.80 in 1922; \$17.90 in 1923, and \$19.43 in 1924. These figures, they say, are based upon reports of the U. S. Department of Agriculture.

The Association promises its members, through officials and others, that the first payment for the 1925 crops will be far in excess of the prices paid in normal years before the organization of the marketing association.

Attention is likewise called to the fact that a large number of dark tobacco growers have already signed up the new five-year contract which is to extend from 1927 through 1931, and that many millions of pounds have already been thus engaged to be handled.

Interest is being shown here in the meeting which the Co-operative Association of South Carolina recently held in Florence, the center of the bright belt of that state, at which action was taken towards re-signing members of the association.

Open Markets Active

The open markets of Dillwyn, Farmville, Blackstone, Lynchburg, Appomattox, Drakes Branch, Petersburg, and other cities and towns have opened and much tobacco was received and sold by them during the past week. Many say that little or nothing can be known of the prices which will be paid upon the open floors by the prices paid so far, as the tobacco up to this time offered has hardly been representative of the crop as a whole. Then, again, most of the tobacco so far sold has come from small growers, who usually have odd lots and tobacco of nondescript varieties. However, at the Farmville market, which may be said to be fairly representative of the other markets of Virginia, an average of about \$14 was maintained. Some lots brought much more than this, while a considerable quantity was of very low grade, and brought very low prices.

Dark Tobacco Good

I have several times stated that the quality of tobacco in the dark Virginia region was, if anything, above the average. Yesterday the U. S. Department of Agriculture, or some allied department of government, announced that the Virginia tobacco this year was of inferior grade. This, it is understood applies to

both the bright tobacco of the Pittsylvania, Halifax and Charlotte sections, and likewise to the dark tobacco of the middle section of the state. While government reports may in a way know conditions among tobacco growers of Virginia, it is possible that in this case they are mistaken. However it may be, I maintain that dark tobacco, especially in the upper section of the dark counties, is particularly fine, and that it is likewise heavy and full of gum. Besides, this has been an ideal fall for curing the weed, and the color of leaf now hanging in the barns is very desirable. Growers generally are expecting high prices for their offerings, whether they belong to the marketing organization or are independents.

The Lynchburg open markets are sending out literature throughout this section of the state, and many growers, especially in the western section of Buckingham County, will ship to that point. Good prices are mentioned, though no abnormal offers are being made. The call is largely for good tobacco. High prices are offered for all high grades.

Decline in Yield

The average yield per acre of dark bright tobacco in 1925 is said to be only 580 pounds as compared with 650 pounds last year, and 685 as a ten year average. Statisticians say that 108,460,000 pounds of tobacco was raised in Virginia this year as compared with 136,500,000 last year. The average for the past ten years was 143,128,000 pounds. The quality of the tobacco is said to be 67 per cent normal as compared with a ten year average of 81 per cent. As this report comprises all kinds of tobacco, dark and sun cured, nothing can be told as to the quality or production of dark tobacco. It is safe to say, however, as suggested above, that dark tobacco is of good quality, and will average up well with former years. It is also heavy with gum and will weigh up well at the warehouses.

Opinions of the National Council

Newspapers of the state are publishing long articles sent out from Washington by press correspondents in the matter of pronouncements of the National Council of Farmers' Co-operative Marketing Associations regarding the cooperative marketing of tobacco in Virginia and other states. The latest story printed on the front page of an important Virginia daily with wide circulation, states that "the morale of the anti-co-operative forces is rapidly being broken down as a result of the advancing of 65 per cent of the bankers' valuation of tobacco on the part of the pool and the low prices of tobacco as being paid by the independent buyers." Statement is made that "almost complete demoralization of the auction system is brought about by the withdrawal of large buying interests who have to depress the prices of tobacco generally and force holding associations to unload at low prices." The Carolina situation is treated at length. Statement is made that "the lowest prices in ten years were paid in eastern North Carolina for a crop of fine quality. At the same time the co-operative association continued to pay the members the highest prices ever paid in the history of the organization."

October Sales in Virginia

Auction markets in Virginia sold during October, 12,215,168 pounds, as against 12,646,731 last year. Dry weather during the summer is given as a cause for this decrease in quantity sold. The number of warehouses operating was thirty-two as against twenty-nine last year. All the tobacco sold in October was of the bright variety, except for a few thousand pounds of dark. The price paid was \$15.77, as compared with \$21.68 last year. The quality was said to be much poorer this year. The grades were 19 per cent good, 30 per cent medium and 51 per cent common; while last

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The Largest Tobacco Seed
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Nos. 5 & 15
A. B. C.
5th Edition.
Cable Address:
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Established 1886

BRIGHT LEAF TOBACCO



Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

CABLE: "Edmunds" Danville

CODES: Bentley's, Lieber's

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DANVILLE, VA., U. S. A.

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Virginia, Carolina, Kentucky and Tennessee Leaf Tobaccos

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Buyers and rehandlers of all grades of Bright Leaf Tobacco. Domestic and export types bought on order or contract. Modern redrying plant equipped with improved machinery and ample storage facilities.

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RANDOLPH MEADE & COMPANY

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Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.

Correspondence solicited.

Satisfaction guaranteed.

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100—Shockoe Slip

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Tobacco Redried and Stored on Contract. Bonded Warehouse Under Government Regulations. Correspondence Solicited.

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Rehandlers of and Dealers in all Types of Carolina and Virginia Tobaccos. Modern Redrying Plant Equipped with Latest Improved Machinery and Ample Storage Facilities. SAMPLES SUBMITTED UPON REQUEST.

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HIGHEST QUALITY SPECIAL PROCESS

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QUALITY WORKMANSHIP

ESTABLISHED 1870

year the grades were estimated to be 38 per cent good, 31 per cent medium and 31 per cent common.

High Rank Agriculturally

Virginians are felicitating themselves over the published reports to the effect that the state leads in so many agricultural products and takes high rank in so many others. For instance, the state is given as third in the production of tobacco, first in early potatoes and spinach, first in the production of pure bred stock, second in peanuts and strawberries, third in apples and of high rank in many other things. All this encourages the grower of dark tobacco, as he believes that he can always maintain high prices for his product, provided it is of good quality; and in case the prices should fall below costs of production he can stop raising tobacco entirely and fall back on the many other crops which grow to perfection in the state. This attitude of mind is now having a great effect upon co-operative marketing and the general tobacco industry, and evidences the independence of mind which lies at the bottom of all the modern movement of the tobacco producers in this section of the Old Dominion.

Recent heavy rains have served to bring tobacco in order, and considerable quantities were "struck down" from the barns and is now being stripped for market. This applies principally to the smaller crops. The large growers will not market their crops for several weeks or possibly for two months.—PLUMMER F. JONES.

The World Court

A topic which has been discussed at a number of organization conventions during the past few months is the question of United States adherence to the World Court. Not only have the social and religious groups taken action, but organizations devoted specifically to business and professional interests as well. Indeed, the number under these two headings is larger than that of any other type. The Chamber of Commerce of the United States, the Commercial Law League of America, the American Manufacturers' Association, the National Association of Credit Men, the National Retail Hardware Association, and the National Pipe and Supplies Association are only a few of a long list.

December 17 has been set as the date for consideration of the World Court in the United States Senate and as that date approaches, interest in the question

is growing more and more active. In most of the larger cities and in countless towns and villages throughout the country, World Court committees have been formed for the purpose of holding community mass meetings during the next few weeks. These mass meetings will express very clearly the sentiment of each community concerning United States adherence to the World Court.

The American Foundation, 565 Fifth Avenue, New York City, will, upon request, furnish information as to the activities of particular communities and will send material on the Court's organization and history wherever it is needed.

Just Born Tobacco Case at United Store

With the instantly catching slogan, "Just Born—A Tobacco Case Which Distinguishes the Pipe," the United Cigar Store on the corner of Broadway and Wall street, New York, displayed a novelty in tobacco cases last week. It is an all-metal product, something like a cigarette case, with an opening cap at one side and end, just large enough to permit of one filing for the pipe. It sells for \$2—and it sells.

Other attractions at this store during the week were pipes in profusion, especially the General, Peer and Dunhill brands. All were most effectively arranged upon small board racks, separate for each brand, along the natural eye center of the window. Pipe business at this store is said to be excellent. Most of the men in the financial district here smoke pipes during business hours, and they buy good tobacco, too, with the briars.

Cigarette Brands Now Number 212

According to a reliable manufacturing authority there are now 212 cigarette brands on sale throughout the United States. They are of all sorts and grades, from ten cents the package upward. Only very few of these brands have any general or bulk sale, however. Two of them are now very largely advertised in metropolitan newspapers and on the billboards. Both space and copy for the two brands is striking and interesting. Snappy football copy is now in vogue, and the heads and illustrations are excellent. Motor driving is also introduced as a lively fall and winter feature for cigarette smoking, according to the prevailing copy.

Cable "Winleaf" Winston-Salem, N. C.—Codes A B C 4th & 5th Editions Western Union
WINSTON LEAF TOBACCO & STORAGE CO., Inc.

DEALERS IN LEAF TOBACCO

Strips, Scrap and Stems. Complete Facilities
Samples Submitted on Request
Order or Contract
WINSTON-SALEM, N. C., U. S. A.

CHAMBERLAYNE LEAF TOBACCO CO.

RICHMOND, VIRGINIA

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SEED LEAFKENTUCKY
CLARKSVILLE
SPRINGFIELD
HOPKINSVILLE
WESTERN DIST.BURLEY
OHIO
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LEAF TOBACCO OF ALL DESCRIPTIONS
PACKERS, DEALERS, EXPORTERS, IMPORTERS.
OUR OWN DOMESTIC AND FOREIGN PACKING
PLANTS ENABLE US TO MEET ALL REQUIREMENTS.

Universal Leaf Tobacco Co.
INCORPORATED
21 EAST 40TH STREET
CABLE ADDRESS: ULTOCO-NEW YORK
NEW YORK CITY

Baltimore Market

BALTIMORE, Md., Nov. 12.—Gieske & Nimmann, leaf tobacco merchants, make report as follows:

MARYLAND.—For the past week we note receipts of 558 hogsheds, and sales of 67 hogsheds, while a total of 254 hogsheds new crop ground leaves have come in no date.

#110.—Nothing to report.

Association Data

The Leaf Tobacco Association of Baltimore City issued these statistics for the official trade week ending November 4:

Receipts, Including Reinspections

	This Week	Previously	Net receipts	Net receipts
			to date	last yr.
Maryland	578	30,498	31,076	30,325
Inspections	433	433	433	840
da. Maryland, 751				

Deliveries

	Coastwise	Domestic	Foreign	Ohio	Total
This week	322	326	648	1	649
Previously	7,462	13,372	20,834	489	21,323
	7,784	13,698	21,482	490	21,972

Stock in Warehouses

	Maryland	Ohio	Total
Stock Jan. 1	5,774	824	6,598
Receipts since	30,325	433	30,758
	36,099	1,257	37,356
Deerded since	21,482	490	21,972
Stock today	14,617	767	15,384
This week	677	277	24,782
Previously	24,505	277	24,782
	25,182	277	25,459

Paducah Prospects

PADUCAH, Ky., Nov. 13.—During the past week the market on hogsheds has been more active, and some sales have been made. The Dark Tobacco Growers' Co-operative Association has recently made sales of approximately twenty million pounds of dark tobacco, of common to medium grades, out of the 1922 and 1923 crops. The majority of the tobacco sold was of the western district stock. Prices may not yet been made public. We also pay reports of some sales being made by independent dealers, which consisted of common and medium grades of leaf tobacco ranging from 10 to 14 cents.

There has been little activity in new tobacco in the western district, outside of Callaway county. Here several of the buyers buying interests continue in the market for the better crops, and we estimate that about two and one-half million pounds in Calloway county has been

contracted for at the barn door. However, buying this week has been some easier than for the past several weeks, and prices are a little lower. Tobacco of good quality is selling well, and farmers seem pleased, and are anxious to dispose of their crops.

Several new loose floors will operate this year at Mayfield, Murray and Paducah, and all floors are making extensive preparations for handling the new crop, and opening sales will be held during the second week in December.—W. B. KENNEDY & SON.

Lynchburg Average, \$18.64

LYNCHBURG, Va., Nov. 14.—John D. Oglesby, of the Lynchburg Tobacco Warehouse Company, makes the following reports of leaf tobacco sold on the Lynchburg open market:

Pounds this week	479,800
Sold to date	655,700
Sold same time last year	422,700

Increase for 1925 233,000

Receipts were as large this week as could be expected, only for Armistice Day coming in would have been larger, and heavy rain all day Thursday kept some farmers back. The rain, however, made a fine season for handling tobacco, and no doubt much was taken down to be stripped and marketed at the convenience of the farmers.

The offerings were hardly up to last week in quality, there being more hail-beaten tobacco, but notwithstanding this the general average price was \$18.64.

Tobacco is showing up with better body than last year, which makes it more desirable, though in some instances it did not have full size, due to dry weather, yet it makes a rich, salable tobacco.

The buyers all want tobacco, and the demand for it was never better, and it can be said that all grades are bringing splendid prices, quality considered, which is borne out in the fact that the farmers are more pleased with prices received.

Richmond Average \$14.55

RICHMOND, Va., Nov. 14 (Special).—There were only three sales days this week, but the market sold 93,065 pounds at \$14.55 average. The tobacco is excellent quality, and the snuff company as well as English buyers are bidding up each pile, while the domestic manufacturers are not bidding as strong as they probably will later on, when there is more competition for their grades.

Manufacturers who may need these red tobaccos would do well to place their orders for such at this time.—R. C. MORTON & Co.

Hudson Valley Dealer In Manhattan

Arriving in New York for a few days, James F. Martin, of James F. Martin, Inc., Peekskill, N. Y., looked over the trade.

B. P. EGGLESTON & CO.

Established 1892 DRAKE'S BRANCH, VA. D. Q. EGGLESTON
DEALERS IN LEAF TOBACCO
Specialty:—VIRGINIA DARKS
Your Business Solicited Correspondence Invited

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LEAF TOBACCO BROKERS
Durham, N. C., U. S. A.
ALL GRADES OF LEAF TOBACCO AND STRIPS

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A Large Supply of Leaf Tobacco Always on Hand.
We buy all grades Bright Tobaccos, Virginias, Darks and Burleys, Steam and Natural Season. Samples Furnished.

Branch Factories: Wilson, N.C.; Wendell, N.C.; New Bern, N.C.

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ALL GRADES OF OLD BELT
LEAF, STRIPS, SCRAPS AND STEMS
OXFORD, NORTH CAROLINA, U. S. A.

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Leaf tobacco, strips, scraps, stems, siftings
1800-2200 SEMMES AVE. RICHMOND, VA.

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LEAF, STRIPS, SCRAPS AND STEMS
ORDER OR CONTRACT COMPLETE FACILITIES
CORRESPONDENCE SOLICITED SAMPLES ON APPLICATION
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Incorporated
DEALERS IN LEAF TOBACCO—EXPORT AND DOMESTIC TYPES
Buyers and Rehandlers of all Grades of Bright Leaf Tobacco on Order or Contract
Complete Redrying Plant and Ample Storage
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Cable Address: "CLARK"

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Largest Loose Leaf Tobacco Market in the World
Established 1887
Packed for Export and Domestic Trade
We operate in North Carolina, South Carolina, Virginia and Georgia
Head Office: WILSON, NORTH CAROLINA, U. S. A.
Packing guaranteed. Samples submitted on application.

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ROBT. S. RUDOLPH

W. S. RUDOLPH Codes—Arnold's 5 & 15
Western Union, A B C, 5th Edition

Dealers and Brokers in Leaf Tobacco

CABLE ADDRESS, SMITH.

S. B. SMITH & COMPANYFIRST ESTABLISHED 1907
MAYFIELD, KENTUCKY, U. S. A.

Codes Used

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Union Liebers Western**LEAF TOBACCO DEALERS AND EXPORTERS**

Well equipped in every respect to handle all fire-cured dark grades in any manner (natural or artificial drying) and to supply specialties in any quantities. Also efficient in handling export orders to any foreign port. Equipment coupled with geographical location enables best of services and strictly first hand source quotations.

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Codes: "Arnolds, No. 15"

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INC.

CARROLLTON, KENTUCKY, U. S. A.

Buyers and Dealers in Burley Leaf Tobacco

We have our own factory located in the heart of the Kentucky Burley Districts.

We have the latest improved Proctor Re-Drying Machine, and our Storage capacity is unlimited.

We solicit your orders and will give same prompt and efficient attention.

SEND FOR OUR WEEKLY REPORTS

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CLARKSVILLE, TENNESSEE

OPERATING IN

Clarksville, Tennessee, and Springfield, Tennessee, Districts
Western Kentucky Districts,

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Reliable Packing, Correct Inspection, Efficient Arrangement
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**SPECIALTY—BURLEY AND ONE SUCKER
BUYERS AND HANDLERS
ORDERS SOLICITED**Operating on markets at Franklin, Tenn.,
Mt. Pleasant, Tenn., and Hartsville, Tenn.,
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Head Offices: Nashville, Tenn.

CABLE ADDRESSES (U. S. A.—Command, Owensboro, Ky.
[ENGLAND—Invade, Liverpool]**ROSS TOBACCO COMPANY, (Incorporated)**

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BUYERS, REHANDLERS AND REDRYERS OF

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FOR HOME TRADE AND EXPORT

Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying
U. S. A. Offices—Owensboro, Ky.British Offices—John Ross & Co., No. 27 King St., Liverpool, Eng.
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Buyers on all Hoghead and Loose Leaf Markets in Burley and Dark Sections**Cigarette Paper "EL PINO"**

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MIQUEL y COSTAS & MIQUEL

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United States Branch, 59 Pearl Street, New York City

**Great Burley "Revolt"
Dies Aborning**

LAWRENCEBURG, Ky., Nov. 14.—The "revolt" in the Burley district, against the selling methods of the Burley Tobacco Growers' Co-operative Association, scheduled to start here this afternoon, was crushed in its incipency by a majority of 20 to 1, when a crowd of 450 tobacco growers of Anderson county adopted a resolution endorsing the administration of the association's affairs and delegating to the officials of the association "full right and authority to sell and dispose of said tobacco as they may deem best, pledging the co-operation of Anderson county members, and urging all growers to deliver their tobacco to the association, "as they have heretofore done."

The resolutions adopted were a substitute to a set of resolutions presented by Judge Powell Taylor, of Anderson county, which while declaring allegiance to the association demanded a change in the selling policy of the organization and called on the directors to sell the tobacco over association receiving house floors at auction, as a more expeditious method of selling and paying the growers for their tobacco. The substitute was offered by Eli Shelbourne, a farmer and previous to the vote the situation was discussed by Judge I. H. Thurman, of Springfield, director of the association, Judge Taylor, Stanley Trent, chairman of the meeting, H. B. Carpenter, Harry B. Carpenter, Jr., J. W. Gaines, president of a Lawrenceburg bank and others.

Judge Taylor, one of the sponsors of the meeting moved that the vote by which the substitute resolution was adopted, be made unanimous and this was done amid wild cheering all over the house.

In his talk to the growers Judge Thurman said that he came by invitation to tell the growers, as their director, some things he thought they ought to know before taking any action on a proposition as serious as that before them. He said that if anyone could offer a better system of marketing than that now in use by the Burley Association he was sure that the Burley board of directors would adopt it.

Judge Thurman said that Judge Forrest Stapp, the man behind the resolutions for sale at auction of the 1925 crop in Garrard County, was a "dumper," that he had dumped a part of his 1922 crop and had paid \$51 liquidated damages on this, that he had been "afraid to dump his 1923 crop," but that when noses were counted in 1924 it was found that Judge Stapp had dumped again, and that Stapp had offered to settle with the association on the basis of 4.20 pounds dumped.

"Do the loyal tobacco growers of Anderson county want to be dictated to by a man who has broken his own contract with his fellow growers?" Judge Thurman demanded, and was answered with a rousing cheer from the crowd.

Judge Thurman recalled the prices paid to growers under the old auction system of selling, before the co-operative began, and declared that these prices averaged less than ten cents a pound. He said that the association had received 734,000,000 pounds of tobacco in the past four years, on which it had paid to the growers an average of \$16.60 a hundred pounds, "if you never get another cent," and that they still had 151,000,000 pounds, following the recent

sale of the American Tobacco Company from which to make further payment.

Judge Thurman asserted that the proposition for sale of the pooled leaf at auction had actually prevented sale of the pool. "It is my firm conviction," he said, "that if this agitation had not been started by dumpers, pinhookers, speculators and others seeking to destroy the association, as well as by some well intentioned but misguided members, we should by this time have sold more than a hundred million pounds. Did you notice that when your board of directors adopted a resolution declaring that it was the intention of the association to continue its orderly process of marketing within ten days the American Tobacco Company came in and bought between 10,000,000 and 11,000,000 pounds of your tobacco at a price that will bring you between \$2,500,000 and \$3,000,000?"

When Judge Thurman had spent thirty minutes a motion was made to extend his time indefinitely, and this was adopted with one dissenting vote. In closing he challenged anybody to put a business or corporation of any kind that has handled as much business at so low a cost or made so large a return to its stockholders as the Burley Association, or one that is able to finance its affairs at a lower rate of interest.

Chairman Trent called Judge Taylor to the chair and himself took the floor to advocate the resolutions presented by Judge Taylor, in which he made the same argument as Judge Taylor made. Both made it clear that they were not advocating "dumping," and that they urged all growers to keep their contracts with the association and deliver their tobacco to it.

Besides Judge Thurman there were present at the meeting Robert S. Walker, of Versailles, and P. R. Maki of Bloomfield, directors of the association. Colonel Frank L. Rippe and former Senator William E. Dowling, of Lawrenceburg; former Senator and Commissioner of Agriculture J. W. Newma of Woodford county, and others interested in the association and its success. There was a lot of cheering and most of the speakers were for the substitute resolution, and it was conceded that if there are any dissatisfied members in Anderson county they were conspicuous by their absence, and that the widely heralded "revolt" is as dead as a mackerel.

The substitute resolution offered by Mr. Shelbourne was adopted as follows: *Whereas*, A meeting has been called by a number of the members of the Burley Tobacco Growers' Co-operative Association of this county for the purpose of discussing the selling policy of the Burley Tobacco Growers' Co-operative Association; and

Whereas, It is our opinion that the officers of the Association are familiar with the financial and other conditions of the country and the best methods of disposing of the tobacco on hand and also the crop for 1924 and having full faith and confidence in their ability to look after and care for the interest; now therefore, be it

Resolved, That we, members of the Burley Tobacco Association of Anderson County, in a meeting assembled, do most heartily endorse the officers of the said Association and delegate unto them full right and authority to sell and dispose of said tobacco as they may deem best, and we hereby pledge our most hearty co-operation and urge all members to be loyal to the Association and deliver their tobacco as heretofore.

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Specializing Kentucky—Dark Air Cured

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Western Union

Branches:

Russellville, Ky.
Hartsville, Tenn.
Carthage, Tenn.

Canada Lays Claim To \$5,000,000 Tobacco Crop

Production of the Plant by Difficulties—Frost a Formidable Factor—Progress Slow But Sure—Tobacco Again "King Klass"—The 1925 Crop Nets Large Sum of Money.

LESLINGTON, Ont., Nov. 14.—On a reign of rain with late for many thousands of tobacco growers along the side of the month of September in the year 1923, old "Jack Frost" staged a very unexpected and unwelcome "comeback" and between the hours of midnight and dawn of that clear moon-lit night did damage, to the most promising crop of leaf tobacco that the tobacco mania of Essex and Kent counties had ever produced, to the extent of two million dollars.

No such temperature had been recorded in these localities at such an early date for twenty years and King Nicotiana, supposed to be securely seated upon the throne, was unceremoniously deposed, and King Corn became our greatest agricultural product. But time has again overthrown the old adage "uneasy lies the head that wears a crown." Just as "Jack Frost" had unhorsed King Tobacco, so the European corn borer work havoc on the corn crop. Tobacco is again king and it seems there is none his right dispute. The 1925 crop of tobacco is on hand and the net proceeds will aggregate over five million dollars.

Six million pounds of Virginia bright-leaf type were produced and sold at an average price of 37½ cents per pound. Nine million pounds of White-leaf sold at an average price of 22½ cents per pound. Four hundred thousand pounds of dark-fired snuff will enrich the two score of growers of this variety over \$100,000, and the three million pounds of Green River Prior, etc., will bring nearly \$750,000. And 18,500,000 pounds, all told, will bring the 1,500 growers of the counties of Essex, Kent, and Norfolk, the tidy little sum of \$2,000,000. This is considerably more than the 1924 crop sold for, which amounted to 13,100,000 pounds, selling for \$965,250. With the famous 1919 crop, excepted this year's money value will exceed any ever produced in the history of the industry, and we think, be of great importance to be listed by the agricultural departments among other products of the soil. Agricultural leaders have not exactly said so, but their records in the past, by failing to list tobacco crop, have implied tobacco is a crop of small or no consequence.

Essex county still maintains her lead in many years in both Burley and the other types, producing as it does, considerably over half the Burley and practically all of the Blue-cured, with the exception of 400,000 pounds, grown in Kent county, and 75,000 in the county of Norfolk.

The year 1914 saw the inception on a national scale of the Virginia flue-cured type, and these statistics are also of the same source. The average yield

per acre this year will be about as follows: Burley, 1,400 pounds; Blue-cured, 1,000 pounds, and other types about same as Burley. The estimated cost of production of the flue-cured variety is placed at 25 cents per pound by those who have "kept track" of costs, etc., and this shows a net profit to the grower of this variety of 12½ cents per pound. Placing average production at 1,000 pounds per acre, we have a net money profit of \$125 per acre. Thus, the six thousand and odd acres will turn in "velvet" to the "Blue-cured Aristocracy," as they are called, the sum of \$750,000. Out of this will doubtless come many new super-six sedans, super-heterodynes, winter trips to Florida and come many cruises in the Mediterranean. So much for the flue-cured type—and yet the Burley growers have for once in their lives fared even better. They will receive about three hundred and fifteen dollars per acre and the cost of production is conservatively placed at \$125 per acre, thus showing a profit of nearly \$200 per acre, or over \$1,250,000 of "velvet" on the 6,500 acres in cultivation. Consequently, more super-sixes and "eggs for breakfast."

But (and oh, that everlasting but), there are old scores to be settled. There is 1923, yet held against many tobacco growers on the books of those who furnish supplies and while this is an especially fat year for tobacco growers, there have been many lean ones when all the grower got was a back-ache and a scanty living.

Generally fat years are followed by lean ones and often times there are several streaks of lean to one of fat.

Land values, too, are affected by the price of tobacco, and this winter will likely see a very active market in all lands suitable for the crop. As in years past, many of those who are not wise to the "game" will likely take a plunge and long before next autumn will learn to their sorrow that "all is not gold that glitters."

Quality, and quality alone, is the foundation stone and absolutely the only permanent foundation upon which a great Canadian tobacco industry can be reared.

The best possible advice that any one can give a grower, or prospective grower, is to forget the year 1919 and remember the year 1920, for in that year overproduction of an inferior quality pretty nearly ruined the tobacco industry as far as making money was concerned.

The English market is again dangling in front of the growers' eyes and may offer an excellent opportunity for disposing of surplus supplies at a profit, provided always that the quality is there. No preference or other legislation

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CODES: {Arnolds No. 5
{A B C 5th Ed. Improved



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Manufacturers, Protect Your Tobacco. Pack it in our Paraffine Lined, Weatherproof Bags—that keep the natural moisture of the contents on the inside, and excludes the Dampness and prevents Mould.
For twenty-five years we have furnished bags to the Scrap Tobacco Manufacturers. There is A Reason. Write for samples—make a trial and be convinced.

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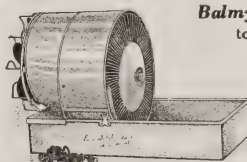
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Burley, Aircured, Green River, Fired Dark, Maryland, Virginia and Seed Leaf Tobaccos on all markets.

We air and steam dry on most of the loose leaf markets and have the latest improved Philadelphia Steam Dryers in our Lexington and Louisville factories for handling Leaf and Strips.

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BUYERS, REHANDLERS, REDRYERS OF
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Western District, Clarksville and Springfield TobaccoOFFICE AND FACTORY:
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Business Solicited on Orders for Commission
Factories: Paducah, Ky., Murray, Ky., Mayfield and Martin, Tenn.

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(Successors to J. S. Phelon)

Leaf Tobacco Brokers, Dealers and Rehandlers

Can handle all grades in any way desired, on Order or Commission. Personal care given
all business, with special attention to Green Rivers and Burleys

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Branch Factories on Loose Leaf Markets in Both Burley and Dark Sections.
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LEAF AND STRIPS Handled on Order or Contract

FOR DOMESTIC AND EXPORT TRADE

All Grades of Fired, Air-Cured and One-Sucker

Orders and Contracts Solicited. MADISONVILLE, KY.

can induce Englishmen to use inferior tobaccos. So if you intend to compete with the southern states in the British market, you must "produce the goods." Suitable flue-cured soils are not so easy to find although there is still much land suitable for this type yet untouched. There are countless thousands of acres suitable to the proper cultivation of the co-called dark types. Burley seems to be much in demand, which indicates that the "chewers" are coming back. Whether or not they are coming back from the United States, the manufacturers decline to say. Suffice it, however, they are chewing more Burley tobacco and that, in a measure, accounts for the increased consumption of this type.

Prices in the flue-cured sections of the southern states are reported to be bounding skyward and generally speaking the outlook for the 1926 crop is all that could be asked for. As a world crop tobacco now occupies a commanding position. This western Ontario peninsula is undoubtedly destined to become the greatest tobacco producing area in the British Empire. It will build towns and cities as it has done in North Carolina, and it will become the "golden crown" of a diversified agriculture.

But in order to reach the goal there must of necessity be years of unremitting toil; years of sad disappointments, and years when only stout hearts can overcome and conquer the many vicissitudes which beset those who raise tobacco. But "hope springs eternal in the human breast. Man never is but always to be blest."—COLONEL GREGORY.

Bank Advertises Famous Mail Pouch Tobacco

EDGERTON, Wis., Nov. 14.—At the Tobacco Exchange Bank here there is a display window containing a picture of a rapidly moving train, the smoke from the engine of which forms the letters, "Choo, Choo," and upon the tender is the advertisement for Bloch Brothers Tobacco Company's Mail Pouch brand. It is a realistic and very compelling piece of novelty advertising. Local crowds at the window of the bank attested its pulling power.

Red Man Tobacco Offers Valuable Prizes

DAYTON, Ohio, Nov. 14.—Automobiles are traveling through this part of the country with signs upon them stating they are in a trans-country run from New York to the west, and from Chicago to the east. This is a plan of the Pinkerton Tobacco Company to attract attention to its Red Man brand. To each community in which the cars stop it is advertised that the consumers of Red Man who can show the largest number of empty sacks the week pre-

vious to Christmas, radio sets, dogs, and gold watches will be distributed. All the dogs are from the kennels where Laddie Boy came from, and which are now regarded as President's own.

Carload of Camels Monthly For Indiana Jobbers

TERRE HAUTE, Ind., Nov. 14.—Following the merger of the various brands of the Hamilton-Harris Tobacco Company at Kokomo, South Bend, Indiana, and this city, the firm has become, in four years, one of the very largest cigarette and tobacco jobbing houses in the United States. At the local level alone, every month, more than a full car load of Camel cigarettes is received for general distribution.

This branch was formerly known as the Vigo Tobacco Company, which was established seven years ago. The firm now four million dollars invested in common and preferred shares of the Hamilton-Harris Tobacco Company. It built the present building here for \$75,000. One of the prominent features of the structure is the vast building capable of stocking approximately one million cigars.

Eight salesmen travel out of the branch. Their territory is only in western Indiana and eastern Illinois. W. Eggeston is local manager and vice president of the company. He has a territorial distribution on Forty-two Dutch Masters, Harvesters, Cinco and King Edwards is growing every day and that this will undoubtedly be the greatest year in the history of the Terre Haute business.

Salesmen To Meet in New York Instead of Philadelphia

When the executive committee of the National Board of Tobacco Salesmen's Association met at 123 Liberty street, New York, it was decided to change the location of the convention from Philadelphia to New York. It will be December 28 and 29 at the Pennsylvania Hotel. Every visiting cigar, tobacco cigarette and accessory salesman is cordially invited to attend the interesting sessions.

Lexington Bank To Have Tobacco Show

LEXINGTON, Ky., Nov. 14.—In line with the previous production exhibition at the Union Bank and Trust Company of this city, there will be a tobacco show from November 23 to 28. Prizes will be awarded to growers for best leaf, and the grade ruling Burley Tobacco Growers Co-operative Association will be followed.

AMBER-MEERSCHAUM

THE NATIONAL IMPORTING CO., INC.

2 ELM ST., NEW YORK
FACTORY SUPPLIES

Address, "WILSIMMONS"

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ALL GRADES TENNESSEE AND KENTUCKY TOBACCO

Office: SPRINGFIELD, TENN., U. S. A.

Correspondence Solicited

Louisville Market

LOUISVILLE, Ky., Nov. 14.—The Louisville Tobacco Board of Trade reports the following leaf tobacco transactions as

Tobacco Sales for the Week and Year to Nov. 13

	Week	Year
	Auction Sales	Private Sales
... 54	135	189
... 66	...	66
... 42	2	44
... 10	...	...

... 162	137	299	13,531
... 427	...	...	20,484
... 769	...	...	30,475
... 1,133	...	...	60,740

Association of this Week's Sales

	Old	1924	1925	Total
	Crop	Crop	Crop	
... 7	139
... 207	85

Association of Sales Jan. 1 to Date

	Old	1924	1925	Total
	Crop	Crop	Crop	
... 2,056	11,758
... 1,245	1,773

Association of Sales to Same Date in

	1924	1925	1922
... 16,203	56,492
... 4,281	4,245

Comparisons with Previous Years

	1925	1924	1923
... 20,484	60,740
... 30,475

Comparison of Sales of new

	1925	1924	1923
... 12,741	17,575
... 10,726	15,206

Comparison of Sales of this Week:

	1925	1924	1923
... 46
... 46

Percentage of rejections

	1925	1924	1923
... 29
... 28

Comparison of Sales of this Week:

	1925	1924	1923
... 2,424
... 194

Comparison of Sales of this Week:

	1925	1924	1923
... 2,618
... 202

Comparison of Sales of this Week:

	1925	1924	1923
... 10,563

SMOKE

DILL'S BEST*"It's A Mighty Fine
Pipe Tobacco"*

If your jobber is unable to supply you, write us direct and state size desired. Give us the name and address of your jobber.

10c 15c 25c 75c \$1.50 (Sizes)

G. DILL CO.

Richmond, Va.

SUHLING & CO., INC.

VIRGINIA, CAROLINA & KENTUCKY TOBACCO

Cable Address:
"Suhling," Lynchburg, Va.**Official Quotations at
Louisville, Nov. 13**

	Burley	Dark	Bright	Colony	Dark
	Red	Red	Red	Colony	Mig.
Trash, green	...	...	...	...	...
or mixed	8-10	11-13	14-16	...	...
Trash, sound	10-11	12-14	17-19	...	...
Common lugs	13-15	16-18	19-21	...	...
Medium lugs	17-19	20-22	23-25	...	...
Good lugs	20-22	23-25	26-28	...	...
Com. leaf, short	11-12	14-16	18-20	...	...
Common leaf	16-18	19-21	22-24	...	...
Medium leaf	18-20	22-24	26-28	...	...
Good leaf	24-26	26-28	29-31	...	...
Fine & Select	28-30	30-32	33-35	...	...

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.—F. E. BROCAR, Secretary.

NOTE.—Burley, 1925 crop, 85 hhds., average \$15.27.

Farmville Average \$32.88

FARMVILLE, N. C., Nov. 14.—Total tobacco sales for official week ending Nov. 13, 803,642 pounds; average price, \$32.88 per 100 pounds. Sold to date of 1925 crop, 8,862,574 pounds; average price per 100 pounds, \$25.82. Prices holding up on common tobacco; good tobacco some cheaper. About 75 per cent of crop sold to date.—L. P. THOMAS, Secretary Tobacco Board of Trade.

Lawrenceville Average \$19.65

LAWRENCEVILLE, Va., Nov. 14.—Total tobacco sales for official week ending Nov. 13, 107,508 pounds; average price, \$19.65 per 100 pounds. Sold to date of 1925 crop, 489,310 pounds; average price per 100 pounds, \$17.10. Sold to same time last year, 425,870 pounds; average price per 100 pounds, \$22.50. Strictly fine tobacco selling considerably better. Very little demand for red fillers and common tobacco.—A. R. MEREDITH.

Greenville Average \$33.48

GREENVILLE, N. C., Nov. 14.—Total tobacco sales for official week ending Friday, 2,722,462 pounds; average price, \$33.48 per 100 pounds. Sold to date of 1925 crop, 30,205,414 pounds; average price per 100 pounds, \$25.96.—K. W. COBB, Secretary Tobacco Board of Trade.

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760

Rail Road Mills Snuff, Est. 1825

Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccaboys—Rappees—High Toasts—Strong, Salt, Sweet and Plain
Scotchs

MANUFACTURED BY

GEORGE W. HELME COMPANY

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Hodge Tobacco Co.

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Packers of

Leaf, Strips, Scraps and Stems

Natural or Artificial Seasons

Head Office: HENDERSON, KENTUCKY

Henderson, Ky. Owensboro, Ky. Hopkinsville, Ky.
Paducah, Ky. Madisonville, Ky. Clarksville, Tenn.
Springfield, Tenn. Kingsville, Canada

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LA FLOR DE LA ISABELA

FACTORY, MANILA, P. I.

New York Office:
COMPANIA GENERAL DE TABACOS
DE FILIPINAS
80 Wall StreetSan Francisco Office
J. B. HAVRE & CO.
200 Bush St.**Clown Cigarettes
and Old Hill Side
Smoking**Manufactured by
Axton-Fisher Tobacco Co.
Incorporated
Louisville, Kentucky, U. S. A.**It's TOBACCO***You need every week*

D. C. KALTREIDER & SONS
RED LION, PA.
MANUFACTURERS OF
APOLLO
ALSO
ODIVA
LORD NORTHCLIFF
C. & S. BOUQUET
The Selling 5c Cigars

GASCO

A LEADER

5c

G. A. STROBECK
RED LION, PA.

W. C. FRUTIGER & CO.
RED LION, PA.
MANUFACTURERS OF
BANK NOTE
AND
VICTORY
5c CIGARS
IMPORTED SUMATRA WRAPPED

C. N. FOREMAN & CO.
Red Lion, Pa.
MANUFACTURERS OF
PORTAGE
AND
EL MERITO
Quality 5c Cigars

T. E. BROOKS & CO.
RED LION, PA.
MANUFACTURERS OF
CANADIAN CLUB
OLD ABE
HAVANA SWEETS
CLINT FORD
We Manufacture Only 5c Cigars
Daily Production 200,000

T. A. WINTER
RED LION, PA.
MANUFACTURERS OF
KINSMEN
UNION SPORT
VIRTUOLA
WINTER'S HAND MADE
5c Cigars That Sell
DAILY PRODUCTION 100,000 Cigars

**YORK
COUNTY
CIGAR**

GOVERNOR MORRIS (5c)
CIGARS
MANUFACTURED BY
KEYSTONE CIGAR CO.
YORK, PA.
KRE-OLE (5c) BLYSTONE (5 & 8c)

FAIR & SQUARE CIGAR CO.
PIUS WOLF, Prop. RED LION, PA.
MANUFACTURER OF
5c
Cigars That Sell
Brands:
BEN TRACY, ESCALON
AND
MAUD FULTON
IMPORTED SUMATRA WRAPPED

Manufacturers

MAUD MULLER
MANUFACTURED BY
A. C. FREY & SON
RED LION, PA.
NATIONAL STARS

A 5c CIGAR OF QUALITY
IN 3 SIZES
ROBERT FULTON
MANUFACTURER
H. L. HAINES & CO.
RED LION, PA.

WEB FOOT

INVINCIBLES

Two 5c Quality Cigars
Manufactured by
L. D. FRYE & SON
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STATE BOND
MILD QUALITY
CIGARS
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The P. E. REICHARD CO.
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"The House of Reputable Merchandise"
ARROW SMITH

DOUBLE QUALITY

5c

GUARANTEED SALABLE MERCHANDISE
E. B. STRICKLER
YORK, BOX 11, PA.

GENERAL TOPIC

Dependable Nickel Cigars

"In Everybody's Mouth"

HERBERT M. SMITH
RED LION, PA.
Sumatra Wrapped Products

SUPERIOR CIGAR CO.
RED LION, PA.
MANUFACTURERS OF
PAY DAY
AND
PRIDE-MARK
5c Cigars

MT. JOY FARM PRODUCTS CO., Inc.

Growers, Packers and Dealers in

PENNSYLVANIA TOBACCO

All Lancaster County Grown MT. JOY, PA. Correspondence Solicited

York County News

York, Pa., Nov. 16.—The annual banquet of the York County Cigar Manufacturers' Association will be held Friday evening, December 18, in this city. The banquet was fixed at the monthly meeting of the association held in Red Lion last night evening. Arrangements for the banquet, which will be held in one of the leading hotels of the city, will be made by a committee composed of Messrs H. Horn and George S. Roseman.

The meeting was largely attended, and Messrs. Roseman presided over by the president of the association, B. M. Hanigan, of East York.

A letter prepared by the association and addressed to Congress, protesting against the "nuisance" tax on cigars, was read by Secretary C. M. Echehalt. The letter was in the form of a resolution, and was read to the ways and means committee of the House of Representatives and the finance committee of the Senate. It asks for the repeal of the ten cents additional tax on each cigar.

The association definitely decided to not exhibit this year at the Tobacco Industries Show in New York.

A committee, composed of Harry W. Echehalt, Arthur S. Zeigler and Arthur Thompson, was appointed to frame resolutions on the death of George Kohler, of York.

Members Present

The meeting closed with a round table talk and refreshments. These members represented Daniel Spangler, Lemuel W. Echehalt, Harry W. McGuigan, James W. Echehalt, Ray S. Snyder, Harvey A. Echehalt, Paul E. Reichard, David A. Echehalt, Frank Snyder, Thomas L. Adair, Harry C. McGuigan, Thomas C. Miller, William H. Snyder, Harry Zeigler, John W. Kelley, Samuel Winter, Samuel Cove, Roy Smith, Sterling S. Kinsley, J. Latimer Sechridt, Charles E. Echehalt, Arthur S. Zeigler, Herbert Echehalt, E. B. Strickler, William C. Frutkin, Edward Brooks, Arthur Thompson, Van Minnich, Charles F. Laucks, J. Wolf, J. C. Winters, Steven H. Latot, A. Scott Frey, Earl E. Rost, John Keller, Allen C. Frey, Herbert M.

Smith, D. Curtin Kaltreider, B. S. Sentz, Charles F. Roseman, Harry Fishel, Perry L. Tschopp, L. Carl Grove, D. Frank Kaltreider, Secretary C. M. Echehalt and President B. M. Hanigan.

S. M. Downs, a Felton cigar manufacturer, recently underwent a thrilling experience, when the automobile which he was driving was attacked by a bull. Mr. Downs, accompanied by Theodore Akins, was passing by a dairy farm, when the bull broke over the fence and made an attack on the machine. The two men immediately left the car and climbed trees nearby, and remained there until the infuriated animal had gone back into the field. Neither was injured by his unpleasant experience.

Chester F. Miller is having the apartment above his cigar store, the West Side, 596 West Philadelphia street, remodeled.

A masquerade party was held last week in the I. Lewis Cigar company building, Red Lion, and was the occasion for much enjoyment. There was a program of music and games, and refreshments were served.

C. M. Echehalt, secretary of the York County Cigar Manufacturers, spoke in Lancaster at the November meeting of the Lancaster County Tobacco Growers Association. He told them the present cigar demand is for a large, good quality five-cent cigar. The laboring class, the class to which most cigar manufacturers are appealing, he declared, are demanding longer smokes.—YORK AD.

Pennsylvania Factories Go Ahead in Output

READING, Pa., Nov. 14.—In the local Reading-Lebanon cigar manufacturing district the revenue office reports sales for stamps to cover 15,771,900 cigars in October. This is considerably over the announced September total, and the present outlook for holiday trade is most encouraging.

Gerson J. Brown Finishes His Western Trip

After stopping in all the important jobbing centers of the central west, Gerson J. Brown, vice president of the American Cigar Company, New York, is again at his desk.



LA PALINA CIGAR

AARON B. HESS Packer of and Dealer in
Domestic Cigar Leaf Tobacco
 Box 1084, LANCASTER, PA.
 Warehouses: 630-636 No. Prince St., Lancaster, Pa.

CHESTER CIGAR & TOBACCO CO.
 MANUFACTURER OF HIGH GRADE
PENNSYLVANIA SHORTS
 Pennsylvania Scrap our Specialty
 RED LION, PA.

E. L. NISSLY & SONS
 Growers and Packers of
CHOICE CIGAR LEAF TOBACCO
 Packing Houses, LANCASTER & FLORIN
 Main Office, FLORIN, Pa.
 Critical Buyers always find it a pleasure to look over our samples
 Samples cheerfully submitted upon request

MANUFACTURED WEATHER FOR TOBACCO
Carrier Engineering Corporation
 NEWARK, N. J. NEW YORK CHICAGO BUFFALO BOSTON PHILADELPHIA
 LOS ANGELES

K. STRAUS & CO., Inc.

Importers and Packers of
HIGH GRADE LEAF TOBACCO
 301 to 307 N. Third Street Philadelphia, Pa.



TOPIC
 "Good from End to End"

Good for the dealer because:-

**They are popular,
 They are profitable,
 They sell quickly.**

"Meet Us at the Tobacco Show"

Bobrow Bros. Inc., Mfrs.
 Philadelphia, U.S.A.
 Makers of Bold-La Tosella-Recall

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CIGARETTE PAPER
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AMERICAN OFFICES FOR U. S. AND CANADA.
FRANCO-AMERICAN IMPORT CORP.
 56 PINE ST., NEW YORK, N. Y.



STERN-MENDELSON CO., INC.
HAVANA & PORTO RICO TOBACCO
165 FRONT ST., NEW YORK

FRANCISCO BUXO
Grower, Stripper and Packer of
SAN LORENZO FILLERS OF PORTO RICO TOBACCO
San Lorenzo is located in Porto Rico's best tobacco section.
SAN LORENZO, PORTO RICO

EDWIN A. BENJAMIN
Manufacturer of
PORTO RICAN CIGARS FOR JOBBERS
Prices ranging from \$22 to \$75 per M.
Package goods \$19 to \$25.
Caguas, Porto Rico

KOHLBERG-GONZALEZ CO., INC.
Nothing Satisfies Like a Good Cigar.
PORTO RICAN TOBACCOS
144 Water Street, NEW YORK Tel. John 2821
Warehouses & Plantations: AIBONITO—COMERIO—GURABO

Cable "Cobian"
COBIAN SOLARES & CO., SUCS.
S. en C.
Growers, Packers and Strippers of Porto Rican Tobacco
Our Specialty Comerio Tobacco
Comerio, Porto Rico

Cable: "Menendez" Bayamon Code: A. B. C. 5th Ed.
VICTORIANO MENENDEZ
PACKER AND STRIPPER of
PORTO RICAN TOBACCO
(Exclusively Inland) BAYAMON, PORTO RICO

RAMON MORAN & COMPANY
Growers, Packers & Strippers of
Porto Rican Leaf Tobacco—Exclusively Inland
MANATI, PORTO RICO

FRANCISCO GALENO CABAN
UTUADO, PORTO RICO
GROWER AND PACKER OF
High Grade Porto Rico Tobacco
Exclusively Inland

ALFREDO ALONSO
Grower, Packer and Stripper of
PORTO RICAN TOBACCO
Coamo, Porto Rico

E. ROSENWALD & BRO.
145 WATER STREET
NEW YORK

Henderson Sets a New High Mark

HENDERSON, N. C., Nov. 14.—During the first two weeks of November the Henderson tobacco market set a new high mark in the number of pounds delivered and sold on the auction market. The first week of the month sold 903,556 pounds, for \$241,166.16, at an average of \$26.69, while for the week ended yesterday the market sold 901,264 pounds for \$215,803.36, or an average of \$23.94 per hundred pounds.

Sales through the week just ended bring the season's total here to 3,556,952 pounds, which has sold for a total of \$821,424.10, or an average of \$23.09 per hundred pounds.

This is by far a better record than the market made a year ago. To November 14, 1924, the auction market here had sold 2,620,393 pounds for \$566,697.63, or an average of \$21.62.

Thus it will be seen that the market has sold thus far in 1925 nearly one million pounds more than for the same period in 1924 and the money paid out is practically 50 per cent more, while the average price, is approximately a cent and a half higher than that for 1924.

The last few days of the present week saw a slump from the early part of the week. Monday's sale amounted to 170,448 pounds, as reported, selling for \$27.52 per hundred pounds, although this by no means represents the total deliveries that day. The market was blocked on Monday and Tuesday, the break having been cleared up only late Wednesday afternoon.

It is estimated by tobacco men that the break here on Monday was perhaps the biggest the Henderson market ever had for one day in its history. Total pounds on sale, including all warehouses that were not reached, amounted to 450,000 pounds, it was estimated. Only the warehouse that had first sale finished, and a little strip of the second house. Figures given, however, represent only the house that finished. The last house scheduled to sell on Monday was not completed until Wednesday morning.

A further desperate effort to get an additional set of buyers on this market, a thing Henderson has never had, but which would mean the selling of perhaps a record quantity of tobacco for the season if such additional facilities were provided now, in the opinion of warehousemen, has been made, but to no avail. It is understood most of the companies represented on this market responded favorably to the request, but one or two held back, and the project fell through. Extra expense entailed in such an undertaking is understood to be the reason advanced by the companies for not acceding to the request made.

Next week is expected to see another big deluge of the golden weed on the local market, and there will likely be two or three good breaks the week following, when the market will operate only three days, taking off Thursday and Friday

for the Thanksgiving holidays. It is the opinion of some that the remaining cigarette sales days before Thanksgiving will be the peak of the season, if, indeed, it is not already been reached in the two weeks just passed. So far as records available indicate, Henderson has never sold over 900,000 pounds of tobacco in two weeks in succession before.

Records show that this market is considerably ahead of any market in any section of the state. There is really no comparison with the markets at Winston-Salem, Raleigh, Durham, Durham, Durham and Louisville, Oxford, to the west being the greatest rival for position and averages Henderson has had. During the month of October Louisville in three warehouses a total of 796,200 pounds at an average of \$17.49 per hundred, while during the same period Winston sold 443,590 pounds at an average of \$18.81 per hundred. Oxford during that month sold a total of 1,590,000 pounds at an average of \$19 per hundred. Henderson's figures for October show 1,732,970 pounds at an average of \$20.56 per hundred. The figures are in the official report of the Crop Reporting Service of the State Department of Agriculture at Raleigh.

Not before in many years has there been such a concerted effort to bring the Henderson market forward, and the results of the effort are being demonstrated in the preference the market is apparently getting with the independent growers in this and the surrounding counties.


A goal of 10,000,000 pounds for the season has been set, and it is believed that nearly half of that amount will be sold here by Thanksgiving. Last year slightly more than half of the total for the entire season had been marketed by the Thanksgiving recess. It is considered fairly certain that the remaining eight sales days before the market will see fully one million pounds of tobacco on sale here. That will run the season total to that time to around 4,500,000 pounds, which, on the basis of last year's sales, would indicate a season total of close to 9,000,000 pounds. Some guess are that this season's figure will hit the goal set by the end of the selling period in February or early in March. It is known, however, that there is considerably more tobacco being produced this season than last, and the total aimed at may be attained in the end.

Rothschild Returns From South America

Many weeks were spent by Irving Rothschild, of Cullman Brothers, New York, in the various countries of South America. He looked into the numerous international tobacco situations there, and he returned home last week well pleased with his trip.

Miller Returns From Visit

Some time was occupied by William Miller, of the American Sumatra Tobacco Company, New York, in the east, and he is now home for a few days.



MADERA TOBACCO COMPANY
PORTO RICO TOBACCO
DEALERS IN ALL KINDS
OF LEAF TOBACCO
SAN JUAN, P. R., and
165 WATER STREET, NEW YORK
OUR SPECIALTY

ORTIZ HERMANOS
AIBONITO, PORTO RICO
Growers, Packers and Strippers of Exclusively INLAND
PORTO RICAN TOBACCO

**IMPORTERS
EXPORTERS &
PACKERS OF
TOBACCO**

Porto Rican Outlook

AN JUAN, P. R., Nov. 12.—As previously stated, the Government is making a general revaluation of the farms with the object of obtaining more revenues so as to be able to meet the constant increase of the Island's budget. This amounts now to more than eleven million dollars, and it also has to be considered that there is a municipal debt in the Island, of about 17½ million dollars, which amount has to be amortized yearly.

Financial Situation

The Government of Porto Rico has a B'd debt of about \$25,000,000. The Island has about 2,000,000 acres of which are approximately as follows:

N' cultivatable (rivers, towns, factories, etc.)	200,000
Stumps, etc.	20,000
Maintains and shrubs	400,000
Used for pastures, etc.	700,000
Cultivated	580,000
Land uncultivated for rotation of crops	100,000

Actually a total of 576,574 acres are cultivated in the Island, viz:

	Acres
Sugar cane	244,180
Coffee	162,262
Tobacco	35,302
Cotton	12,000
Cocunut	9,816
Pineapple	2,096
Oranges, grape fruit	5,918
Other fruits	105,000

The last year's production of tobacco amounted to 225,000 quintales, or about 6⅓ quantaels per acre, taking into account an acreage of 35,302, but this season an increase of planting of from 15 to 20% is estimated, so a larger crop will be in view, that is, if weather conditions are continuing to be favorable.

"Norther" Did Damage

I reported lately about the first "Norther" we had in Porto Rico this season, and said that it lasted only three days, but the same "Norther" extended over more days and principally caused a tremendous swell around the Island of Porto Rico, damaging in certain districts bridges and houses.

On the West coast heavy rainfalls up to 10 inches damaged the sugar cane, etc. and in some of the tobacco belts seed beds have suffered to some extent.

Heavy winds prevail still, and in some districts rain has interfered with the continuation of the tobacco planting.

I have been informed that in Naranjito about 1,500 acres are being planted and in preparation. The developing of the planting of tobacco is very favorable.—"MIRAMONTES."

Inactive and Unlisted Stocks

Closing Prices Monday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar	107	111
American Cigar pfd	95	99
Bayuk Cigars	38	41
Bayuk Cigars, 2nd pfd	95	100
British-American Tobacco	24	25
Continental Tobacco Co.	14½	15
*Eisenlohr & Bros. com.	17	19
Eisenlohr & Bros. pfd.	88	90
G. W. Helme Co., new	72	75
G. W. Helme Co., pfd.	115	118
J. S. Young	124	128
J. S. Young pfd.	103	109
Imperial Tobacco	24½	25½
International Cigar Machine	65	75
Johnson Foil	80	90
McAndrews & Forbes	116	170
McAndrews & Forbes pfd.	100	102
Mengel Co. com.	48	52
Philip Morris	21	22
Porto Rican A. T. Co.	50	60
Universal Leaf com.	58	61
Universal Leaf pfd.	97	99

*Par value now \$25.

ENGLISH OVALS
CIGARETTES
Blended in the Good Old English Way



Keep a
carton
on the
counter

ENGLISH OVALS are rolling up a record in sales, satisfaction and profit for the retail merchant.

A carton on your counter is like an extra salesman in the store. They literally sell themselves.

Ask your jobber for more ENGLISH OVALS today.

Made by the makers of

Philip Morris
BOND STREET CIGARETTES
In the Little Brown Box

"The Ultimate in Cigarette Luxury"

A remarkable record
of a remarkable tobacco

THIRTY-THREE per cent more Porto Rican cigars were imported by the tobacco trade of the United States during the fiscal year 1925 than in the previous twelve-month period. The recent Porto Rican harvest of leaf tobacco is practically sold out.

Merit is beating a path for Porto Rican cigars and tobacco. There is a very decided trend toward Porto Rican cigars and tobacco in this country.

Manufacturers, jobbers and dealers will profit by serving the demand of smokers for Porto Rican cigars, or cigars containing Porto Rican tobacco.

We can tell you more about
Porto Rican cigars and tobacco.
Write for information.

GOVERNMENT OF PORTO RICO
TOBACCO GUARANTEE AGENCY

136 Water Street, New York
Telephone John 1379
F. LINARES, Agent

To protect buyers of Porto Rican tobacco the Government requires the affixing of a Government Guarantee Stamp to every box of cigars and every bale or barrel of P. R. tobacco leaving the island. Look for these stamps.

E. B. Embry, Pres. A. E. Watson, Vice-Pres.
E. M. Collins, Sec. and Treas.

Embry Tobacco Company

Incorporated

Growers and Packers of High
Grade Shade Grown Leaf
Tobacco

PLANTATIONS: OFFICE & WAREHOUSE:
QUINCY, FLA. QUINCY, FLA.
QUINCY, FLA.

I. Gardner, Pres. S. Spitz, Vice-Pres.
Jos. Wedeles, Sec.-Treas.

MAX WEDELES TOBACCO CO.

DEALERS IN

Fine Florida and Georgia Shade
Tobacco
Our Specialty
Shade Grown Round Tip

QUINCY, FLA.

F. Perry May Fountain H. May
Fred L. May

MAY TOBACCO CO.

Growers and Packers of Shade
Tobacco

York, Pa. Quincy, Fla.

B. Ottinger Henry Weinberg

B. OTTINGER & CO.

Fine Florida and Georgia
Wrappers

QUINCY, FLA.

J. & O. ALTSCHUL TOBACCO CO.

Growers, Packers and Wholesale
Dealers in



Florida-Georgia
Shade Grown
Tobacco
QUINCY, FLA.

J. T. BUDD, JR. & CO.

Growers and Packers

Florida and Georgia Shade
Grown Wrappers

QUINCY, FLA.

Florida Shade Grown

Round Tip
Wrappers

for

High Grade
Cigars

Florida

and

Georgia

for

Five Cent
Cigars

Florida - Georgia Tobacco Growers Association.

QUINCY FLORIDA

CORRY TOBACCOCO.

Growers and Packers

Florida-Georgia Tobacco

QUINCY, FLA.

JAMES J. LOVE

Leaf Tobacco

QUINCY, FLA.

Plantations

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J. GUS BERT H. C. BERT JOHN G. BERT

BERT BROTHERS

Growers and Packers of

Shade Grown Tobacco

HAVANA, FLA.

Plantations & Warehouse
HAVANA, FLA.

Office
HAVANA, FLA.
Phone 2102

D. A. Shaw C. H. Curry J. W. Shaw

Growers Tobacco Co.

Originators of Shade Grown
Wrappers in 1896

QUINCY, FLA.

A. E. FRALEIGH TOBACCO CO.

GROWERS—
PACKERS—
DEALERS

**Florida Shade
Grown Tobacco**



PLANTATIONS & WAREHOUSES
MADISON CO. FLA.


MADISON, FLORIDA

G. H. Malone, Pres. D. Douglas, Vice-Pres.
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FLORIDA SUMATRA TOBACCO CO.

QUINCY, FLA.

Samples submitted upon request from
first two primings from our Little
River and Quincy Creek Plantations.



**The Utmost in
Quality and Service**

Cigar Manufacturers' Supplies

Cigar Labels, Bands, Show Cards, Advertising, Cigar Cans, Plain or Lithographed Metal Signs, Packing Devices, Cedar Linings, Display Holders, Tin Foil, Plain, Embossed or Printed. Glass Jars, Pouches, Protector Strips, Paper Specialties, Tissue Wrappers, Tin Paste, Vegetable Glue, Gum Tragacanth, Cigar Makers Bundle Straps, Cigar Boards, Knives, Blades, Cutters, Table Mold Presses, Bunch and Branding Machines. Sales Boards and Push Cards. "EVERYTHING EXCEPT TOBACCO".

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DETROIT
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IMPORT LEAF TOBACCO CO.
137 McGill Street
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Room 709 Hart Bldg.
104 West 42nd St., New York
JOHN B. THATCHER
Phone Wisconsin 5161

Wisconsin's Weather More Favorable For Casing

Shipping Started — Scattered Buying Reported — Average Shipments — President Jens Davidson Makes Vigorous Statement for Pool — Defends Emerson Ela's Management.

EDGERTON, Wis., Nov. 14—The weather has been more seasonable the past week. Cee through that coloring stage, due to a nice mild casing spell. Many of the growers took down a good share of fir tobacco, and have started to strip it. Although the grower was afraid to tie down all of his crop, because the watherman has been so eccentric this y'r, he feared a period of weather that might have been dished out.

The market on the new is still breathing in the northern areas, where from dit reports that occasional crops have gone out of first hands by means of a b'yer for Bekkedal, or Claiborne. McTosh, Sweeney, Eckhart and other large scale operators have definitely abandoned the field since the abrupt termination of the field buying campaign in August and September. The volume of tobacco moved is microscopic, but an occasional deal is reported.

Average Shipments

The market on old goods continues to furnish daily shipments by local fight, and an occasional carload of goods. Deals have been consummated in the '24, and there is little rest of the '23 northern, or southern, outside of the pool. Shipments out of Edgerton last week equalled six carloads, thereby holding up to the average pace of the last three months.

Official estimates have been passed out that enough tobacco has been pledged to fill the 20,000,000 pound requirement deemed necessary to another five year contract for the pool. Denials of this have been given out by press agents for the disgruntled faction of pool members, whose avowed purpose in life, for the time being, is to bring about the dissolution of the pool.

Jens Davidson, president of the pool, in his official proclamation denying Thorst and his cohorts the privilege of holding a special meeting to vote on the dissolution of the pool, stated that such a procedure would be nothing more than a catastrophe for the farmers of the state, both within and without the pool. Mr. Davidson declined to take the responsibility to call such a meeting, and said that he was so instructed by a unanimous vote of the board of directors of the pool.

A statement issued by the "dissolution committee," as prepared by attorney E. K. Loverud, was entirely unfair to

Emerson Ela, Davidson states, and he says, "I have a suspicion that several members of your committee have taken exception to Mr. Ela's efforts in holding them to their contracts, and that is what is back of the whole proposition." Mr. Davidson also took Mr. Thorstad to task for not awaiting the promised written statement, to be out in ten days.

"When you were here you were asked to state what reasons were in the minds of the committee for a dissolution at this time, and not any of the reasons which you gave in any way suggested that the big results which this pool was intended to accomplish had not been worked out."

The average price of the '21 crop for the entire state of Wisconsin was from seven to eight cents a pound. The pool has handled three crops of tobacco.

The '22 crop was conceded to be one of the worst ever raised in the history of the state. The '23 crop was frosted to the extent of from ten to fifteen million pounds of the thirty handled by the pool. The '24 was again one of the worst ever raised in the state.

"A very small percentage of the '22 crop remains unsold; a considerable amount of the '23 crop, and the greater part of the '24 crop remains unsold. In spite of the fact that the pool has on hand a large amount of tobacco unsold, we have paid the growers, in cash, an average of more than 9 cents a pound on all of the tobacco of those three years, so it is plain that the pool has actually shown cash results to the growers better than the average price of the 1921 crop."

The total amount of tobacco of those three crops amounts to almost eighty million pounds; that brings five cents a pound more to the grower than the crop of 1921, an admittedly better crop than any the pool has handled to date.

"It is admitted by all people who are doing any thinking on this matter that the various advancements . . . are certainly more than one-half of the amount that the grower would have received if it were not for the pool, and more than half of the value that the tobacco had at the time those premises were made."

"You ask that I call a meeting to dissolve this business, which, at the end of three years of operation, can claim that he has handled for the farmers of the

(Continued on Page 36)

J. K. LONG
MANUFACTURER OF
CIGAR SCRAP FILLER
Pennsylvania—Zimmer—Little Dutch
VERSAILLES, OHIO



Charles Denby 2 for 15c

They satisfy the smoker because they are
good, and the merchant because they sell.

LA FENDRICH
10c. to 3 for 50c.

H. FENDRICH, Inc.
EVANSVILLE, IND.—ESTABLISHED 1850



ROBERT EMMET

Fresh Cigars Kept Fresh
in Airtight Tins

One Size,
One Grade,
One Price.

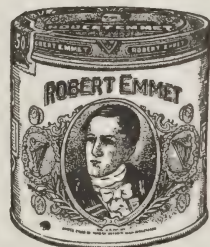
Packed in
Airtight
Tins

10c

The Big Seller

Wherever You Go

SPIETZ CIGAR CO., LIMITED, Manufacturers
Harper & Seneca Sts., Detroit, Mich.



HENRY MILLER'S SONS

309 RACE STREET, CINCINNATI, O.

Growers and Packers of

DOMESTIC TOBACCOS

Packing Houses: MELROSE, CONN.

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ANDREW JENSON & SON

Packers of Wisconsin Leaf Tobacco

EDGERTON, WISCONSIN

Latest Equipment for Resweating Seedleaf Types of Tobacco

H. S. McGiffin, President F. J. Stewart, Vice-President L. J. Harper, Secretary & Treasurer

HARPER TOBACCO COMPANY

INCORPORATED

Packers of NORTHERN WISCONSIN TOBACCO
CHOICE
NORTHERN
BINDERS

Tomah, Wis.

FANCY
BULKED SWRATED
B's

"Ripe Tobacco" Ideas

Bring Cash Awards In

BAYUK'S

DEALERS' and CLERKS' CONTEST

SUBSTANTIAL cash prizes have been awarded to the Cigar Dealers and Clerks who were judged winners in Bayuk's interesting Dealers' and Clerks' Contest. High powered selling stunts and sales producing ideas coupled with Bayuk's National Advertising Campaign in The Saturday Evening Post and Elks Magazine brought well-earned victory to the following cigar dealers and clerks:

1st Prize—\$100.00—Harold Brickhouse, Claremore, Okla.

2nd Prize—\$50.00—Mrs. R. E. Brice, 51 Clark St., Brooklyn, N. Y.

3rd Prize—\$25.00—Michael Rubino, 150 N. Main St., Port Chester, N. Y.

Next 20 Prizes—\$5.00 each:

E. J. Mendenhall, Westfield, Ind.

I. Schneider, 335 Lenox Ave., New York, N. Y.

Peter M. Macey, 76 Clinton St., Binghamton, N. Y.

Geo. E. Zeiger, Third & Magnolia Ave., Long Beach, Calif.

Frantz Clark, 4309 S. Cent. Ave., Los Angeles, Calif.

Homer E. Wimer, 5923 S. Normandie, Cor. 59th Place, Los Angeles, Calif.

Chas. Sandmeier, 134 E. 48th St., New York, N. Y.

Mabel Roth, c/o H. A. Wood's Drug Store, 7th & Main Sts., Evansville, Ind.

Herbert Mackie, Harvel, Ill.

A. Schwartz, 346 Sumner Ave., Brooklyn, N. Y.

M. Fisher, 162-20 Jamaica Ave., Jamaica, L. I.

August F. Schliecker, c/o City Drug Store, Claremore, Okla.

Ransom O'Burke, 1012 N. Washington, Enid, Okla.

Marcus J. Dragoye, Moneta Ave. at 54th St., Los Angeles, Calif.

Mrs. M. Kolb, 42 Knickerbocker Ave., Brooklyn, N. Y.

Frank Borgelt, c/o Carlin's Corner, 1084 Dorr Street, Toledo, Ohio.

Ruth Malone, American Cigar Stand, American Nat'l Bank Bldg., Enid, Okla.

Francis E. Gallagher, 2004 Market St., Wilmington, Del.

S. M. Lieman, Kirby Bldg., Dallas, Texas.

Simeon Turner, 622 W. Erie Ave., Philadelphia, Pa.

Honorable Mention Awards of \$1 each were distributed to 178 other contestants.

Bayuk Cigars, Inc., congratulates most heartily the victors and to all the participants it extends its sincere thanks. The quality of their contributions, the novelty of their ideas and the selling force of their stunts made this a real contest.

PRINCE HAMLET MAPACUBA
PHILADELPHIA HAND MADE
HAVANA RIBBON CHARLES THOMSON

~It's Ripe Tobacco!

Every Bayuk Cigar

BAYUK CIGARS, INC.

PHILADELPHIA

Nothing will sell itself; but, it shouldn't be necessary to sell the same man twice on the same proposition... There are thousands of men who were sold on SUNSET TRAIL 5c. CIGAR the first time they smoked it.... There are thousands still who haven't had the chance to try.... The Roby Cigar Company of Barnesville, Ohio

WAITT & BOND

Blackstone CIGAR

Extremely

Mild

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Tobacco from Havana	
S. S. <i>Ulua</i>	—Nov. 9
F. Davenport.....	20 barrels
S. S. <i>Orizaba</i>	—Nov. 10
Bales	
A. Calves & Co.....	10
A. Cortina.....	12
Shull Bros.....	2
Stern-Mendelsohn & Co.....	15
Tomherz & Co.....	19
Miranda & Co.....	4
Ruppini, Inc.....	11
General Cigar Company.....	31
Barrels	
G. Davis & Co.....	23
Fiend & Co.....	11
A. Cortina.....	2
Duys & Co.....	42
Hy, Suarez & Co.....	41
Cenhal Bros.....	10
Stern-Mendelsohn & Co.....	103
Rosenwald & Bros.....	172
P. Cordero & Co.....	29
Tomherz & Co.....	6
Miranda & Co.....	15
Lopez & Co.....	5
Ruppini, Inc.....	119
Sichel.....	42
Dankowitz.....	58
Ellinger & Co.....	35
Vaite & Bond.....	91
Packs.	
Inover Cigar Company.....	2
G. Davis & Co.....	3
Fiend & Co.....	3
A. Cortina.....	2
Hy, Suarez & Co.....	4
Lorillard & Co.....	145
Dankowitz.....	6
General Cigar Company.....	174
Faus & Co.....	25
C. Meyea.....	132
Marquese & Son.....	1
Cases	
Stern-Mendelsohn & Co.....	2
Tobacco from Porto Rico	
S. S. <i>Ponce</i>	—Nov. 10
Barrels	
Stern-Mendelsohn & Co.....	580
Hilberg, Gonzales Company.....	25
Lilach Bros, Inc.....	85
Fienstadt, Waller & Co.....	5
Winter & Co.....	131
Consolidated Cigar Corporation.....	587
A. Andre.....	13
Bales	
Fienstadt, Waller & Co.....	123
Winter & Co.....	11
New York & Porto Rico S. S. Co.....	55
B. Lichtenstein.....	1
B. Lichtenstein.....	64 packs.
Y. & Porto Rico S. S. Co.....	15 cases
S. S. <i>Carabobo</i>	—Nov. 10
Lilach Bros, Inc.....	30
Gas & Co.....	50
Stern-Mendelsohn & Co.....	10
J. Cohn & Co.....	10
Barrels	
F. Lorillard Company.....	291
Lilach Bros, Inc.....	206
Fienstadt & Waller, Inc.....	167
J. Cohn & Co.....	
Stern-Mendelsohn & Co.....	57
E. Duys & Co.....	127
S. S. <i>Edith</i>	—Nov. 10
S. B. Lichtenstein.....	50 bales
S. S. <i>San Lorenzo</i>	—Nov. 10
Rosenstadt & Waller.....	36 barrels
Tobacco from Rotterdam	
S. S. <i>Nieuw Amsterdam</i>	—Nov. 9
Cases	
R. Kugelman, Inc.....	5
American Cigar Company.....	260
H. Duys & Co.....	3
L. Schmidt & Co.....	2
Bales	
J. Willing Co., Inc.....	7
E. Rosenwald & Bro.....	43
A. Bornholdt & Co.....	13
Tobacco from Manila	
S. S. <i>President Hayes</i>	—Nov. 7
S. Freider & Sons.....	18 bales
Tobacco from Glasgow	
S. S. <i>Caledonia</i>	—Nov. 9
A. Dunhill.....	32 cases
Tobacco from London	
S. S. <i>Minnekahda</i>	—Nov. 10
Cases	
United Cigar Stores Company.....	1
Faber, Coe & Gregg.....	6
Tobacco from Sweden	
S. S. <i>Stockholm</i>	—Nov. 10
G. Ekstrom.....	1 case
Tobacco from Egypt	
S. S. <i>Seafarer</i>	—Nov. 12
Norton, Lilly & Co.....	340 cases
Tobacco from Bremen	
S. S. <i>Bremen</i>	—Nov. 12
American Foreign Service Corp. 1 case	
Cigars from Havana	
S. S. <i>Orizaba</i>	—Nov. 10
Cases	
Park & Tilford.....	28
Faber, Coe & Gregg.....	18
S. S. Nicholas & Sons.....	10
Pierre S. S. Co.....	2
British-American Tobacco Co.....	2
Schwartz & Son.....	9
J. B. Moos & Co.....	9
Estabrook & Eaton.....	8
T. H. Hart & Co.....	4
C. B. Perkins & Co.....	3
Alpers & Mott.....	1
D. A. Schulte, Inc.....	20
B. Wasserman Co.....	17
United Cigar Stores Co.....	12
Charles & Co.....	7
Cliff Well Cigar Company.....	2
M. J. Dalton & Co.....	2
Stern & Co.....	1
G. L. Blake.....	2
Central Union Trust Company.....	63
Yahn & McDonnell.....	5
A. D. Billin & Co.....	3
Stearns Co.....	3
Minneapolis Drug Co.....	5
To order.....	7
Cigars from Porto Rico	
S. S. <i>San Lorenzo</i>	—Nov. 10
Cases	
Porto Rico American Tobacco Co.....	345

United Cigar Stores Co.....	186
Bosch Brothers.....	12
Rosenstadt & Waller.....	2
H. Ottenberg.....	5
J. Klorfein.....	59
C. McGavrien.....	4
Donato Vigil & Co.....	9
Villar Lanza & Co.....	7
Madera Tobacco Co.....	2
P. Costa.....	1
Infanzon & Rodriguez.....	61
S. S. <i>Ponce</i>	—Nov. 10
Cases	
Porto Rico American Tob. Co.....	52
United Cigar Stores Co.....	90
New York & Porto Rico S. S. Co.....	40
S. S. <i>Edith</i>	—Nov. 10
Cases	
Bosch Brothers.....	88
Cigars from Manila	
S. S. <i>President Hayes</i>	—Nov. 7
Cases	
Meritas Comm. Co.....	35
H. Ottenberg.....	17
Hothorn & Lifzrodt Co.....	34
S. J. Freeman & Sons.....	61
Mechanics & Metals National Bank.....	18
H. W. Peabody & Co.....	7
Philippine Tobacco Co.....	22
C. H. Hilbert & Co.....	23
Austin Nichols & Co.....	7
H. Ottenberg.....	5
Cases	
United Cigar Stores.....	210
Cigars from Various Points	
S. S. <i>President Hayes</i>	—Nov. 7
Cases	
F. A. Davis & Sons.....	17
Dusel, Goodloe & Co.....	2
Kineer, Stewart & Co.....	8
Hamilton, Harris & Co.....	84
United Cigar Stores Co.....	75
Cigarettes from London	
S. S. <i>American Banker</i>	—Nov. 10
Cases	
C. D. Stone & Co.....	1
Cigarettes from Southampton	
S. S. <i>Berengaria</i>	—Nov. 14
Cases	
Murray Hill Co.....	1
R. H. Macy & Co.....	2
Cigarette Paper from Marseilles	
S. S. <i>President Hayes</i>	—Nov. 7
Cases	
P. J. Schwietzer, Inc.....	142
Cigarette Paper from Spain	
S. S. <i>Hektor</i>	—Nov. 9
Cases	
J. C. Murray & Co.....	6
Cigarette Paper from Southampton	
S. S. <i>Leviathan</i>	—Nov. 10
Cases	
Standard Products Corp.....	40

(Continued on page 36)

International Trade in Leaf and Manufactured Tobacco

By T. L. HUGHES

Tobacco Specialist, U. S. Bureau of Foreign and Domestic Commerce.

Prepared Under the Direction of FRANK M. SURFACE as part of the Survey of World Trade in Agricultural Products Authorized by the Sixty-seventh Congress.

Production, Exports, Imports, Manufacture and Consumption by Countries

(Continued from a previous issue)

SWEDEN

Since June 1, 1915, the tobacco industry of Sweden has been under the control of a State monopoly, established by an act of Riksdag on December 15, 1914. The direction of this monopoly was granted to a company organized for the purpose, subject to regulations prescribed by the Riksdag. The monopoly controls every phase of the tobacco industry with the exception of importation of manufactured tobacco by individuals or private firms, which is permitted.

Production of Leaf Tobacco

The production of leaf tobacco in Sweden, though of small proportions, has been maintained at a fairly uniform rate. The annual average production for the years 1909 to 1921 amounted to 1,612,550

pounds, although it did decline slightly during the war. The yield of 1,164,000 pounds in 1922, which was a decided decline, was caused by a reduction of about 33 per cent in the acreage planted and by unfavorable weather conditions.


Imports

As the consumption of leaf tobacco in Sweden is nearly 11,000,000 pounds each year, it is necessary to import the greater part of the supplies. During the prewar period, 1909 to 1913, the annual imports of leaf tobacco averaged 9,772,000 pounds. Of this amount, Germany supplied 52 per cent, the United States 32 per cent, the Netherlands about 7 per cent, the United Kingdom and Finland 4 and 3½ per cent respectively.

During the war period, 1914 to 1918, the annual imports declined to an average of 9,027,000 pounds. Of this amount the United States supplied 58 per cent; Germany's share declined steadily from 30 per cent in 1914 to 8 per cent in 1918, while the imports from the Netherlands increased from 7 per cent in 1914 to 23 per cent in 1918.

In the two years immediately following

(Continued on page 36)



Harry Blum's

NATURAL BLOOM

The Cigar of Quality

HARRY BLUM, Manufacturer

1300 First Ave., New York City

MARSHALL FIELD

CIGAR
Unusually Good



*"The
Recollection Of
Quality Remains"*

**The Cigar that sells
wherever good cigars
are sold.**

Six Satisfying Sizes
10c up to 3 for 50c

Manufactured by

Howard F. Pent, Pres.

Coraza Cigar Co.

7th & Cherry Sts.
PHILADELPHIA

Philadelphia Pleased With Big Cigar Tax Cuts

**Willis Andruss Approves Tax Reduction—Five Cent Cigars
Help Trade—Jobbers Ask For More La Palinas—William
Meyer Commences Operations—Pipe Novelties.**

PHILADELPHIA, Nov. 16. — Brighter days are forecast by the Philadelphia dealers for the tobacco and cigar manufacturing industries through the prospective reduction of the taxes on tobacco products, as outlined in the tentative agreement made by the House Ways and Means Committee in Washington last week. While the medium or small factories and the leaf dealers will be most benefited by the proposed reduction, the manufacturers of cigars generally are confident that the relief from the taxation of the post war period will act as a tonic or stimulant to the industry. The ability to reduce prices of cigars, it is believed, will have much to do with a revival of interest in the tobacco rolls, and bring them back to their old time prominence.

Nickel Cigars in Demand

Since so many good five cent cigars have been brought out, within recent weeks, the dealers have been experiencing a broadening of sales in the cigar stocks. Though many of the present day five cent propositions have been much smaller in proportion to the old time nickel cigars, nevertheless there has been a decidedly good market for these sizes. In order to produce a good five center the manufacturer has been obliged to make a small and quality cigar, and this has been most acceptable to those who prefer the tobacco rolls, and confirms the statement which the late Vice President Marshall made when he said, "What the country needs most is a good five cent cigar."

Leaf leaders, while enjoying a better demand for all grades, are not satisfied with the seasonal activity, which is below that of a normal November. However the leaf distribution is hopeful of better times when the medium manufacturers and their smaller associates are again free of the tax burdens of war days.

Andruss Approves Tax Cut

Among the enthusiasts who predict the brightest of futures for the cigar manufacturing industry as a result of the proposed reduction, is general manager Willis A. Andruss, of the Congress Cigar Company, Third and Spruce streets. The factory of La Palina just now has enough advance business for the holidays to keep production at full speed up to the last minute of Xmas buying. The tax adjustment, he believes, will enable the manufacturer to give better values with quality of production.

While the Congress is booming along with its holiday orders, William Paley, who looks after the distribution of Palina cigarettes, has been making the rounds of the Minneapolis, St. Paul and Chicago trade, securing large orders for the gift giving season for the Congress Tobacco Company's paper rolled smokes. The section of the country visited is giving a warm reception to the Palina cigarettes and many repeat orders have been booked since the new smokes were introduced. Next year the paper rolls of the Palina manufacture will be given broader exploitation, backing up the excellent reception which their introduction this year recorded, and to this end the firm is planning extensive advertising campaigns.

Jobbers Want La Palinas

Among the out of town visitors who came to the Quaker City last week to seek further shipments in La Palina cigars, was George B. Scrambling, of the George B. Scrambling Tobacco Company, Cleveland, O., and Louis Hamilton, of the Hamilton-Harris Company, Indianapolis, Ind., the latter accompanied by branch manager Oscar Daly, of the Kokomo headquarters of the Hamilton-Harris Company. Samuel and Ja-

cob Paley, of the firm, have been making rounds of the New York branch and factory, looking over the metropolitan interests of the Congress company.

Meyer Begins Operations

Another factory has been added to the Philadelphia cigar manufacturing industry, and will begin operation this week. It is the William J. Meyer Cigar Company, and will begin production of its specialty, a five cent size called the Keystone Popular, on the third floor of the building at 128 North Third street. The head of the firm, William J. Meyer, is a former Philadelphian, having some years ago been foreman and superintendent of the Valentine and American Cigar Company's factories in this city. For the past fifteen years he has been superintendent of the San Telmo factory in Detroit, operated by the San Telmo Cigar Manufacturing Company. The new brand will be packed in twentieths to the can with an attractively designed labeling.

Novelty Pipes Sell

Several hundred church warden pipes of Kauffmann Brothers & Bondy's were disposed of the past week through an interesting window display made in the Ben Franklin Hotel stand of the Yahn & McDonnell Company, under the management of Charles Lloyd, and whose initiative directed the cleverly gotten up advertising stunt. Another pipe that is being exploited at the Ben Franklin stand is the specially designed Liberty Bell shaped briar adapted for a memento of the Sesqui Centennial, and manufactured by L. & H. Stern, Inc., of New York.

The Sesqui pipe is modeled from Italian briar and it is not only a novelty, but an attractive and neatly designed smoking article. It, too, attracted much attention, and was freely purchased as a Philadelphia souvenir. It is an exact replica of the Liberty Bell in the bowl compartment, with the faintly traced outline of the crack and wording in imprint on the outer portion.

Holt in Big Deal

One of the sensational sales that was put across last week by that lively Quaker City institution in retail outlet, the Holt Cigar Company, with Arthur Holt at the helm, 14-16 South Broad street. It was a drive on half a million Jean Valjeans, purchased as the clean up of the product formerly manufactured by Dave Saqui, in nine sizes from a ten cent to a thirty cent shape, at the Passaic factory of the Paramount Cigar Company. Having disposed of the stock to the Holt concern, Mr. Saqui became associated with the Consolidated Cigar company in its sales organization. The Valjean met with immediate success in initial sales, and has been purchased freely for holiday gift giving by Holt customers.

Esbe Cigars To Front

Esbe cigars have become one of the popular Philadelphia brands, and the manufacturers, the Esbe Cigar & Tobacco Company, 4406 Main street, Manunk district, have been so prosperous with their specialty since its introduction two years ago that there now are sixteen shapes on the market, rated from five cents to three for half a dollar. The firm, of which Joseph E. Esbe is head, also manufactures the Esbe tobacco clippings, a bi-product of Esbe cigars, and it has an equally broad Quaker City outlet for this brand of smoking tobacco.

Marshall Field Prospers

Back at headquarters here, Howard F. Pent, who has a host of trade friends scattered over the nation and in Cuban parts, is highly gratified with the growing popularity which his own special brand, Marshall Field, is making in the

middle west and along the Great Lakes district, in New York, and in Pennsylvania. With intermittent visits to headquarters here, at 127 North Seventh street, Mr. Pent has been eleven weeks on the road, making stops at points in Ohio, New York, Illinois, Indiana and western Pennsylvania. All along the line increasing demands were recorded for the Marshall Field. Factory headquarters are taxed taking care of the immediate needs of the trade, and holiday business must await relief of present congestion before its requirements are filled. Mr. Pent added several really worth while accounts for Marshall Field to his distributors' list while making the tour.

Bayuk Cigars, Inc., Third and Spruce streets, during the week sent out an announcement of the winners in their cash prize contest, conducted the past summer among the dealers and clerks in the cigar retail trade in "It's Ripe Tobacco" campaign. The winner of the first prize was Harold Brickhouse, Claremont, Okla., who was awarded \$100; the second prize went to Mrs. R. E. Brice, 51 Clark street, Brooklyn, who won \$50; while the third prize was awarded to Michael Rubino, 150 North Main street, Port Chester, N. Y. The judges were J. M. Harding, the Saturday Evening Post; Carl Werner, Edward H. Davis and H. A. Labair.

Am. Cigar Vice President Helps New Cigarmakers

CLARKSVILLE, Tenn., Nov. 14. — During the recent visit here of Nathan Weiss, vice-president of the American Cigar Company, he sat down at the benches of the local plant, alongside of the novice cigar makers, and he showed them just how to bunch and roll a cigar. Mr. Weiss is not merely an official of the company, he is also a worker in the practical sense, as he manages the production end of the business.

He said, "I am very well pleased with the progress the Clarksville plant is making, but I am not satisfied with the number of workers we have been able to obtain. Capacity of the present factory is about 400 operatives, and I would very much like to see that number employed here steadily."

"About two hundred are now employed, and the local payroll is over \$2,000 weekly. Some of the girls make as many as 1,100 cigars daily. Average production is about one-half that per operative, or 600 daily. More than \$25 a week can be made by some of the expert girl cigarmakers."

"Advertisements in the nearby papers appeal for fifty more girls immediately. A. J. Kraeske is our Clarksville manager, and he is co-operating in every way, with the citizens of this part of Tennessee in the effort to obtain increased production for our brands."

Lancaster Output

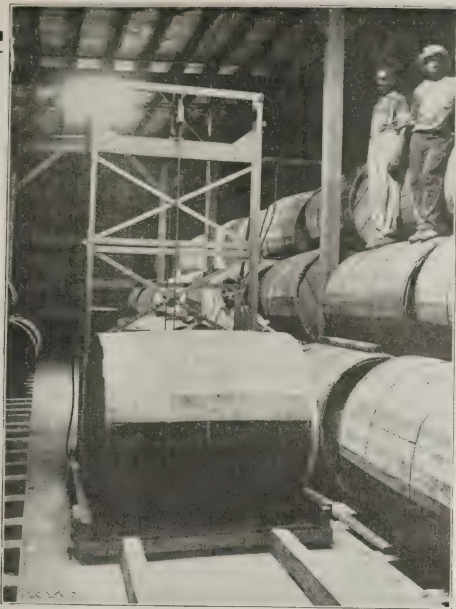
LANCASTER, Pa., Nov. 14. — Exactly 1,957,840 more cigars were stamped here during the month of October than for September. W. P. Austin, deputy collector of internal revenue, says the total tax receipts here were \$4,814 less than October, 1924, but \$12,869.47 better than the previous month of September this year.

Cullmans Return From Connecticut Mart

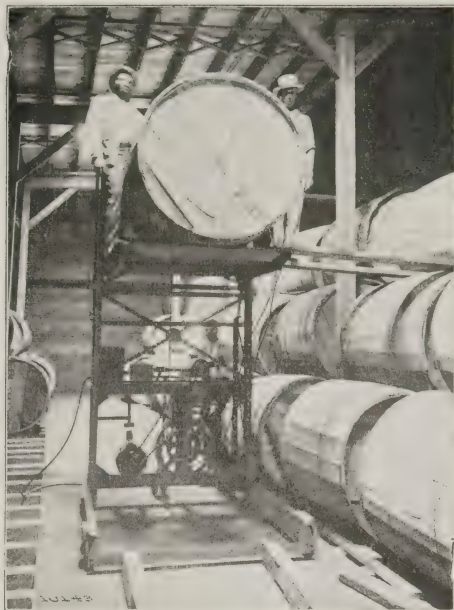
After a most thorough examination of the leaf in the Connecticut market last week, Howard Cullman and J. L. Gerrity returned to the New York offices of Cullman Brothers, Inc., 16 Front street, where business is reported as excellent.

Boston Manufacturer in New York

Coming to New York for more leaf for his Harvard and Pippin cigars, R. H. Traiser, of H. Traiser & Company, Inc., Boston, Mass., attended to his purchases and returned to the Hub.



The "Hogshead" is easily rolled onto the lifting platform of the Economy Piler.



Quickly lifted and rolled off. Increase storage capacity thru "ceiling-high" pillars.

An Economy "Hogshead" Piler will save time, labor and space. Most Tobacco Companies use them. Why not look into their adaptability to your storage condition? Write for complete bulletin.

Economy Pilers also built for handling Cases, Bales and Bundles.

ECONOMY ENGINEERING COMPANY

205 W. Van Buren St.,
Chicago, Ill.

[Branch Offices in all Principal Tobacco Centers]

342 Madison Ave.
New York City

Pennsylvania Tobacco Continues To Cure Up Well

Fishing Out With Fine Color and Texture—Stripping May Get Late Start—Growers Debate and Pass Resolution Regarding Reclassification of Cigars.

LANCASTER, Pa., Nov. 16.—Late reports from growers in all sections of the Pennsylvania tobacco producing belt are to the effect that the crop continues to cure well, and is finishing out with all the fine color and texture so desirable in cigar leaf tobacco. Growers report that if any, damage, and expect to see the leaf sound all through.

While the weather has been very favorable for curing the 1925 tobacco crop, it has been adverse as far as other farm crops are concerned in this section. The optional system employed by Lancaster county growers makes the tobacco crop dependent, in many ways, upon the outcome of other farm crops, and the rising season this fall threatens to be a bad schedule.

Very little stripping is ever attempted before Thanksgiving, except in the Lancaster growing section. But the corn must be husked, and other farm crops must find their share of the fall attention before the grower can make his head-quarters in the stripping cellar. There is more than the usual amount of this work still to be done, and only the most optimistic growers expect to get a start on their tobacco before some time in December.

Local Tobacco Shows

Tobacco men have claimed that the annual tobacco show held in connection with the State Farm Products Show at Harrisburg each January has done a lot of good in teaching growers the essentials in grades and types, and in stimulating the desire to grow high grade tobacco. Certain it is that this event is becoming more popular each year, and is attracting more and more growers, as well as engaging the attention of a number of dealers over the state.

The local tobacco show will be held by

the members of the Lancaster County Tobacco Growers' Association, the second Monday in January, and all of the entries exhibited in this competition will be shown at Harrisburg, together with a large number of additional exhibits. The local show brings out some fine tobacco, and cash prizes this year will doubtless make for keen competition.

Gratified With Tax Reduction Prospects

Action by the Ways and Means Committee of the House of Representatives in recommending a drastic slice in cigar taxes was greeted by local tobacco interests with enthusiasm. The details of the proposed tax reduction are doubtless well known in tobacco circles all over the country by this time, but Lancaster county claims special privileges in celebrating the initial step taken by the committee, since it was Hon. W. W. Griest, Congressman from this district, who appeared before the committee with a strong argument in favor of tax reduction. Of course, the promised relief is still only in the form of a recommendation, but local tobacco men express confidence that Congress will consider the proposal favorably at its next session.

Want New Classification

The members of the Lancaster County Tobacco Growers' Association, at their November session last week, passed a resolution urging Congress to adopt a new classification in fixing cigar taxes to permit relatively lower taxes on small cigars. Most tobacco men hold that this analysis of the cigar tax question is unsound, and Rudi Ehehalt, secretary of the York County Cigar Manufacturers' Association, presented the opposite side of the picture in a talk before the growers.

Ehehalt discouraged the passage of the resolution on the grounds that the small five cent cigar could never be brought into large demand by getting the long end of the deal in the matter of taxes. He maintained that the big majority of users of five cent cigars like them big, and stated that an extensive national advertising campaign would be necessary to educate consumers to a preference for a small cigar.

A tie resulted when the resolution was put to a vote before the body, but those opposing the measure compromised on a rider to the original resolution urging reduced taxes in all branches of the cigar industry.

The resolution in its final form follows:

The Resolution

"Whereas, It is universally recognized that much of the depression in cigar manufacturing, from which the producers of cigar leaf suffer, is due to the unequal method in which the tax on cigars is levied; and

"Whereas, There is an unprecedented demand for a good five cent cigar which it is almost impossible for the manufacturer to satisfy, owing to the above mentioned method of levying taxes on cigars because a large cigar of good quality cannot be made for five cents, while the tax on a large cigar and any cigar weighing over three pounds to the thousand is exactly the same; therefore be it

"Resolved, That this association go on record as favoring a readjustment of the tax on cigars by creating a new classification for cigars, as follows: A certain rate of tax on cigars weighing less than three pounds to the thousand; a slightly increased rate on cigars weighing more than three pounds to the thousand, and not more than eight pounds; and the usual rate on cigars weighing more than eight pounds per thousand.

"And furthermore, that we advocate a reduction all along the line in the tax on all cigars."

And the strange coincidence is, that while the embattled growers and tobacco men were "resolving" on the question of lower taxes, the Ways and Means Committee was taking action to make reduction possible.—KEYSTONE.

Listed Tobacco Stocks

Closing Prices Monday
Reported by Markewyse

	Bid	Asked
American Snuff	145	150
American Snuff Pfd.	100	107
American Sumatra Pfd. ...	10	10 3/4
American Sumatra Pfd.	88	118 3/4
American Tobacco	114	115
American Tobacco Pfd.	107	108 3/4
American Tobacco "B"....	113 3/4	114
Consolidated Cigar	41 1/2	42
Consolidated Cigar Pfd. ...	85	90
General Cigar	101 1/2	102
General Cigar Deb. Pfd.	100	112
General Cigar Pfd.	102 1/2	110
Liggett & Myers	79 1/2	80
Liggett & Myers "B"....	79	79 3/4
Liggett & Myers Pfd.	121	121 3/4
Lorillard, P.	37 3/4	37 3/4
Lorillard, P. pfd.	115	115 3/4
Tobacco Products	93	93 3/4
Tobacco Products "A"....	103 1/2	105
United Cigar Stores	102 1/2	103
United Cigar Stores Pfd.	117	118
U. S. Tobacco Co.	127 3/4	129 3/4
U. S. Tobacco Co. Pfd.	113	115
Reynolds (R. J.) Tobacco Co. Pfd.	120 1/2	121 1/2
Reynolds (R. J.) Tobacco Co. "B"	92 3/4	93

Jerome Waller Home Again From Porto Rico

Some time was consumed by Jerome Waller, of Rosenstadt & Waller, New York, in Porto Rico, and he has now returned to New York with much information about the leaf situation there.

Amsterdam Broker Sails

H. V. Loovensteijn, of B. H. Manus Tabakshandel, Amsterdam, Holland, returned home last week after a brief visit to this country.

Tobacco Merchants' Association Of The United States



OFFICERS AND EXECUTIVE COMMITTEE

Jesse A. Bloch, Wheeling, W. Va., president.
 Chas. J. Eisenlohr, Philadelphia, Pa., vice-president.
 William Best, New York, chairman executive committee.
 Major G. W. Hill, New York, vice-president.
 George H. Hummel, New York, vice-president.

Julius Liechtenstein, New York, vice-president.
 H. H. Shelton, Winston-Salem, N. C., vice-president.
 Wm. T. Reed, Richmond, Va., vice-president.
 Harvey L. Hirst, New York vice-president.
 Asa Lentsen, New York, treasurer.
 Chas. Dushkind, New York, counsel and managing director.

International Trade

(Continued from page 33)

the war, 1919 and 1920, Sweden's yearly imports of leaf tobacco averaged about 12,839,000 pounds, of which approximately 71 per cent came from the United States in each year. Imports from the Netherlands declined from 1,260,000 pounds in 1919 to 590,000 pounds in 1920, representing 10 and 5 per cent of the total in the respective years. In 1921 the leaf tobacco imports dropped to about 9,662,000, and in 1922 to 9,509,000 pounds, of which the United States supplied 6,392,976 pounds, or 66 per cent in 1921, and 7,106,495 pounds, or 75 per cent in 1922.

Sweden consumes large quantities of American tobaccos of various types, chiefly dark fired Kentucky and Tennessee and dark Virginia. To some extent they also buy Burley, and bright flue-cured from Virginia and North Carolina, but the greatest proportion is of the snuff and chewing types. The export of leaf tobacco from Sweden is negligible, although since the prewar years there has been a decided increase in the shipments.

Tobacco Manufacture

The Swedish tobacco monopoly produces more than 13,000,000 pounds of snuff annually, which is consumed almost entirely within the country. The production of snuff, the largest item of manufacture, has remained relatively constant during the past 15 years. The production of cigars has increased from a yearly average of 155,354,000 pieces in 1911 to 1915 to 195,721,000 pieces in 1916 to 1920. The greatest increase has been in the manufacture of cigarettes from about 830,000 pounds in 1911 to 1915 to 2,500,000 pounds in 1916-1920. The manufacture of other tobacco products has increased from an average annual production of 1,840,000 pounds in 1911 to 1915 to 2,400,000 pounds in 1916 to 1920.

Imports of Manufactured Tobacco

Besides its own production, the Swedish tobacco monopoly, as well as other

tobacco dealers in Sweden, import manufactured products, the total amount of which averaged 1,100,000 pounds during 1909 to 1913. This figure declined to an average of 777,000 pounds during 1914 to 1918, but the heavy imports of smoking tobacco and cigars brought the 1919 to 1922 average up to about 1,267,000 pounds. The greatly increased import duty on cigars has checked the imports of this item, and as the postwar imports of smoking tobacco in particular were in excess of the demand they also have declined.

As before the war, the bulk of the cigar imports continue to come from Germany, Denmark, and the Netherlands. Russia and Finland supplied the major portion of the cigarette imports before the war, but this trade is now distributed among Denmark, Netherlands, and Germany, although the United States and Great Britain had the larger share in 1919 and 1920. The exports of manufactured tobacco from Sweden have never been of much importance, and the trade is confined to near-by countries.

The accompanying table shows Sweden's production and imports of leaf tobacco and the percentage of this class of tobacco coming from the United States.

The operations of the monopoly have been quite successful from a financial standpoint. It operates 17 factories located in Stockholm, Malmö, Gävle, Södertälje, Harnosand, Arvika, Charlottenburg, Karlskrona, Göteborg, and Norrköping, and has a capital stock of 46,000,000 kronor of which 29,000,000 kronor is owned by the State, 12,000,000 by the State Pension Institute, and 5,000,000 kronor of preferred stock by the public.

Swedish Production and Imports of Leaf Tobacco

Year	Domestic Production Pounds	Imports Pounds	Imports from U. S. Pounds
1910	1,712,974	9,438,250	2,680,513
1911	1,556,448	10,054,188	2,645,912
1912	1,300,714	9,213,222	2,321,881
1913	1,746,043	10,319,313	4,196,452
1909-1913, average	1,655,655	9,771,996	3,075,542
1914	1,430,913	9,382,491	2,450,608
1915	1,936,300	7,595,014	4,579,076
1916	1,625,893	10,160,375	5,995,485
1917	1,484,137	10,514,258	7,065,141
1918	1,366,191	7,484,037	4,383,093
1914-1918, average	1,571,307	9,027,255	4,527,681
1919	1,701,731	12,899,331	9,260,974
1920	1,690,000	12,778,448	9,060,690
1921	1,436,690	9,662,502	6,392,976
1922	1,164,029	9,509,083	7,106,495
1919-1922, average	1,498,090	11,212,341	8,795,284

a The proportion of imports from the United States was as follows: 1909-1913, 31.5 per cent; 1914-1918, 58.4 per cent; 1919-1922, 70.9 per cent. b The par value of the Swedish krona is \$0.268. In 1920 the exchange value dropped to an average of \$0.205; in 1921 it rose to an average of \$0.225; and in 1922 to \$0.262.

The gross sales and gross and net income of the monopoly for the years 1915 to 1922, inclusive, are shown in the following table.

Operations of the Swedish Tobacco Monopoly

Year	Gross Sales Kronor	Gross income Kronor	Net income Kronor
1915	15,793,000	10,706,162	2,494,296
1916	50,051,000	39,077,810	7,767,795
1917	74,394,000	46,503,304	7,776,868
1918	98,747,000	68,180,679	11,188,527
1919	158,848,000	92,108,773	11,201,206
1920	160,240,000	93,534,084	11,907,262
1921	143,555,000	85,291,781	11,481,346
1922	133,182,000	84,511,461	15,157,866

SPAIN

All phases of the tobacco industry in Spain are under the monopolistic control of the Compania Arrendataria de Tabacos, which was granted a concession by the Spanish Government in 1887, and the agreement between this company and the Government has been extended to 1941. At various times attempts have been made to cultivate tobacco in Spain, but these efforts have never met with commercial success. The policy of the monopoly has been to import the raw leaf tobacco and to manufacture it in its own factories.

Imports of Manufactured Tobacco

The Spanish monopoly sells, on a commission basis, Cuban cigars, and cigarettes made with light tobacco and prepared in Turkish style. They likewise have a contract with the Compania General de Tabacos of the Philippine Islands for the sale of cigars. Up to 1920 the imports of these manufactured products into Spain were small, cigarettes averaging from approximately 10,000 pounds during 1909 to 1913 to 42,000 pounds from 1914 to 1918. However, from 1920 to 1922 the imports increased to an average of 5,000,000 pounds annually. Cigar imports increased from an average of 165,000 pounds in 1909 to 1913 to an average of 280,000 pounds during 1914 to 1918, and to 481,000 pounds during the three years 1919 to 1921. In 1922 cigar imports rose to the extraordinary figure of 8,412,420 pounds. These large imports have apparently been maintained in 1923, since cigar imports

(To be continued)

Imported Tobacco

(Continued from page 33)

Cigarette Paper from Bordeaux

S. S. Collamar	—Nov. 13
American Tobacco Co.	1200
De Manduit Paper Co.	400

Cigarette Paper from Havre, France

S. S. La Savoie	—Nov. 13
Surburg Co.	5
Southern Pacific Lines	3

Clay Pipes from Rotterdam

S. S. Nieuw Amsterdam	—Nov. 9
Adams & Co.	10

Pipes from Southampton

S. S. Majestic	—Nov. 11
A. Oppenheimer & Co.	2
S. S. Leviathan	—Nov. 10

Murray Hill Co.	4
S. S. Berengaria	—Nov. 14

F. Murray Hill Co.	32
Longbottom Pipe Co.	1
Delacour & Lewis Corp.	2

Pipes from Hamburg

S. S. Westphalia	—Nov. 11
T. D. Downing & Co.	2

Pipes from Havre

S. S. La Savoie	—Nov. 13
A. Oppenheimer & Co.	3
R. H. Meehan Import Co.	2
Murray Hill & Co.	12
The Portenoy Co.	9

Johan De Beer To Arrive	
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Sailing from Amsterdam, Holland, this week, Johan De Beer, of Wagener & De Beer, will arrive in New York in a few days.

Cleveland

(Continued from page 3)

merely justified the reduced prices.

A Novelty Seller

These "Tumblelin" cigarette and ash stands, so aptly displayed this week in the window of Schroeder's Pharmacy, are proving real sales getters. The stands are built on the rocking chair principle, being non-spillable, and all in all present a fine appearance and are practical. By the way, Schroeder's window, the big one facing the Public Square, need take a back seat for none

and presents an appearance in the way of attractiveness and beauty of app that very few, if any, in this city equal.

Jack Rosen a Visitor

Jack Rosen, Cleveland, and traveling representative of the M. Linkin Company line of fine pipes, was in town this week. Jack sells lots of pipes, town, one of his chief accounts being the Cleveland Pipe and Novelty Company, which markets the Linkin line exclusively.

A Fine Store

One of the highest stores in the city that operated by Louis Weinberg in the Prospect Avenue side of the Har Building, Louis, through years of experience with Louis Klein in the Athletic Club Building, literally and figuratively knows the ropes and is conducting the same high grade business it was conducted at the Athletic Club stores during his sojourn there. People still walk blocks out of their way to their favorite smoke in what they know is good condition from Louis Weinberg.—HERB.

Wisconsin

(Continued from page 31)

state in a businesslike way, and with solute honesty, over eight and one-half million dollars worth of products.

You ask that I call a meeting to dissolve the most successful operative enterprise in the state of Wisconsin, that has established credit for the farmers of Wisconsin of such character that they are able to borrow money in almost unlimited amounts.

I call to your attention that the pool has over two million dollars' worth of tobacco on hand, and if the pool should vote to dissolve, the value of that tobacco will be depreciated fully 50 per cent . . . and would mean a loss to the farmers of Wisconsin their crop of at least three million dollars. The pool has spent thousands of dollars on warehouses, managers, and is under contract with these people and would mean another loss of the sands of dollars to the farmers.

"The pool has already started negotiations for a million dollars for the . . . the '25 is the first good crop pool has had to handle . . . the tobacco industry is in the hands of a few large corporations, and unless the farmers work together through a big organization in marketing their tobacco, they have not the slightest chance of getting fair prices . . . The board of directors sent its business head to the Wisconsin Means committee to urge a reduction on the tax of cigar tobacco . . . and that the committee has decided upon a reduction of \$12,000,000 in taxes on cigar tobacco, and Wisconsin will benefit at least one-seventh of that, which means nearly \$2,000,000 of benefits Wisconsin tobacco, because the growers were united and able to present the cases with the other parties in interest before the committee . . .

"In fairness to Mr. Elia, by reason of his attitude in holding growers to the contracts, and in preventing the big concerns from buying the tobacco of the pool . . . the record of this pool perhaps the best of any in the United States."

Mr. Davidson concluded by denying the committee of revolting their request for a special vote upon dissolution of the pool.—BADGER.

CLASSIFIED ADVERTISING

FOR SALE. One Philadelphia Tobacco Machine Co.'s tobacco dryer. Machine 8' x 12' 6", motor driven with motors for fans and a complete electric power plant in first class condition. One Grothe hydraulic press in good condition. Would sell combined or separate. Complete specifications furnished upon request. B. Rudolph & Son, Inc., Clarksville, Tenn.

FRIEDMAN TOBACCO PRODUCTS CORP., 949 Kent Ave., Brooklyn, N. Y., is and sells cuttings, scraps, sittings and dust any quantity.

EDGEWORTH

Ready Rubbed
EDGEWORTH
and
EDGEWORTH
Plug-Slice

TWO STANDARDS for dealers

Send us a trial order. We guarantee satisfaction.

LARUS & BRO. CO.
Richmond, Va.

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

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NOVEMBER 26, 1925

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HAVANA NUMBER

Cuba's Name Always Identified And Synonymous With Good Cigars

This Enchanted Isle the Home of Havana Cigars—From Kohiha, an Indian Weed It Developed into Finest Tobacco Leaf—Climate and Soil Responsible for Cuban Superiority—History of Havana Cigar in Europe—Origin of Word "Cigar"

HISTORY of Cuba is most intimately interwoven with the world's cigar business and the name of Havana, the chief city of the island, in a most fitting manner, represents the finest in cigars. Tobacco is a crop that may be grown in many soils and many climates, and every year new areas of tobacco cultivation are being developed in various parts of the world to meet increasing demands for leaf. Yet the supremacy of Cuban tobacco in the cigar field, remains unchallenged. Havana exports of leaf keep progress with increasing demands. Exports have lately shown a marked increase; but growers are at present complaining about the unremunerative prices secured, and they express fear that in order to move this year's crop quickly, there might be a further scaling down of figures. The best economic authorities on the island favor a lowering of prices, because they realize that when crops are abundant and the country is prosperous, it is to the advantage of all that industry be stabilized and trade unhampered. Whereas, when growers and buyers hold out for higher prices, buyers are always prepared to close contracts, with the result a large percentage of the crop cannot be held in Cuba, and this leads to unemployment, and, substantially, to a distressed condition of trade.

Land of the Cigar

Tobacco and sugar are the great staple industries of Cuba; but it is tobacco that looms largest in the public eye, and it enables Cuba to be rightly called the Land of the Cigar. The very name of tobacco is connected with Cuba. When the fleet of Columbus arrived at Porto Rico, Dr. Chanca, the surgeon, went ashore and met a number of the Carribee Indians smoking a local tobacco leaf from a long pipe which they called Tobago.

It is from that native word that our tobacco was derived. The Indians of Cuba also

By Dr. ARTHUR SELWYN BROWN

smoked similar pipes, as the early Spanish emigrants discovered, and Cuba has, therefore, had as much to do with the genesis of this now famous word as Porto Rico.

Kohiha, Indian Weed

Oviedo, an early Spanish writer on tobacco, describing the origin of the name tobacco, gives some other interesting details regarding the smoking customs of the Caribbees. Speaking first about pipe smoking, which the Indians of Cuba, like those of the other islands, indulged in as well as cigar smoking, he said: "Tobacco means Indian Weed. The Caribbees were extremely fond of tobacco, which they called, in their native language, Kohiba, and which they fancied, when they were intoxicated with its fumes, that the dreams they experienced were inspired by it.

Their method of taking it was this: They first of all made a fire of wood, and when it was burnt out they scattered upon the living embers the leaves of the tobacco plant and inhaled it through a Y-shaped pipe, putting the ends of each arm to the nostrils. This pipe was a Tobago, and when Admiral Christopher Columbus passed through the Caribbean he judged the shape of the island of Tobago to be like the native tobacco pipe, and he named the island Tobago from the circumstances."

Carib Snuff

Roman Pane, in 1494, gave the following description of a method of smoking used by the Caribs: "They reduce the tobacco to a powder, and take it through a long cane half a cubit long; one end of this they place in the nose, and the other upon the powder, and so draw it up, which operation purges them very much." That is one of the earliest descriptions of Indian snuff taking. Cigar or cigarette smoking is described by

Lobel, in his History of Plants, published in 1576. He states that the men, with Columbus in his two first voyages, saw the natives folding up tobacco in a rolled palm leaf, or in a large tobacco leaf, to which fire was applied by a burning stick. The smoke was inhaled and gave the smokers a pleasant, contemplative feeling. The men on the ships quickly found the benefits of this method of smoking.

Thus cigar smoking became the favorite method of using tobacco among the Spaniards. Here it may be interesting to remark that the Spaniards have always continued to favor either cigar or cigarette smoking. They have never, like the people of the United States and Europe, become great pipe smokers.

They appear to have always felt like the poet Hood who wrote:

"Some sigh for this and that,
My wishes don't go far;
The world may wag at will,
When I have my cigar."

Tobacco Soils

The early Spanish settlers found the island of Cuba offered many advantages compared with the other islands of the West Indies. Although it was densely covered with timber, it possessed many fine ports and great agricultural prospects. These attracted many settlers who took up tobacco culture among other agricultural pursuits, and cattle raising.

These early settlers soon discovered that certain parts of the island are more pre-eminently suited for tobacco growing than others. It was in the early colonial days that the rich cigar leaf districts became famous among smokers.

The red soils of the Remates district gave the first settlers rich crops of tobacco noted for its splendid flavor and its spongy, absorptive qualities. The lands eastward of Remates, near the towns of San Juan and San Luis, were next to attract attention through



These beautiful buildings were made possible because of the large Latin Colony in Tampa, and represent part of the accomplishments of the cigar manufacturers and their large organizations. The social life of the Latin people is so important that the life of the cigar industry depends on the proper background for its workers and owners. The buildings are: (1) Union Italiano Club House and Theatre; (2) Centro Espanol in West Tampa; (3) Club Cubano Club House and Theatre; (4) Centro Espanol or Spanish Casino, Ybor City; (5) Centro Espanol Sanitario; (6) Centro Asturiano Club House and Theatre; (7) Famous Old Cherokee Club.

the excellence of the tobacco grown on this. This district was soon destined to become world renowned as the finest of all cigar-tobacco growing areas. It is called the Vuelta Abajo district.

Famous Vuelta Abajo

The Vuelta Abajo districts consist of gently sloping, bare hills, covered by sandstone containing many small pebbles. This soil is quite shallow, and lies above reddish yellow clay, striped with white bands. With proper fertilization and cultivation on these soils, a sweet, aromatic tobacco is produced—tobacco that is sought for the world over by makers of the finest, most delicately flavored cigars.

To the west and north of Vuelta Abajo proper, and separated therefrom by bald, craggy hills, clothed sparsely with slender artemis pines, is a region containing the broken lands of the foothills of the Organos Mountains. In the deep valleys, gently sloping foothills and walled-in parks of this region, is produced a tobacco of somewhat lower quality than true Vuelta, but which approaches it so closely as to cause it to be sought by cigar makers.

Semi-Vuelta Loam

To the east of the true Vuelta Abajo lies the region where the aromatic but heavier tobacco, known as Semi-Vuelta, is grown. The soils of the Semi-Vuelta district show more clayey loam than is found further west. This clayey loam soil covers wider, flatter areas broken only by the narrow valleys of streams which flow toward the southeast from their sources in the mountains to the west and north.

Approaching closer to Havana and beginning near the town of Artemisa, we enter a district having more or less heavy red soils, very deep, rather difficult to cultivate except under favorable conditions of moisture, upon which at one time were planted many millions of tobacco plants under cheese cloth tents or shade, furnished by orange or other fruit trees, and sometimes even by the royal palm whose leaves were utilized for this purpose.

The thin, elastic, light colored leaves produced under shade at one time were much sought after and utilized as wrappers. Unfortunately, the product of this district, known as Partidos, cannot be relied upon from year to year, on account of the variation of its burning qualities.

Remedios Cultivation

A wide space separates the Partidos as we go eastward before we reach Cuba's next tobacco producing section, Remedios. The cultivation of tobacco in this region, now covering practically the entire Province of Santa Clara, began in the neighborhood of the little town of Remedios, slightly southwest of the seaport of Caibarien on the north coast of the province.

Spreading from this locality as a center, it has finally penetrated practically all the corners of the province, the product retaining the name of the town at which the movement began its origin.

The soils of the Province of Santa Clara are varied as its topography. The Remedios district itself consists of a low-lying, flat plain, the soils of which are largely a reddish clay, quite similar to those in the Partidos district, but as the traveler extends his journey toward the south, into the district around Camajuani and later to Santa Clara and Manicaragua, the flat nature of the country gives place to gently rolling hills; and, finally, both in the Manicaragua and Santa Clara sections, to rough, broken ground

where, in the narrow flat valleys and on the gentle preliminary slopes of the hills, tobacco is found growing almost invariably in small flats.

Tobacco and Fruit

Farther to the east the gentle rolling nature of the country around Camajuani is repeated around Cabaiguan and in the Sancti Spiritus sections. In all this district, with the exception of Remedios proper, the soil is a dark clay-sand loam, fertile by nature, easy to cultivate, and capable of producing many crops without impoverishment.

It is for this reason that in many parts of the Santa Clara section fine tobacco fields are interspersed with areas devoted to the growing of bananas, malangas, and other crops which the character of the soil in western Cuba does not permit being grown, as only through the intensive fertilization of the western soils is a continuation of the production of tobacco on them possible.

Havana Cigars in Europe

Havana cigars were introduced into Europe through Spain and France. The British

smoked in Great Britain before Havana cigars. These were introduced by the captains of the East Indian trading ships.

Soil and Climate

The secret of the excellency of Havana leaf is in the peculiar suitability of the soil and climate. There are six provinces in the island. The three important tobacco provinces are Pinar del Rio, with the district of Vuelta Abajo; Habana, which has several fertile districts; and Santa Clara, where the Remedios tobacco is grown. The provinces of Oriente and Camagney also produce some fine leaf, particularly in the Jiguani, Gibara, Baire, Santa Rita, Sagua de Tanamo, Florida, Moron and Chambas districts. The production of tobacco in these areas is highly a specialized business, in which the experience of several centuries have been gained. Cuban experts are able to foretell what the land will do under any given conditions, and this is of the greatest value in keeping up the standard of Havana leaf. The finest Havana cigars are made from the leaf grown in the Vuelta Abajo district.

Partidos Declines

Partidos was once a great producer of famous crops; but, owing to difficulties in controlling the moisture in the soil, planters could not rely upon securing full crops. Consequently, they began planting oranges, lemons and other fruits and during the past several years the production of tobacco in the Partidos district has tended to decline.

Santa Clara slopes lend themselves to tillage, and many choice crops are annually raised. Yara and Guisa, once world famous cigar leaf districts, are situated on the northern foothills of the Sierra Maestra. The land here is limited in extent, but it is annually cropped with tobacco, all of which is bought up by a few European cigar manufacturers who use the leaf for their well-known brands of select and high-priced cigars.

Vuelta Farms Largest

Many of the tobacco farms in Cuba are of small size, and are owned by native farmers. There are, however, some large, well-managed properties owned and operated by wealthy men and firms and by a number of highly capitalized corporations. The largest companies growing tobacco are operating in the Vuelta Abajo district, and are engaged in farming with the object of securing leaf with specific characteristics and uniform quality for use in their own cigar factories. The finest leaf grown on the island is found on the highly cultivated estates of these prominent companies which spare no expense, and neglect no scientific precaution, to secure the finest wrappers it is possible to obtain.

Cubans Favor Cigars

The people of Cuba are, naturally, partial to cigars. Tobacco has brought great wealth to them; and, while the cigarette consumption is high in Havana, many Cubans are inveterate cigar smokers. The records show that they consume between 400,000,000 and 500,000,000 cigars annually. There are 3,000 manufacturers of cigars on the island. Many of these are small and are engaged exclusively in making cigars for local consumption. The province of Oriente holds the record for the greatest cigar consumption.

Cuba is not only known throughout the world as a great producer of cigar wrappers, but as the source of many celebrated brands of the finest cigars. Many of the names of the leading manufacturers are household words everywhere. Havana cigars of the finest types are made in palatial factories, supplied with the latest, modern equipment. The



Harry Mendelsohn himself, on board his faithful transport mule, "Sapolio."

and northern European smokers at first preferred to smoke pipes. It was not until the nineteenth century was well advanced that the English began to indulge in the luxury of cigar smoking.

Lord Byron, Sir Walter Scott and several other prominent literary men, and some distinguished military and naval officers, were the chief pioneers of cigar smoking in England, and the cigars they smoked were the finest products of the Havana factories which were imported from Spain.

The first time cigars were mentioned in an English book was in 1735, when a traveler named Cockburn, in a narrative of a journey in Central America, stated that he met three jolly friars in Nicaragua who, in his own quaint phrases "Gave us some segars to smoke. These are the leaves of tobacco rolled up in such a manner that they serve both for a pipe and tobacco itself. They know no other way here, for there is no such thing as a tobacco pipe throughout New Spain."

Indian cheroots appear to have been

whole process of manufacture is carried out in the most scientific manner.

Rigid Inspection

There is a thoroughly exacting inspection enforced. The work of every employee is constantly inspected by the foreman; and, at the end of each working shift, special experts again examine all the cigars made and see that every cigar is properly graded as to length, shape, quality of filler and wrapper and finish. Their standards of requirements are high, and cigars are rejected for the smallest defects and variations from the standards of size and quality.

The selected cigars are taken to the seasoning department where they are packed in large cedar cabinets for several days. After seasoning they are packed in cedar boxes to meet the requirements of various markets. The care taken before the cigars are packed in boxes is so thorough that consumers of good Havana cigars never find flaws in them. They are above criticism.

Many Spanish terms are employed in naming Havana cigars. These relate to the color of the wrapper, of the size or special peculiarity of the cigar. The ordinary factory names are claro, used for the lightest color wrappers, colorado claro and colorado maduro, which is the darkest. The fillers of all of these cigars are the same. The distinction is made merely in accordance with the color of the wrapper.

De Luxe Cigars

Most of the large Havana manufacturers have customers in various parts of the world who require de luxe cigars of special types. A great many select types are made to meet these requirements. Special packages are made for many of these rare types.

It was a Havana cigar that caused the poet Hood to exclaim:

"A few more whiffs of my cigar,
And then in Fancy's airy car,
I'll leave with thee for the skies;
How oft this fragrant smoke upcurled,
Hath borne me from this little world,
And all that in it lies."

Finest Cigars Made

Fairholt, writing in 1876, gives the following interesting facts regarding cigar smoking at that period: "The Havana cigars have been justly famed as the finest made. The best tobacco leaves for their fabrication grow in the island of Cuba, and the primest were formerly reserved for the King of Spain, who used them as presents for his officials.

The finest leaves are carefully culled for the cover or outside, in which are rolled the smaller or torn leaves. The exportation of leaves unmanufactured was once forbidden, nor could the planter manufacture for himself; he was compelled to give up his growth to the government commissioner, who allowed him its value, and manufactured them in the Royal Warehouse.

Havana Front Marks

The Havana cigars vary in size and thickness; one particularly large and fine kind is to be obtained from the priests; such being presented to the Church, and manufactured by the monks themselves.

A smaller kind of excellent cigars is made for the use of ladies, and are termed Queens. Straw cigars are also made here for ladies' use; the straw being inserted as a mouthpiece. A few years ago they were the only ones smoked in London, but are now seldom seen.

"Spanish cigars are those which are made in the King's factory at Seville, (Cigarros Sevillanos); they are generally sold in *ata-dos*, or bundles containing fifty-one. The

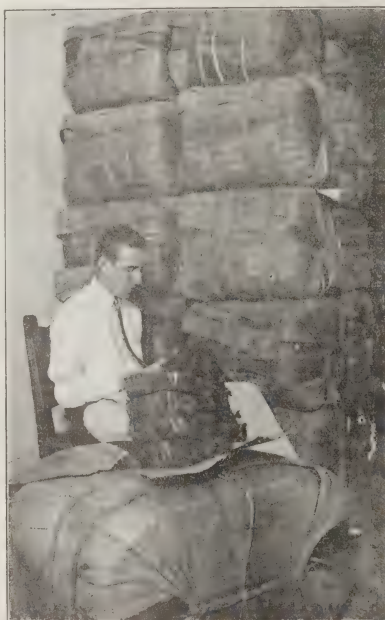
Virginian leaf is only used, and the difference in make between these and Havana cigar is wound from right to left; that of the Seville from left to right.

"American cigars are those manufactured out of Havana, in Caracas, Buenos Ayres, Porto Rico, etc. They vary in size and quality, 'taking all shapes and bearing many names.' Cheroots are peculiar in their manufacture, not made by hand, but wound on a wire, both ends being cut flat. They are made from the mildest Maryland tobacco, and are extensively imitated in France and Germany. They are some times sold for Turkish cigars.

First European Cigars

"The manufacture and consumption of cigars in northern Europe only dates from the close of the last century. It was in 1796 that the fashion began in Hamburg, and soon spread; leading to the establishment of native manufacturers in that town, and in Altona. Bremen is now one of the principal towns in Germany, both for manufacture and export.

"Scented cigars were at one time fashion-



J. H. Duys, Jr., at home in the home of Havana tobacco, where he is assistant manager for H. Duys & Company, Inc., of New York, Havana, and elsewhere.

able and were perfumed with vanilla; but all such tastes lead to the substitution of bad tobacco in their construction, and the ruin of the flavor of good tobacco, if such should be used. The cigars of Germany are greatly inferior to those of America, but are very mild.

In Austria and the Italian states they are a government monopoly, hence pipe-smoking is sometimes looked on as a disaffection toward the ruling powers if indulged by any but the poorest class; and a determination to really injure the revenue has been plotted more than once by a general disuse of cigars; enthusiastic opponents dashing cigars from the mouths of smokers, to the great increase of street rows, as was recently the case in Milan."

Early Importations

The duty in England was originally as high as eighteen shillings a pound for foreign cigars, after the general Peace of 1815

threw open ports for their admission. The great increase of the cigar trade is very clearly shown in the tables of the consumption of tobacco in England, published in the Encyclopedia Metropolitana.

In 1823, twenty-six pounds only of manufactured cigars were imported; the duties were then reduced, and the return for 1827 showed 15,380 pounds, sinking the next year to 9,569 pounds, but steadily increasing until 1830, when they reached 253,882 pounds and have now vastly increased. In 1830 the duty was reduced to nine shillings a pound.

Cigars were quite an aristocratic luxury then; but the taste for them has so greatly increased, that fully half the quantity of tobacco smoked in British towns is in the form of cigars. The best kinds come from Havana.

Numerous Factories

The large variety of cigars now made must be understood by considering the fact that there are more than 10,000 cigar manufacturers in the United States alone, to say nothing of those in Cuba and other countries.

Each of these more than 10,000 cigar manufacturers has anywhere from one to several hundred brands, aggregating countless thousands of cigar titles.

Few of the old time cigar brands are marketed today. We live in new times, with new tastes and customs, which develop new needs which manufacturers are ever wailing to meet. Some old smokers are accustomed to regret the passing of the old brand and state that the cigars of former times were better than those sold today.

None Better Made

Such statements, however, must be discounted. In some cases they may be true because there were a number of distinguished cigar manufacturers in Havana who took extreme care in the manufacture of their expensive brands. The manufacturing business has extended so enormously since the early days that such extraordinary care is no impossible.

The average standard of quality of modern cigars could not have been exceeded in former times because of the great advancement in tobacco culture and manufacturing methods. These are higher today than they ever were.

Cigars Once a Novelty

Apperson, a recent writer on tobacco, refers to the comparative novelty of cigar smoking in Europe. He says: "Until the early years in the nineteenth century the use of cigars was practically unknown in England. The earliest notices of cigars in English books occur in accounts of travel in Spain and Portugal, and in the Spanish Colonies, and in such notices the phonetic spelling 'segar' often occurs.

"A few folk still cling to this spelling—there was a 'segar-shop' in the Strand as late quite recently, and I saw the notice 'segars' the other day over a small tobacco-shop in New York—which has no authority, and onymological grounds is indefensible.

Origin of the Word 'Cigar'

"The derivation of 'cigar' is not altogether clear; but the probabilities are strongly in favor of its connection with 'cigarra' the Spanish name for the cicada, the shrill-chirping insect familiar in the southern countries of Europe, and the subject of frequent allusions by the ancient writers of Greece and Rome, as well as by modern scribes.

"A Spanish lexicographer of authority says that the cigar has the form of a 'cicada' of paper, and, on the whole, it is highly probable that the likeness of the roll of tobacco to the cylindrical body of the insect (cigarra) was the reason that the 'cigarro' was so

ced. There is no warrant of any kind for 'segar.'

Expert Selectors

killed agriculture is not alone responsible for the excellence of Havana cigars. The skill of the manufacturers is a great contributing factor. The selectors of the leaf are highly skilled experts, who, with eagle eyes, pick out the finest quality of leaf suited to the kinds of cigars it is desired to make. These men also know how to mix the leaf from the various growing districts so as to produce cigars having particular tastes and strengths.

The best cigars continue to be made by hand, although several of the leading factories are now equipped with the latest American cigar making machines. The packing and banding is done by girls. Artistic sense is shown by the brilliant labels, embossed lithographs and display features that are so distinctive of Havana cigar boxes.

Multitude of Sizes

The question of cigar shapes and sizes have puzzled Cuban cigar manufacturers for over a century. All the large cigar firms make a multitude of sizes and shapes, and they know that this is economically wasteful. But none is forceful enough to break away from the old custom and establish a few standard sizes, qualities and shapes.

It was noticed in a recently issued circular that the well-known firm of Henry Clay & Co., Ltd., are making in Cuba at present the following sizes of cigars: Madrilesos, Botanica Fina, Situaciones, Coronas Largas, Panetelas Salomones, Coronas, Panetelas Bouquets, Noblezas, Reinas, Petit Bouquets, Medianos Parejos, Lucianos, Londres Elegantes, Londres Grandes.

Other large firms are creating new shapes at frequent intervals. Every manufacturer claims to be making new cigar shapes which are original, distinguished looking, and refined, and in order that smokers of these elite styles may not be misled by vulgar shapes, exquisite names are coined for these precious objects of the cigar makers art.

Standardization a Problem

The most pleasing words in the Spanish language are impressed into service and used to enrich the value of Cuban products. Long ago, Fernandez Garcia, Segundo Alvarez, Gustavo Bock, the elder Cabanas, and other distinguished Havana merchants of former days, found that the standardization of cigar shapes and sizes is an unsolvable problem, and that the multiplication of sizes, shapes, names or brands, confuses smokers and injures trade.

The public now demands well-made cigars of moderate price. Manufacturers would reap greater benefits if they were to take notice of this and curtail all extravagance in the multiplicity of names and shapes. They should strive to meet the demand for good quality in cigars instead of putting out large, strangely shaped and expensive articles. The public can never be induced to favor these. Their needs are few and simple, as is shown by the familiar favorites now on the market.

Some More Sizes

Popular sizes today are Club House, Rothschilds, Belvederes, Invincibles, Perfectos, Admirals, and Coronas. A large, handsome cigar, made for jolly smokers, is known as the Non Plus Ultra size. Cigars of this type are usually made of leaf of fine quality to suit careful smokers. A long thin cigar, like a cigarette in many respects, is called a Quetta. This size is made for a quick and light smoke.

Opera, Princess, and Little, are small, thin cigars made to smoke between the acts of a

play or opera. They are becoming increasingly popular. Brevas are straight, stockily rolled cigars which are intended to give a rich, satisfying smoke. Noblesse is a large, firm, well-rolled cigar, made of the finest tobacco and intended for the use of connoisseurs.

In addition to the names given to cigars of various sizes, the colors of the wrappers are known by various Spanish terms. The color of a cigar wrapper is no guide to the quality of the cigar. Many inexperienced smokers judge the mildness or strength of a cigar by the color of the wrapper.

Wrappers' and Quality

It is estimated that the weight of an ordinary wrapper is not more than ten per cent of the total weight, and such a small proportion would not effect the quality of the cigar if the wrapper were very mild while the filler was a strong leaf.

The factors influencing the colors of dry leaves are (1) The soil; (2) the climate where they are grown; (3) the age of the



Three well-known Havana tobacco experts: left to right, Jake Labe, Marcelino Cruz and Harry Mendelsohn. His smiling "nibs" in the rear is pleased with good "front" he "puts up."

plant when the leaves were cut off; (4) the length of time occupied in fermentation and curing; (5) the care taken in subsequent storage and treatment.

Tobacco experts are generally agreed that the lighter the color a cigar leaf is, the more inferior and immature is the tobacco. Gustavo Bock, the famous Cuban tobacco grower and cigar expert, wrote that: "A dark wrapper does not necessarily mean a strong cigar. A dark color, or as it is expressed in Spanish, maduro, means ripe. The wrapper leaf which encases the cigar determines its color only. The filler, or inside of the cigar, which is ninety per cent (or more) of its weight, determines its character. Both light and dark wrappers may be bitter and strong if they have not been thoroughly ripened and cured by proper fermentation. The darker colors are the most desirable, as they smoke sweeter and mellow. A light wrapper does not make a mild cigar. Never forget that!"

Filler Controls the Cigars

The wrapper does not give the flavor and tang to the cigar any more than the paper

does not give the aroma to a cigarette. Wrappers are fine, thin leaves used for aesthetic purposes. It is the filler that controls the smoking qualities of cigars, and manufacturers generally use a standard filling mixture regardless of the color of the wrappers used.

Men who believe that a cigar with a light wrapper will yield a very mild smoke are deluded. It will only do so when a very mild filler is used. If the filler happens to be a heavy dark leaf, they will find they have a hot smoke.

Every cigar consists of three important and distinct parts. There is the inner part, which is called the "body" or "filler." This is the part which gives the cigar its characteristics. The skill of the cigar maker's art is shown in the way in which the filler is bunched, pressed and moulded. The elasticity of the cigar, its drawing and burning qualities and the proper giving off of the aroma are strongly influenced by the manner in which the filler is fabricated.

The best cigar leaf in the world can be spoiled by a bad pressing of the filler. An inner cover provided, in nearly all countries but Cuba, to protect the filler, is called the binder. This is a leaf of good quality and strength which is wrapped closely around the filler.

It not only serves as a protection to the filler and its shape, but gives superior drawing qualities to the cigar, which enables the smoker to enjoy its better burning qualities, and enjoy to better advantage, the taste, flavor and aroma of the tobacco. The wrapper is the outside finishing of the cigar. It gives style and appearance.

Selection of Wrappers

Most smokers base their judgment of a cigar upon the appearance of the wrapper alone. For this reason, cigar makers pay great attention to the selection and winding of the wrappers. A good wrapper must have smoothness, a good color, lightness, elasticity and an appearance of ripeness or mellowness.

Its combustion qualities must be similar to those of the filler; because a good cigar must burn evenly and freely, leaving a fine bluish white ash. Care must be taken to see that leaf employed in making wrappers is entirely free from pinholes, yellow and green spots, and small ribs, veins or other markings. It must be at once tough, elastic and supple, light in weight and attractive in color and appearance.

Havana, Sumatra, Connecticut and Florida wrappers have long been justly prized for these qualities. The best Cuban and East Indian wrappers are expensive. They often cost over \$1,000 per bale. The cigar makers, consequently, have to take great care in handling them.

They are usually sorted in a factory and are handed out in groups of 25 to each cigar maker, selected so that quality, color and texture are uniform. The finer the cigar, as a rule, the finer tobacco is used, the greater care is necessary in preparing the cigar on the part of the operator. Only the most expert cigar makers are entrusted with the work of making the best kinds of cigars.

How To Care For Cigars

Good cigars, like good books, should be stored and cared for considerably. An experienced authority has expressed the following views on this subject:

"The proper care and storage of Havana cigars, from the time they are made, until they are in the hands of the smoker, for use, is very important; in fact, essential, if one demands a fine cigar. Tobacco is a very sensitive leaf. When properly cured and ready

for use it is absorbent. It will absorb moisture like a sponge and will take up any impure air and smell in its presence. You can test this easily by subjecting a box of cigars for a few hours to sea air.

"Havana tobacco is certainly the most delicate and sensitive of any tobacco grown, and has also a flavor and aroma unequalled by any other leaf tobacco in the world. As it absorbs quickly, it throws off or evaporates quickly. In any extreme of this absorption and evaporation the real character, flavor, and aroma of Havana tobacco is lost.

You can prove this by subjecting a box of Havana cigars to extremes of heat or cold, moisture or dryness and noting the result. How evident, then, is the necessity for seeing that your Havana cigars are properly kept and not carelessly subjected, while in the dealer's hands, to impure odors or extremes of temperature.

Temperature Required

"The best temperature for Havana cigars is about 65 degrees Fahrenheit, with only enough moisture to keep the cigars from drying, say 70 per cent.

"See that the dealer of whom you buy your cigars keeps them right. They will no more stand foul air, the extremes of heat and cold, wet and dry air, with the lids of the boxes being continually open, than would the finest champagne stand such treatment.

"Many complaints against the cigar itself should be made against the careless dealer in whose hands the finest Havana cigar is quickly ruined—its true and original quality and character destroyed and lost."

Fashions are fickle, and notwithstanding all the care taken in the manufacture of cigars and in seeking proper sizes, shapes and colors, popular fancies are unstable and variable. That is why no standard shapes have been found. There have been many changes in cigar smoking in America. When Philadelphia was the chief commercial city, *bon vivants* assured us that "Mexican cigars are the choicest."

Mexican Cigars

Preference at that time was shown for cigars imported from Mexico. About 1803, cigars made in New Orleans were considered the best and brought the highest prices. Some years later, tobacco known as Yarra, which was grown in the eastern part of Cuba was greatly esteemed.

About 1830, Yarra principles, which were often flavored with rum and cinnamon, were the most expensive cigars that could be purchased. About 1853, cigars imported from Germany became popular; for some years subsequently millions of German cigars were imported into New York and Baltimore.

The better kinds of these German-made cigars contained tobacco grown in Paraguay and Brazil. In the period immediately preceding the Civil War, the fashion among smokers favored Manila cigars. The choicest brands were more costly than the best Cuban cigars.

According to the account of a banquet held in Cincinnati in 1865, some "Manila specials" were described as being the most "beautiful, tasty and expensive cigars ever imported into America." When Hayes was President, newspaper reporters thought that a fat, black cigar was suggestive of opulence.

Black Cigar Demand

Novelists, of the period described, envied rich men in the act of smoking big, black cigars. In fact and fiction, high-priced cigars were dark. The demand for the darker colors was so pronounced that, failing to get enough natural oscuros and maduros out of the tobacco they bought, some manufacturers gave cigar wrappers an artificial inky hue by applications of prune juice.

There was a period when slightly spotted or discolored tobacco of a certain crop obviated much desired. The spots were supposed to indicate a superior quality of tobacco.

Manufacturers insisted on getting spotted leaf. To supply the demand, which persisted for several years, chemicals were used to cause spots to appear on the tobacco. Some of the tobacco was spotted while growing in the field.

Other leaf was "treated especially" in cigar factories. After the Spanish-American War, Porto Rican tobacco came to the front. Cigars made entirely, or partly of Porto Rican tobacco had a great vogue.

In a popular novel by Bronson Howard the hero, a demonstrator of all the refinement that should distinguish a gentleman who belonged to the most exclusive clubs, exemplified to a nicety the satisfaction derived from smoking a "slender Porto Rican panatella."

And forthwith, in clubdom and elsewhere, there was an immediate demand for "long

new; to the joyful, joyous; to the saddened, sympathetic; to the defeated and baffled, hope emerges from its fairy wreaths; to or and all of its myriad lovers, of all ages, nations and tongues, tobacco, such as Cuttows, is:

Thought in the early morning,
Solace in the time of woes,
Palm in the hush of twilight,
Balm ere my eyelids close."

There is no doubt about the magical effects of a Cuban cigar upon the smoker, is the prince of smokes and makes a pauper who may have the good fortune to acquire a "real Havana", temporarily feel like prince indeed.

It has the power to transmit happiness as well as consolation under all circumstances. It is pleasant to be able to record that Cuban tobacco planters continue optimistic regarding the possibilities of still improving the strain of leaf that makes this sterling cigar.

Increasing Cuban Exportation of Tobacco and Cigars

Exports from Havana in tobacco and cigars are showing a handsome increase over last year, says El Tabaco, of Havana. For the ten months, ending November 1, the results are:

	1925	1924
Tobacco	315,169 bales	255,367 bales
Cigars	91,809,862	67,918,083
Scrap	197,124 kilos	109,350 kilos

Marcelino Perez & Co.

When a cigar manufacturer says the United States government guarantees his cigars to be made of exactly the sort of tobacco the manufacturer advertises, he immediately interests the dealer and consumer in a definite claim of quality recognition.

Such, then, is the worth of the phrase, "Made in Bond." It is the accepted evidence that the cigars so made are produced in a bonded factory under perpetual governmental supervision. This means supervision of absolutely every detail of manufacture, from the bad leaf to the boxed cigar. Custom officers of the revenue service are on continuous factory duty to see that what they vouch for is performed.

No other tobacco but genuine Havana, imported through the Custom House, and thereafter checked and rechecked by the government agent, can enter any part of the bonded territory. Also, nothing except the standardized method of Spanish hand labor is permitted to produce the cigars.

Precautions of this sort are the basis of the government guarantee, then, that the cigars made are the same as those produced and imported from Cuba. All the keys of the plant are in the possession of the government agent, who opens and closes the factory. Nothing can enter or leave the premises without his knowledge and approval.

All this indicates the importance of the trade of the customs stamp affixed to every box of Marcelino Perez & Company's cigars. Since 1883, the name of Perez on Havana cigars invariably meant quality of material and manufacture.

In the crowned eye of the firm's trademark, which radiates to the wide world under the motto of "Perez Arriba Nadie Diga," the most standards of quality would be maintained anyway, bond or no bond, but for the protection of the trade and the smoker, the government stamp is affixed after the inspection service is finished in every way. Marcelino Perez & Co. maintain leaf warehouses in Havana, factories in Tampa and offices in New York.



Regulation Cuban tobacco barn near Sancti Spiritus.

and thin" cigars from Porto Rico. In some circles, this fashion still persists.

Notwithstanding all these changes in smoking customs, Havana cigars still retain a large amount of popular favor. They still rank among the finest made and many of the leading brands are household words.

Poetic Impressions

They continue to charm the smoking world and cause sentimental poets to write of the value of Cuban tobacco in this strain: "To the young man, tobacco teaches patience with, and gives wisdom for, the trials that beset the beginning of life; gives advice as to his actions and inspires him with a steadfast purpose."

"The middle-aged man it sustains, soothes and comforts. To the old man who has drunk to the very dregs, the cup of life, tobacco brings calmness and consolation; in its fragrant clouds he forgets his griefs and troubles, and recalls his pleasures and triumphs.

"Tobacco is all things to all men: to the young, youthful; to the mature, ripe and mellow; to the old, old in comfort, yet ever

Early History of Tampa As Pioneer American Clear Havana Center

Record of 13 Primary Years of Tampa's Importance in the Cigar Industry—"Tobacco" First Trade Paper To Investigate Possibilities of Tampa—Original Tampa Factories—How Don Vicente Ybor and Eduardo Manrara Organized Trade

By "QUIEN SABE"

TAMPA was created a port of entry in the district of Key West February 28, 1887, and Thomas K. Spencer, owner of the old Tampa Tribune, was appointed first deputy collector. Mr. Spencer was one of the early Tampans whose faith in the little town was boundless, and his relations with the pioneer Spanish manufacturers were always most friendly from the time he presided over the meetings of the first Tampa Board of Trade, when Messrs. Haya and Ybor were considering locating their factories here. At the time Tampa was working for the collection district there was a great deal of newspaper comment all over the country, both favorable and unfavorable. Jacksonville fought it bitterly, but other cities took up the fight for Tampa, and the Savannah News of March 1888 contained this editorial:

Tampa has been made a port of entry during the last Congress. Now it is desired that it shall be made a collection district. Next to New Orleans, Tampa is in some respects the most important port on the Gulf of Mexico. Its imports, owing largely to the cigar manufacturing interests, are much greater in value than most port cities.

Tampa is now the port through which all fast freights from Europe and Central and South America pass, and it is the southern terminus of the great railway route known as the Plant System. An additional railroad twelve miles in length, has been built from Tampa to deep water on Tampa Bay (Port Tampa) thus securing to the port additional advantages which must greatly increase commerce. . . . It is the home port of the Havana line of steamers owned by the Plant System.

Opposition to granting what Tampa wants is due to jealousies of rival ports, but the jealousies of older towns are not worthy of consideration, and Savannah's influence can be counted upon in favor of the bill making Tampa a collection port."

Chicago Friendly to Little Tampa

About this time Col. S. A. Jones, a newspaper man, real estate booster and contractor, visited Chicago and brought to the little town of Tampa a delegation from the Chicago Board of Trade, Chicago Produce Exchange, Chicago Chamber Exchange and the Chicago Commercial Association, numbering about twenty representatives. These men were entertained by prominent Tampans including the pioneer cigar manufacturers, and Henry Bradley Plant. They investigated Tampa's natural advantages, made trips through the Sanchez & Haya and Ybor factories, and took a trip down the bay on one of Mr. Plant's boats.

When they returned to Chicago they unanimously agreed that Tampa was the port, and they went on record endorsing Tampa as the gateway to all South and Central America. Tampa reciprocated by pulling strongly for Chicago for the World's Fair. At that time New York was trying to get the great exposition and Jacksonville, Florida, worked for New York to win, but Tampa and her friend Savannah, worked for Chicago and helped that city win.

Tampa's argument was that if a World's Fair was held in New York, visitors from foreign countries would attend and go away with wonderful impressions of the City of New York, whereas a fair in Chicago would necessitate con-

siderable travel across some fine inland country, and the visitors would go away with a good impression of the United States as a whole as well as the exposition city. So little Tampa, with her first big cigar factories and her new railroad, helped Chicago to win.

TOBACCO Investigated Tampa

On August 31, 1889, a representative of TOBACCO made the trip from New York to Tampa to "see for himself." His letter to this paper described the town in glowing terms, and when it was copied on the front page of Mr. Spencer's Tribune, it filled over a column. Our correspondent found Tampa "though, seared by fire and yellow fever, holding her own, and going forward with unbelievable rapidity."

His trips through the factories found them all working full force, and just like today, behind with orders and needing more men and larger quarters. A sight-seeing party was made up, including several young ladies who were visiting in Tampa, and our correspondent described the trip through the V. M. Ybor factory. "Some of the girls raved over the handsome Spanish manager, and asked how it was that he spoke English so perfectly; he laughed until the tears ran down his face as he told them: "Why, I was born and brought up in New York, and have never been to Cuba in my life."

Latin Benevolent and Social Organizations

Back in the '80's the first benevolent society was formed; the manufacturers were called upon at different times to provide for the sick and needy of the Latin colony, and it was decided to form an organization for this purpose, to which all members would contribute like amounts in dues, etc.

Senor Enrique Pendas, with twenty other leading Spanish gentlemen met on June 18, 1888, and the Society known as El Porvenir came into being. Mr. Pendas was elected the first president. El Porvenir was not a social order, but strictly for the relief of the sick and needy, and today it is a strong organization with a large membership.

In 1891 El Centro Espanol was organized with Sr. Ignacio Haya as president. This big social and benefit organization built the first Spanish Casino in Ybor City, and has been the scene of many beautiful social events. At present the organization owns a magnificent building on the corner of Seventh avenue and Fifteenth street, the site of its first Clubhouse, but extending all the way back to Eighth avenue, and containing a theatre, cafe and club rooms, officers' quarters and a splendid ball room. They also own a fine club house in West Tampa, and a large sanatorio located on the beautiful Bayshore Drive.

The Centro Asturiano, another Spanish social and benefit organization, was organized considerably later, and they own a very handsome building at the corner of Nebraska and Palm avenues, containing ball room, club rooms, offices and fine theatre; the Centro Asturiano also owns a fine sanatorio on Michigan avenue.

Ybor Building Was Cuban Club

The Cuban Club was organized almost as soon as the first Spanish society, and at first these people had the use of the original building put up by V. M. Ybor & Company, afterward called

the Liceo Cubano, and located on Seventh avenue. The Circulo Cubano now owns one of the finest buildings in Ybor City, with all the necessary rooms, including an unusually nice ball room. This club house is located on Fourteenth street and Tenth avenue, back of the old Cherokee Club (now the Pasaje).

The Unione Italiano has in recent years built a very beautiful club house on Seventh avenue at the corner of Eighteenth street, and their ball room, club rooms and theatre are extremely well-appointed.

It is a fact, that if it were not for the Latin people, Tampa would almost never be able to enjoy the operas, for somehow the American people have not given the proper support to foreign opera companies which have come here. Both Spanish organizations and the Unione Italiano have repeatedly brought grand opera to Tampa from Italy, South America and Cuba, and the theatres were thronged.

These people also have operatic and dramatic organizations, and put on plays, musical comedies and grand operas themselves, using local talent, with occasionally a star from Havana or Spain or Italy. The writer recalls a day, many years ago, when billing out invoices in one of the largest factories; a wonderful clear tenor voice came out of the packing room, singing a difficult bit from Aida.

The wrapper strippers on the first floor ceased their talk, and an office boy who went in to investigate came back with the news: "He that new escogidor, table seex." Another day we found an Italian, pasting labels on cigar boxes in the trimming department, who knew absolutely all of the grand operas, and could sing for hours without missing a word.

Ancient Animosities

Back in the early days there was a great deal of trouble on account of the Cuban revolution and the ill-feeling between Cubans and Spaniards. Nearly all of the cigar makers were Cubans, although there were many Spanish workmen also. Practically all of the foremen, packers, and managers, and all of the owners of factories, except Eduardo Manrara, were Spanish, and at many times the situation was difficult, and required infinite tact to handle.

Tampa and her representative citizens tried in every way to assist the manufacturers who were responsible for her sudden growth and prosperity, and before Ybor City was incorporated with Tampa, as well as afterward, the various officials did all in their power to create a feeling of friendship.

Many stories are told of those early days, and one in particular comes to mind which illustrates the friendly relations between the manufacturers and the Mayor (at that time Herman Glogowski), although at the time some of the Tampans criticised Mayor Glogowski for his actions.

There were no telephones, and on Saturdays, after the men were through and were paid for their week's work, it was not an uncommon thing for Ybor City, and some parts of Tampa, to be the scene of a fight, or fights, between the Spanish and Cuban residents, and the latter, being in the majority, often caused the arrest of some Spaniard.

In those days there was no police court, all of the cases coming before his Honor the Mayor. Of course that meant jail until Monday morning, and so it was arranged between certain Spanish manufacturers and Mayor Glogowski, that a cash bond of \$5,000 be deposited to be

used to "bail out" any Spanish citizen arrested for fighting.

First Tampa Factories

Among the factories locating in Tampa during the early nineties were: Bonifacio Garcia & Company, Ernest Ellenger, Trujillo & Benemelis, F. Garcia & Brother, Seidenberg & Company, Fernandez & Saxby, Gonzalez, Mora & Company, Cuesta, Ballard & Company, Amo, Ortiz & Company, M. Perez & Company, Arguelles, Lopez & Brother, Jose M. Diaz & Brother (afterward with Bustillo Brothers, Creagh, Gudnecht & Company, Salvador Rodriguez, and V. Guerra, Diaz & Company.

Cuesta, Ballard & Company was a firm composed of Don Angel L. Cuesta, Sr., who had been in business in Atlanta since 1884, came to Tampa and formed the partnership.

The factory moved to Port Tampa for several months, and about a year later, when Mr. Perigrino Rey was made a partner with Mr. Cuesta, the firm of Cuesta, Rey & Company was formed, and A. B. Ballard formed another company known as A. B. Ballard & Company.

Speaking of Port Tampa, there was a little flurry at that point, and several factories located there in the early days, but in a few months, or at most, a few years, one by one, they left that location for the simple reason that they could not get cigar makers and other help.

The Cuban cigar maker wants to live in a community of his own people, and enjoy the sociability of his coffee shops, theatres and clubs, and as there was no Latin colony in Port Tampa, and Ybor City thirteen miles away with no street car connection, the cigar business in Port Tampa died a natural death.

The Morales factory, manufacturing the Matilda cigar, lasted longest, and Bonifacio Garcia & Company, Jose Castro & Company, Cuesta Ballard and others remained a short time. Bonifacio Garcia tried to persuade Eduardo Manrara to locate in Port Tampa, but Ybor City was then established, and finally the larger factories gave up the idea.

West Tampa a Separate City

Now with West Tampa it was a different matter. Here we have a Latin community complete in itself, and boasting some of the largest and best known cigar factories in the country. West Tampa is a separate municipality, and not a part of Tampa, as is Ybor City. It lies on the west side of the Hillsborough River about a mile north of Hyde Park, the beautiful residence section of Tampa, and is connected with Tampa by several bridges and a network of street car lines.

So closely built up is this section that it is hard to tell where Tampa leaves off and West Tampa begins. In the early nineties Col. Hugh C. MacFarlane decided to build a city. This gentleman is a native of Scotland, a lawyer of note and a brother of Col. M. B. MacFarlane, the present collector of customs at Tampa. Col. Hugh C. MacFarlane was the first man who conceived the idea of offering lands and large cash inducements to factories as a business venture. He, together with a few other pioneers in West Tampa, organized a development company for the sole purpose of "building a city," as its charter will show.

They did for West Tampa what the pioneer cigar manufacturers did for Ybor City, and Col. MacFarlane continually worked with this end in view. The first factory to locate in West Tampa was A. del Pino, in 1891. This factory, however, failed, and, in 1892, the O'Halloran factory was offered liberal inducements, and removed from Key West.

Pioneer Manufacturers

O'Halloran & Company was composed of the following members: Estanislao O'Halloran, Blas O'Halloran, Sr., Ignacio O'Halloran and Fernando Figueredo, the latter being secretary and manager. In this connection it is an in-

teresting fact that Fernando Figueredo returned to Cuba after the new government was set up on that island, and for many years has held an important government position, that of treasurer, or Tesorero General de la Republica, at Havana.

The old firm of O'Halloran & Company has been out of business for some time, and the writer recently got into communication with Sr. Figueredo, asking him to tell us something of the early days; however, although he wrote a courteous and charming letter, this gentleman had nothing to say about himself, and referred us to the O'Halloran family now living in West Tampa.

Blas O'Halloran, Junior, is quite well known locally, and has been Mayor of West Tampa; we understand that Ignacio O'Halloran is operating a small cigar factory at present.

Thereafter, Col. MacFarlane brought to West Tampa Teodoro Perez & Company, S. de Armos, Cuesta, Rey & Company, Bustillo Brothers & Diaz, Juan La Paz and others.

George N. Benjamin was also a land owner in West Tampa, and together with Col. MacFarlane and Messrs. Collins, Skinner, Boughton and Hooper gave large tracts of land and considerable money toward development. These men built, at their own expense, the first bridge to West Tampa, across the Hillsborough River at Fortune street, and Messrs. Benjamin and Collins gave 185 lots and considerable cash to build and locate the West Tampa Ellenger factory. Mr. Benjamin also operated the Tampa Cigar Company at that time, making Rio de Tampa.

Creating the Demand

Ybor City grew at an amazing pace, as the influx of manufacturers was rapid, but in the very early days it took a great deal of very hard work to create the demand for Tampa-made clear Havana cigars. In a recent conversation with the writer, Sr. Enrique Pendas said: "In those days Key West had the reputation. We had a hard time convincing the public that we could make high grade clear Havana cigars in Tampa, equal to the Cuban product. And the way we did it was by using absolutely nothing but the best tobacco obtainable from the Island of Cuba, and only expert Cuban and Spanish hand work."

There was plenty of fine tobacco to be had; Tampa's climate was unexcelled for both tobacco and workmen, and her Latin community was contented and very little disturbed by the war-clouds hovering constantly over Cuba and Key West. The idea was put over—Tampa became the great center of clear Havana cigars, and the whole world soon learned where to obtain the best smokes.

Frost and Fire

The "big freeze" occurred the winter of 1894-95, and wiped out hundreds of fortunes invested in orange groves in Florida. It was the first time snow and icicles had appeared, and the beautiful tropical garden surrounding the entrance of the Ybor factory presented a strange spectacle with the snow and ice weighing down the branches of the trees and shrubs, still green and fresh.

A bad fire about this time burned the factory of Lozano, Pendas & Company to the ground, and a few of the old-timers can recall rushing along the streets calling "Fire" and "Help," while the workers in part of the factory building kept on at their tasks, ignorant of the fact that there was a fire. Broken water pipes (because of the cold) prevented the volunteer firemen from saving any part of the building.

Embargo on Havana Tobacco

Aside from these little clouds across the otherwise bright skies, everything moved along marvelously—in fact, it was almost too good to be true—the success of the industry and the rapid growth of Tampa, and thus it continued until the early part of 1896.

Then came the bolt from the blue which

threatened to end the clear Havana cigar business in Tampa. The war between Spain and Cuba had been going on for some time, but it did not directly effect Tampa until General Weyler issued his famous edict in the spring of '96, prohibiting the exportation of tobacco from the Island of Cuba.

However, he allowed ten days in which to withdraw tobacco already purchased, and when the manufacturers realized that this temper blow which at first stunned them, the war scramble began. A letter of protest was written by President A. Ramirez, of the Centro Espanol to General Weyler, advising him that the move on his part would practically ruin the Spanish manufacturers, but it was never answered, and of course in reality it was only half-hearted protest, and never followed up, for many of the manufacturers privately felt that they would rather go out of business than to go against the Spanish Government, which General Weyler represented.

Tobacco on Tour

Shipping facilities were very limited, and the time was short every available means which could be thought of was employed to get tobacco out of Cuba. V. M. Ybor & Company chartered a schooner and loaded it beyond capacity with their tobacco; this reached Tampa safe and was shared with other factories, including Sanchez & Haya.

Lozano, Pendas & Company loaded \$93,000 worth of tobacco on a large vessel bound for St. Thomas. This tobacco could not be transferred at that point for the United States, and continued on to Bremen.

From Germany it took a trip to Holland, was transferred and shipped to New York, transferred again and finally reached Tampa, but in condition—well, it is best described by Sr. Enrique Pendas, who recently referred to it as looking "more like snuff than tobacco."

Some of the weaker factories gave up almost the field, but, not so with the majority. Other shipments of tobacco, although very little, were obtained in roundabout ways, and many of the manufacturers went personally, or sent buyers, to Mexico, where some really good tobacco was found and brought in, and the factories, by working slower and with fewer hands, managed to struggle along. In the end this helped the fame of the Tampa clear Havana cigars, for it is human nature to want what one cannot have, and by the time the Weyler embargo was lifted, the demand for Tampa cigars was enormous.

The fame of the Tampa clear Havana cigars, for it is human nature to want what one cannot have, and by the time the Weyler embargo was lifted, the demand for Tampa cigars was enormous.

Passing of Don Ybor

That year 1896 was indeed a sad year for Tampa, for on the fourteenth of December Don Vincente Martinez Ybor, father of Ybor City, ended his career at the age of seventy-eight, and Tampa sincerely mourned his passing. Joseph Seidenberg had died just a month previously, but not having lived in Tampa he was not known so well as the man for whom Ybor City was named.

With the death of Mr. Ybor, Eduardo Manrara succeeded as sole owner of the largest cigar business in Tampa, and the largest clear Havana factory in the world at that time; it was almost like the passing of a Monarch—"The king is dead, long live the king"—for the remarkable career of Eduardo Manrara from this point on speaks for itself. After that the firm was known as the Ybor-Manrara Company.

Now to go back to the beginning again, when V. M. Ybor & Company first conceived the idea of manufacturing clear Havana cigars in the United States at Key West, of course laws had to be made to cover the situation, and the duty on leaf tobacco, classed as filler was fixed at

thirty-five cents per pound, and leaf tobacco dressed as wrapper, \$1.85 per pound.

How It Was Done

Knowing that it would require not more than fifteen per cent of the tobacco imported for wrapper leaves, these pioneers set the proper machinery in motion to have the classification made so that any bale, containing not more than fifteen per cent of wrapper, would be styled "fuller" and duty on the whole collected at the lower rate, and in this way they were enabled to import tobacco, manufacture it in the United States and still compete with the Havana factories on clear Havana cigars.

Of course, this worked entirely to the advantage of the clear Havana manufacturers, the majority of whom were located in Tampa; and, eventually, pressure was brought to bear from their interests, and a new tariff bill proposed which brought consternation to Tampa.

The passage of the so-called McKinley bill caused a run on the custom house; and, in a few hours after being notified, about half a million dollars in duties was paid in at Tampa, for tobacco withdrawn before the new rate went into effect. This bill was considered by almost every manufacturer to be a menace to the very life of the industry in Tampa, but on account of the fact that the duty on imported cigars was far greater in proportion, the bill was in some ways beneficial.

However, the basis for charging import duties on leaf tobacco was changed in this way: if a bale contained less than fifteen per cent wrapper, the duty at the rate of \$1.85 was charged only for the amount of wrapper used, and the balance at the rate of thirty-five cents per pound; if, however, the bale contained more than fifteen per cent of wrapper, the entire bale was assessed at the wrapper rate of \$1.85.

Manrara Wonderful Organizer

In the Spring of 1896, Edouardo Manrara organized a \$200,000 company, of which he was president, and built the brewery at Ybor City, a replica of the famous Castle Brewery at Johannesburg, South Africa. This company operated the only brewery in Florida at that time.

Mr. Manrara was president of the Ybor City Land and Improvement Company, the Cherokee Club, the Ybor City Building and Loan Association, the Florida Brewing Company, the Exchange National Bank of Tampa, owner of the Ybor-Manrara factory, and, together with his associates, organized the first street car system, and also the Tampa Gas company.

Such a record needs no comment. Mr. Manrara's right hand man was George T. Chamberlain, once office manager of the Ybor factory and afterwards secretary of the improvement company, the Board of Public Works of Tampa, and, for many years, a member of the City Council.

Being such a heavy investor, and needing the best legal advice, Mr. Manrara chose the most brilliant young attorney he could find, selecting Peter O. Knight, today the greatest corporation lawyer in the state. One often hears the comment today, "Mr. Knight made Mr. Manrara," and about as often, "Mr. Manrara made Mr. Knight," but neither is correct; it was simply a rare combination which could not fail to succeed.

Spanish War Opens

In the early part of 1898 the port of Havana was thrown open, and the Tampa manufacturers were once more able to obtain tobacco for their then famous cigars. Internal wars had cut down the labor, and a comparatively small crop was available.

Even so, this influx of tobacco gave new life to Tampa, and still more factories came here. All was apparently serene, when, like

a thunderclap, war was declared on Spain, and the harbor of Havana was blockaded. Again Pendas & Alvarez (formerly Lozano, Pendas & Company) obtained some tobacco, via Germany, when a German boat ran the blockade and got safely away with her cargo of Cuban tobacco.

Tampa During the Spanish-American War

We now come to one of the most exciting periods of the history of the industry in Tampa, and a situation which seemed almost humanly impossible to handle. Here we had owned almost entirely by men on whose native land we had declared war.

The workmen on the other hand were in the majority Cubans, and they hated their employers who were Spanish. Tampa owed her growth and prosperity to the manufacturers, and many strong, lasting friendships had been made between our best American and Spanish citizens.

Also, many of the Spanish people had taken out naturalization papers, which made them in reality Americans. Tampa was

in communication with the Governor of Florida, Hon. Henry L. Mitchell, outlining his fears, and asking for a public assurance that the business interests, property and lives of the Spanish people would be protected.

Now Governor Mitchell was a Tampa man, a brother-in-law of Mr. T. K. Spencer, and a warm personal friend of Mr. Ramirez, and he wrote immediately assuring Mr. Ramirez that he would do all in his power to protect the manufacturers, even if it should be necessary to send state troops to preserve order.

Ramirez Calls Meeting

There had been so much uneasiness among the Spanish people that some of the manufacturers even went so far as to consider leaving the field, but as soon as the governor's letter was received, Mr. Ramirez called a meeting of the representative manufacturers, which was held in the old Cherokee Club (now the Pasaje).

Every large factory was represented, either by a member of the firm, or in case of absence from the city, some other member of



Tampa Bay Hotel, formerly the Moorish Temple, now owned by the City of Tampa.

chosen by the government as a base of operations and port of embarkation for troops sent to Cuba.

The armies were mobilized in Tampa, and at one time, during the summer of 1898, there were as many as 50,000 United States soldiers encamped in and around Tampa. The streets were patrolled by soldiers. The excitable Cuban element was in its glory, and looked on these soldiers as their "saviors." Sometimes the wilder element became violent, and the lives and property of many Spanish people were in jeopardy.

Tampa's Spanish Diplomat

Previous to, and during this strenuous year, Senor Adalberto Ramirez was president of the Spanish Casino, or Centro Espanol. He had come to Tampa in 1888, and for more than ten years was connected with the Ybor-Manrara interests. For a long time Sr. Ramirez had been fearful lest the Cuban element, in some frenzy of excitement, would carry out their many threats against the life and property of many of the Spanish citizens, and long before the outbreak of the Spanish-American War he addressed a com-

munication to the Governor of Florida, Hon. Henry L. Mitchell, outlining his fears, and asking for a public assurance that the business interests, property and lives of the Spanish people would be protected.

Now Governor Mitchell was a Tampa man, a brother-in-law of Mr. T. K. Spencer, and a warm personal friend of Mr. Ramirez, and he wrote immediately assuring Mr. Ramirez that he would do all in his power to protect the manufacturers, even if it should be necessary to send state troops to preserve order.

Tampa an Armed Camp

The summer of 1898 in Tampa will never be forgotten. Camps were located in every available spot around the edges of the town. The regular army, mostly infantry, encamped in the section which is now a part of Tampa Heights. On Twenty-second street, below the Salvador Rodriguez factory, were the famous Sixty-ninth New York,

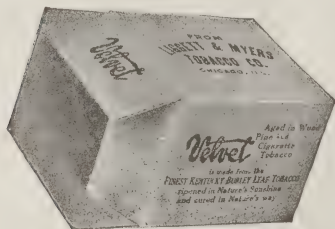


The tremendous weight, pressure and strain absorbed by the high-arched piers of the Queensborough Bridge over East River, New York, is clearly indicative of the strength of the arch, similarly, the high-arched corrugations in Mid-West boxes neutralize transportation abuses.

Reduce Shipping Losses With Mid-West Boxes

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During the early days this group of pioneers were friends and enjoyed many a friendly game of cards at the old Cherokee Club. Reading from left to right standing: Candido Martinez Yoor, Arturo Manrara, Oscar Manrara (sons of Eduardo Manrara), M. Gounod; Seated: Wm. Kline, Emilio Pons, Mayor F. A. Samonson and an accountant holding child. The two Manrara boys were social favorites. Candido Ybor, Kline and Pons formed the old firm of Emilio Pons & Company, fourth factory to locate in Tampa. Mayor Salamonsen was extremely popular with all of the early manufacturers.

Second Georgia and First Florida regiments on the west side of the car track, and the Third and Fifth Ohio, the Thirty-second Michigan regiments on the east side.

At the power dam was the artillery. In Hyde Park encamped the cavalry, including Teddy's Rough Riders. The Tampa Bay Hotel was turned into officers' general headquarters, and almost any day one could see General Miles, General Shafter, General Wood, General Joe Wheeler, General Fitzhugh Lee and General Henry, to say nothing of colonels and majors galore.

One thing we remember however—Colonel Roosevelt was the only one who stayed out in the "woods" with his boys, even through the rainy season, when every tent had to have a trench dug around it to prevent its contents floating away. There was an Indian in the Rough Rider bunch who was entertained in Ybor City one day, and after he had been treated at the various saloons, some friendly Cuban gave him a fair-sized drink of Jose Aguardiente.

Finishing Touches

What finished the only remaining bit of civilization he had acquired; and, mounting his trained broncho, he began the most sensational ride ever witnessed on Seventh Avenue in Ybor City. The streets were crowded, and the wild red man decided to take one of the street cars, loaded with men and women; he gripped the saddle with his knees, lashed the flanks of his mount and whipping out his two pistols began to fire,

turning them over between shots, grinning like a devil, racing alongside the car, and yelling as only a real Indian can. Three blocks and twelve shots away there was a noble struggle, and the Indian finished his ride inside the "black maria."

First "Engagement" of the War

One afternoon, shortly thereafter, while Mr. Ramirez was smoking his afternoon cigar at home, a frightened messenger arrived from the Centro Espanol with the startling information that "United States soldiers have taken possession of the club, and have turned the members out." Mr. Ramirez went immediately to see what had happened, and sure enough, there marched the guard, bayonet fixed, back and forth in front of the Spanish Casino.

Meaning of the Move

Mr. Ramirez inquired of the officer in charge as to the meaning of this move and was respectfully referred to the commanding officer, General Henry then in the De Soto Park camp headquarters. He called on General Henry, and although he was received courteously, no explanation was given, and General Henry said the orders came from general headquarters.

Then Mr. Ramirez called on Mr. B. M. Balbontin, president of the Spanish Casino Stock Company, owners of the building, and Mr. Melville Gibbons, attorney for the club, who suggested calling on the Mayor, Hon. M. E. Gillett. These four men went over to

Tampa Bay Hotel to see General Shafter, and were immediately received by him.

Spies and the Secret Service

Mr. Ramirez asked the General why the Centro Espanol was seized by the troops and after some conversation it was brought out that the secret service had received a communication from a committee of Cubans stating that the Centro Espanol was a "nest of spies, a secret storage place for arms and ammunition, also deadly explosives." Orders therefore went out to take the place and search it.

Mr. Gibbons explained that the club was a social organization, and numbered among its members not only the most prominent Spanish manufacturers, whose business interests were in Ybor City, but also naturalized and native born American citizens.

Mayor Gillett personally and officially vouched for Mr. Ramirez as president of the Centro Espanol, as well as all of the other members, and General Shafter told them then and there that he was satisfied and would immediately get in touch with the secret service and straighten the matter out. That night the wires were hot between Tampa and Washington.

Next morning about ten o'clock a soldier appeared in the door of the escogida at the Ybor-Manrara factory with a message for Sr. Ramirez. It was from General Shafter, and he assured the members of the Centro Espanol that, after investigation, the reports received by the secret service were found to

be untrue and that the troops would be withdrawn immediately.

Occupied by Provost Guard

Mr. Ramirez handed the messenger a Principe de Gales cigar, and sent his respects to General Shafter, but, inasmuch as the Centro Espanol had been brought into such prominence, he stated he feared it might be burned, or some other form of violence resorted to by the Cubans, and he asked that the building be protected. As president of the club, he offered the building to the General to be used as a local headquarters for the provost guard, and this offer was accepted with genuine delight.

Every evening after that Mr. Ramirez called at the Casino, chatted with the officers, and gave them the best cigars they ever smoked in their lives. So it was, that while many houses, saloons and other buildings were at times damaged to some extent by excited mobs, the Spanish Casino came through without a scratch.

Spanish Casino Invaded

This is a little story which few remember and many never knew, but important nevertheless; the first Spanish territory "invaded and occupied by the troops of the United States" during the Spanish-American war was the old Spanish Casino, and the first "battle"—an extremely polite and entirely bloodless affair between four Tampa gentlemen and a fine old General,—was won by the "enemy" through the diplomatic handling of the entire delicate situation by Adalberto Ramirez.

When it came time for the troops to go to Cuba to take part in the actual fighting, they said goodbye with actual regret, and when they gave up the Centro Espanol, the members were notified to come down and

protect their property as all guards were withdrawn.

Spanish Flag in Tulips

Mr. Ramirez' life was threatened many times, and one more incident will show to what extremes the excitement was carried; in the large garden surrounding the home, of Mr. Ramirez were many flowers, the pride of the family and admired by all who passed by.

Mrs. Ramirez had planted a row of tulips inside the fence; and, during the summer of 1898, they were all in bloom, beautiful flaming red flowers with pure yellow centers. One day a few excited Cubans brought an American soldier up to the fence and pointing said: "There! Now you see what a terrible Spaniard he is—even the flowers in his garden show the Spanish flag!"

Through it all, 1898 was a good cigar year, and when peace came with the winter, business began to pick up as it never had before. It is true there was a shortage of tobacco in 1899 because the war had retarded the growth of the weed in Cuba, but with orders piled high in every factory, prospects were better than ever before.

It seemed at first that the unusual amount of orders meant a rather inflated demand, but this settled down into a steady proposition, and each month during the year showed an increase, necessitating more room for almost every factory, and many more workmen.

Manufacturers' Association Formed

The cigar manufacturers had always kept in touch with one another, and had various informal meetings, but they had never really organized up to this time. In July, 1899, there was some labor trouble which called for concerted action on the part of the manufacturers and the Cigar Manufacturers Association was formed at this time.

The trouble lasted about four weeks twenty factories being effected, but at the end of that time work was resumed, and both manufacturer and workman had a better understanding of the other and lasting benefits resulted.

During the early part of 1899 the Cuban American Manufacturing Company was formed, taking in El Modelo (which factory was removed from Jacksonville), La Rosa de Cuba, and La Corina. Capital stock was \$300,000, and the officers were Herman Myers, of Savannah, president; Vincente Guerra, Tampa, vice-president and general manager and Sigo Myers, of New York, secretary and treasurer. The company also owned two factories in Havana.

Havana-American Organized

During the latter part of 1899 the largest combination ever made locally was effected and the Havana-American Company was organized with a capital of \$10,000,000. This was a consolidation of the following factories: Ybor-Monrara Company, Julius Ellenger & Company, and Seidenberg & Company, of Tampa; Eugent Vallens & Company, of Chicago; S. Hernsheim Brothers & Company, of New Orleans; Rosener, Arnold & Company, and D. L. Trujillo & Sons of Key West.

Isidore Hernsheim, of New Orleans, was president, Eduardo Manrara of Tampa, vice president, and Eugene Vallens, of Chicago general manager. Mr. Manrara was general agent for Tampa, and the elder Jose Arango of Tampa, vice-president and general manager who came over from Key West with Seidenberg, was general manager of the Tampa factories.

At the close of the nineteenth century, and only fourteen years after the first clear

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Sucesores de Casin

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Havana cigar was made in Tampa, we had a cigar city. The brands of the fine cigars made in Tampa were known the world over, and in such demand that the factories, numbering over one hundred, were constantly enlarging their buildings and increasing their forces. Business for the year 1899 was summed up as follows:

Number of cigars manufactured 132,799,019
Amount of revenue collected. \$ 427,077.09

Amount of duty collected..... 518,297.59
Amount paid for labor..... 2,921,578.42
Selling value of cigars made..... 9,295,913.33
Value of tobacco imported during year 2,158,600.00
Number of bales imported from Cuba 15,000

A comparison of the cigars shipped during '96, '97, '98 and '99 show the growth of the demand for Tampa made clear Havana.

Number cases shipped in 1896..14,750
Number cases shipped in 1897..14,340
Number cases shipped in 1898..14,153
Number cases shipped in 1899..19,000

During the year 1899, Tampa gave employment to 6,800 cigar factory workers—six times as many people as comprised the entire town only fourteen years before—and at the close of the decade just reviewed, Tampa was a little city of 25,000 souls.

Havana's Famous Name Much Misused in Tobacco and Cigar Products

By M. E. CANLE

Representative Union of Havana Cigar Manufacturers.

HERE in this wide world is there a spot of civilization which has not heard of the name Havana? It does not seem to exist. As a city this may not be so, but as the name of good cigars it is sure. Smokers, perhaps, couple the name of Havana with cigars, seldom realizing the importance of the city and the district of Havana as the home of many other industries.

If Havana sugar, for instance, we have heard very little, but of Havana cigars—tobacco and cigars, then, are the basis of Havana's fame as a production center, and all other native material and manufacture seems secondary to the fame of the very highest classification in cigar leaf tobacco and the finished hand product, sought by every purchasing center on the earth.

It's the Soil of Cuba

The Havana industry has been so successful in advertising its products that the prime material, the unrivaled and unequalled leaf from the famous Vuelta-Abajo district with which the cigars are made, has no meaning outside the tobacco trade.

Let the honor, the glory, the fame, should belong to this wonderful soil in Cuba, which provides the world with that dreamy feeling of ecstasy, under the fragrance of its cigars, made in Havana.

But Vuelta Abajo has placed its cause in good hands, the Havana manufacturers, who, by their skillful preparation and blending of the leaf, together with the expert workmanship of the Cuban cigar maker, and the keen eye of the selector, have presented the world with a finished product, which is the delight of all connoisseurs.

No wonder that imitators, favored by prohibitive tariffs, grew into immense proportions the world over. The soil of the Vuelta Abajo district was analyzed; the field labor, the expert planters, and the seed, were all taken abroad to attempt to duplicate in other tropical countries the famous Vuelta Abajo leaf. But it was of no avail. There is only one Vuelta-Abajo, and that is in the God gifted little island of Cuba."

Havana's Name Everywhere

Commercialism, however, was not to be discouraged. The celebrated Vuelta leaf could not be reproduced in any other part of the world, not even in any other tobacco growing section of Cuba. But the word Havana, which it brought into fame, could be reproduced in print on labels, on boxes and on cigar bands, for the misinformation of the consumers.

We see Havana cigars made in Omaha, in Tallahassee, in almost every city in the American continent, as if the city of Havana had changed its geographical position to help the business activities of the local cigar manufacturer.

It has recently been decided in a Federal Court, that the word Havana could only be employed when the manufacturer used only Havana tobacco in his industrial product, and not otherwise. With due respect to the rulings of the court, may we not positively affirm that, in the trade, there is no such leaf known as Havana tobacco?

The importers going periodically to Cuba to make their purchases do not inquire for Havana tobacco; they know better. They

may ask for Vuelta, Partido, Remedios, etc., but never for Havana leaf, for they know that the nearer to Havana the leaf is grown, the less desirable it is for high quality cigars.

We also have on the market the so-called clear Havana cigars, meaning thereby that the cigars have been manufactured with Havana tobacco exclusively, when they more properly should be called clear Cuban cigars, if the prime material is really grown in that island. But even so, such designation is also misleading, because the Havana cigars made in Havana are also Cuban cigars, and we cannot concede that Cuban cigars can be so-called if manufactured outside of the Island of Cuba.

As an illustration, let us take our cotton, which we export in immense quantities to the European countries. What would our Government, and our cotton manufacturers say, if any European country sent us their industrial products labeled as "clear American cotton cloth"? The least that could occur would be the re-labeling of the cloth at the Public Stores to show only where it had been manufactured, and nothing else.

We noticed recently in the trade papers that a factory in our midst adopted a corporation name which included the word Tampa in it. But it had hardly started to work when the owners were brought to court by representatives of the Tampa cigar industry, and the Court decided that the word Tampa could only be used by the manufacturers residing in that famous city, which undoubtedly was quite right. Why then, in the name of common sense, should the word Havana be used in the United States to designate cigars which are not made in Havana? It is a poor rule that does not work both ways, and we certainly have one here that works one way only.

Table Shows Cuban Tobacco Production, Consumption and Exports

Years	Tobacco			Cigars			Scrap Tobacco		
	Produced	Consumed	Exported	Produced	Consumed	Exported	Produced	Consumed	Exported
1914.....	401,861,082	184,216,000	217,645,082	226,981,377	208,434,500	18,456,877	498,887	384,095	114,792
1915.....	441,544,496	214,514,975	227,028,521	212,737,819	200,908,743	11,829,076	418,726	299,389	119,330
1916.....	452,865,529	196,127,500	256,738,029	233,603,891	217,960,616	15,643,275	318,578	149,318	169,267
1917.....	364,400,997	177,972,390	186,428,607	227,299,494	210,794,390	16,505,104	200,267	148,611	111,650
1918.....	337,012,184	148,165,400	188,846,784	212,809,914	202,607,018	10,202,896	288,279	128,420	160,459
1919.....	326,994,027	145,700,425	181,249,502	220,516,900	209,943,008	10,573,892	375,944	110,775	265,179
1920.....	340,644,299	169,215,575	171,428,724	236,189,179	223,318,713	12,870,406	301,419	106,806	194,553
1921.....	368,666,438	180,537,250	188,129,188	245,558,621	231,386,209	14,172,412	405,062	111,013	295,094
1922.....	388,355,922	209,374,450	178,981,472	315,243,168	208,850,691	16,392,477	507,236	153,315	353,921
1923.....	387,376,230	204,141,000	183,234,330	289,334,063	270,613,088	18,720,975	423,245	137,669	285,676
1924.....	312,767,343	188,816,225	123,051,118	247,872,578	233,897,276	13,975,302	350,377	140,874	209,503
1925.....	351,222,550	230,216,775	121,005,775	264,888,959	252,471,430	12,417,529	464,005	150,091	313,914
1926.....	390,126,959	268,463,650	121,663,309	274,705,151	263,465,693	11,239,458	467,728	146,070	321,658
1927.....	370,904,485	258,994,800	111,909,685	367,990,385	355,942,855	12,047,530	407,531	181,160	261,461
1928.....	479,707,195	331,750,125	147,957,070	352,392,754	341,803,660	10,589,094	535,346	174,076	361,270
1929.....	548,081,397	385,896,850	162,184,547	342,762,116	334,251,120	8,510,996	1,239,723½	469,976½	769,774
1930.....	613,842,350	463,401,900	150,440,450	344,325,524	336,144,669	8,180,855	2,044,836	579,134	1,465,702
1931.....	362,119,632	303,053,450	59,066,182	297,542,590	292,469,286	5,073,304	934,391½	585,500½	348,891
1932.....	348,193,682	258,425,500	89,768,182	331,579,210	312,959,439	18,619,771	639,575	324,119	315,546
1934.....	384,757,439	292,490,575	92,266,864	328,597,808	326,344,719	2,253,089	1,126,141	365,713	760,427

These figures show the stability of the Cuban tobacco industry, the general average of production and the fact that consumption in Cuba absorbs the bulk of each year's crops. Cigar-making is expanding beyond production and local consumption absorbs the bulk of locally made cigars.

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Enormous Economic Opportunities Sounds Cuba's Call to the World

Nature's Beckoning Finger Opens a Paradise For Cuban Development—Human Nature Discontented There As Everywhere, However—Population Increasing and Finances on Constructive Basis—Excellent Banking Houses in Havana

By Dr. ARTHUR SELWYN BROWN

CUBA is a land of golden opportunities, the Cubans tell us, and they add, that the beauty of their island is such that, to all who are not dead or callous to the beauties of nature, there is nothing that can appeal to the emotions more agreeably than an excursion into the interior, where the palms, the sugar cane, the fruit gardens and the lovely odours of the flowering trees and shrubs conspire with the music of the birds and the dazzling sunbeams to thrill, and charm the observer's soul.

Cuba is a land of beauty and of natural wealth and of opportunity as well as a great cigar country. The cigars and cigar tobacco produced on the island, during the past three centuries, have carried Cuba's fame to the remotest ends of the earth, and have dwarfed her other charms. It is, in many respects, a really beautiful country, where the human soul should find solace and comfort, where the days should all be golden, and want and desire unknown.

Native Frailties

Human nature, however, is so perverse, that even in Cuba the natives overlook the good fortunes of their splendid environment,

pared with 2,889,004 in 1919. The colored people number 800,000. They do not increase so rapidly as the whites. Large numbers of immigrants, unable to enter the United States, are settling in Cuba.

They will not work on the farms, which are in need of help, nor in the sugar mills. They prefer eking out a poor living by becoming street vendors in the towns. It is proposed to purge the country of this type of immigrant, and to develop a scheme to aid settlers who are willing to labor and till the soil.

Cuban Finances

The government finance, as shown by the budget for 1922-23, provided for an income of \$55,600,000 and an expenditure of \$54,800,000. This is a rather heavy amount for a small population, but the burden of taxation is not felt as much as that in the United States.

The chief portion of the government income is derived from customs taxes. The chief expenditures are for interest and debt reduction for army and navy expenditures,

It is of interest to note that at the model town of Hershey, near Havana, the Hershey Chocolate Company owns a crushing mill of a capacity of 450,000 bags of white sugar per season, and plantations of more than 40,000 acres.

Agricultural Opportunities

These plantations occupy an acreage of 69 square miles, give employment to over six thousand persons and support a railroad connecting the town with Havana in an hourly service. This enterprise is engaged in supplying its own candy factories in America with sugar at cost price.

What this firm has done in the way of self help in Cuba may be done by many more. There are many thousands of acres of rich, idle land awaiting workers; good iron, copper, manganese and other mining deposits; large areas for cattlemen; wonderful openings for orchards and mixed farming enterprises.

Origin of Havana

Havana, capital of the country, a gay and lovely city, was the last of seven famous cities founded by Diego Velazquez in his efforts to develop the countries discovered for the King and Queen of Spain by Columbus, the Italian captain.



(Left) Registering tobacco at the H. Duys & Company warehouse; Amistad 102, Havana, Cuba; (Center) Mature tobacco; (Right) Duys' escojida at Vega Alto, Remedios, Cuba.

and they sometimes fall victims of the devils of the flesh. An old, experienced parish priest, in one of the internal towns, was asked what are the chief troubles exhibited by the supplicants in his church. The venerable man shrugged his shoulders and said: "The desires of my good people are manifold. The señoritas want good husbands; the señoritas want to get rid of their husbands for others they think they prefer; the people of middle age want to secure wealth; to have luck with the betting and lottery prizes; the sick want good health, and the old want to have a comfortable and happy place reserved for them in Paradise."

Naturally, when the opportunities of the present are neglected by the people for the prospects of the future, there are openings for those who are much more short sighted. When we survey these opportunities we are surprised that they are not better known. There is more than horse-racing, sugar growing and cigar making in Cuba. The island's resources are numerous and valuable.

Population and Growth

The population is now 3,200,000, as com-

pared with 2,889,004 in 1919. The colored people number 800,000. They do not increase so rapidly as the whites. Large numbers of immigrants, unable to enter the United States, are settling in Cuba.

They will not work on the farms, which are in need of help, nor in the sugar mills. They prefer eking out a poor living by becoming street vendors in the towns. It is proposed to purge the country of this type of immigrant, and to develop a scheme to aid settlers who are willing to labor and till the soil.

There is always a large floating indebtedness, consisting of claims against the government, for unpaid salaries, commissions, etc. These facts show how the luring prospects of the island have caused the politicians and officials to discount the future as far as financiers will permit.

Banking Facilities

Banking is conducted by the Royal Bank of Canada, the Bank of Nova Scotia, the Canadian Bank of Commerce, the National City Bank of New York, the Federal Reserve Bank of Boston and Atlanta, the Hongkong, the Chinese Merchants, and other banks.

Foreign investments in Cuba are chiefly in the sugar mills and plantations, railroads, tobacco lands and manufacturers and in agricultural undertakings. Americans have invested \$1,031,069,766 in the sugar trade. British and French investors have also a large interest in sugar.

During the first half of its life, the city was the depot of pirates, privateers and buccaners who sailed around the West Indies and the Caribbean. Often they raided Havana, too, and they enlivened their surroundings.

Today, Havana is a beautiful modern city, popular with tourists, possessing many lovely public buildings, clubs and private homes, parks, sporting grounds and a race-track where gambling is free to all.

Sugar is king in Cuba, and this industry produces a quarter of the world's annual supply. There are 192 sugar mills on the island that handle a crop of over 4,200,000 tons annually.

Cuba's Climate

Cuba has a dry climate, yet the conditions are often very wet. Alcohol production and industry growing out of sugar, is rapidly increasing. It amounts to about 23,000,000 liters of alcohol yearly.

There are 40 distilleries engaged in manufacturing alcohol. It is anticipated that much of this, in the future, will be used in motor or vehicles. Pure alcohol, rum, aguardiente and a few local delicacies, are the



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chief products of the distilleries these days.

Trade and Commerce

Cuba's total annual trade amounts to 500,000,000, or nearly \$200 per head of population. This extraordinary figure indicates the great wealth of the island, and the business opportunities it affords.

The imports from foreign lands average about \$200,000,000, and exports \$400,000,000. The balance of \$200,000,000 between the imports and exports is the profit Cuba earns yearly. The sugar and tobacco crops are the principal causes of this happy state of trade affairs.

Most of Cuba's exports go to the United States and the United Kingdom, and her imports are also principally derived from those countries.

Investments In Cattle

Capital invested in cattle raising amounts to about \$450,000,000. There are over 300 million acres of agricultural land on the island, and about one-third of this is devoted to cattle raising. About 5,000,000 head of cattle range the island. These are of very mixed breed.

In the Province of Camaguey, Santa Clara, one may find a little of Devonshire strain, and in Camaguey and Oriente, some Durham heads. In the dairy farms, near Havana, Jersey and Holstein cattle are found.

The condition of the cattle industry is good and the prospects are quite alluring. Land is cheap, the market is good, and with capital, experience and a good imported type of cattle of fine strain, any farmer could prosper.

Cultivation of Henequin

Henequin is grown on about 9,000 acres. Matanzas is the seat of the largest industry of this character, although about 1,000,000 acres are available for the cultivation of the fiber. A weight of about eight million pounds of fiber is produced annually, and shipped to the United States to be manufactured into cords, ropes and twines.

Citrus fruits are largely grown for American markets. Grape fruit amounting to about 12,000 boxes are exported to America, and about 40,000 boxes are consumed locally. Large shipments are also sent to London and Liverpool. The Isle of Pines ships about 30,000 boxes of grape fruit each season.

Cuban Lumber

One-sixth of the land is covered with trees and forests. Camaguey and Oriente are noted for their forests. Cedar, mahogany and majagua are the commonest trees. Many fine trees are capable of supplying the finest classes of lumber for the highest grades of cabinet work.

About \$5,000,000 are invested in the lumber trade and saw mills. Little lumber is exported. The local consumption of lumber is about 27,000,000 feet, and the exports do not exceed 5,000,000 feet. Mahogany is the principal wood sent abroad. There are many large forest areas unopened by transportation facilities.

Decrease in Coffee

Coffee, once a powerful source of income, to the farmers, continues to fall away from its high estate. It is a strange coincidence that, when this once great source of Cuban beverages began to decline, a greater activity prevailed in the distilleries, and in the increase of alcohol and its products.

But coffee growers lay their trouble to low market prices and high production costs, making coffee growing unprofitable. It is cheaper to import, than grow coffee locally. The quality of Cuban coffee when well cultivated is as fine as any. The present produc-

tions amounts to 400,000 quintals per year, and 30,000 persons are engaged in its cultivation.

Minerals Undeveloped

Much has been heard about the mineral wealth of Cuba, but little has been done with it. Copper is mined at Matahambre in Pinar. About 100,000 tons are mined yearly.

The Bethlehem steel Company mines about 400,000 tons of iron ore in Firmeza and Darquiere, and the Sun Development Company mines about 5,000 tons in Bueycito. The Cuban iron ores run about 75 per cent metallic iron.

Explore for Oil and Minerals

It has been the dream of many Cubans that rich oil fields might be developed in the island. Asphalt and oil seapages have long been seen at Mariel, near Havana, and at Bahia and Honda much money has been spent in exploring these deposits, but the results have yielded no great profits. Yet many experts still have faith in the possibilities of

Harry Blum's Natural Bloom Cigar Factory

Time upon time, in recent years, Harry Blum has been obliged to increase his factory space. His latest development has been to the previously announced factory building at 1300 First Avenue, New York, where, even now, the situation is such that near future additions are contemplated.

All this means something aside from the push of production. It means, in fact, that the Natural Bloom cigar, made by Harry Blum as his high test offering of personally supervised quality, is really the cigar of merit for which it is claimed. It means, too, that the distributors, the retailers, the consumers recognize this element of superiority, and that they recognize it with their abundant and increasing patronage.

Numerous Sizes and Shapes

Nineteen sizes and shapes are made in the Natural Bloom cigar. They range, in price, from the thirty-five cent package of Short Smokes to the Napoleon at three for \$1. Of all



Stripping plant of Walter Sutter Company, Havana, Cuba. One of the finest views of stripping tobacco on the Island. Note the general good order and cleanliness of the plant.

finding a wealth of petroleum in the island, and some large corporations are drilling.

Better Roads Wanted

There is a considerable agitation for more improved roads. Present roads are not kept in the best state of repair. About 3,500 kilometers of roads are now open, and others will soon be built. There are many motor cars in Cuba, and the use of these is creating a keen demand for more and better roads. The government is listening to this call.

Two railroads, the United Railways of Havana, and the Cuban Railroad Company, besides several small, private roads, give the chief means of transportation to interior points. These are profitable concerns which give a fair service.

Suggestions for aviation routings have been made for several years; but little practical flying has been done. The promoters of flying are watching what is being done with commercial aviation in America. They do not want to do pioneering work in this delightful means of transportation, but want to follow a proved course.

these styles of manufacture and packaging there are seven distinct leaders. These are the Square, at three for a half, and the Three Star and the Fancy Tale at a similar price. And the Perfecto at fifteen cents, and the Victor and Corona at two for a quarter, are likewise leaders in their higher divisions.

Media Perfecto

In the more popular lower priced grade there is the Media Perfecto at ten cents. With the prospect of a lower cigar tax there is every expectation that the demand for the smaller sizes will rapidly increase, and this is being prepared for.

Assisting his father in the management of the business is Julius Blum, a very able and courteous young man who takes a very lively interest in the development of the Natural Bloom, and who agrees with his father in the fundamental principle of maintaining the best proofs of quality and service.

To assure this, both father and son have the heartiest co-operation of every employe, some of whom have been associated with the Natural Bloom production for more than a quarter of a century.



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BENTLEYS

What The United States Bonding Law Does for Havana Cigars

Inspection Control of Bonded Cigar Factories—Law Enacted Twelve Years Ago—Leaf Processes Under Government Storekeeper—How Factory Selectors and Cigarmakers Work—All Spanish Hand Labor—Sealing Goods in Bond

By A. L. CUESTA, Jr.

BONDED FACTORIES operate under various special legal restrictions. In October, 1913, Congress enacted the bonded manufacturing warehouse law, class six, for the manufacture of cigars made entirely of tobacco, the product of, and imported from a foreign country. Certain rules and orders, that each box of cigars so manufactured should have a government stamp, attesting the country of origin of the tobacco, the method of manufacture and so on.

That particular act of Congress gave to the smoker the only real protection that the government has ever offered upon cigars manufactured in this country.

Under the above provision all made in bond factories operate entirely under the supervision of the Custom Service, and all records and purchases of Internal Revenue stamps must be accounted for to that department.

Rules for Bonded Control

A custom house official opens each factory in the morning; remains within the manufacturing premises all day and locks up at night. Every outside lock on a factory is a custom house lock, and cannot be opened except by the storekeeper. The storekeeper can only allow tobacco certified by the customs department to enter the premises, and must see that every ruling and provision as covered in the law passed by Congress in October, 1913, is fully carried out.

When tobacco arrives at the Tampa custom house from Port Tampa (having reached there on a direct steamer from Cuba) each bale and pack is examined by the customs appraiser, and the duty determined. The factory is then notified, and it specifies whether the tobacco is to be placed in the bonded manufacturing department or in the private bonded warehouse, class 2. Usually it is stored in the private bonded warehouse, which is really a part of the factory building, and is likewise under U. S. customs lock and key.

Processes of Leaf

We will suppose that the

shipment just received goes into a private bonded warehouse. A United States bonded truck is sent to the government appraising department where the tobacco is delivered, together with a certificate which permits the storekeeper at the factory to allow its entry into the private warehouse.

Then, maybe the next day, some of the tobacco is desired for manufacturing purposes. The manufacturer pays the customs department the necessary duty on the tobacco, and they then issue a permit allowing it to be brought into the manufacturing department. The filler goes to filler department and the wrapper to the casing room.

Now we will follow the wrapper to the point where it reaches the cigarmaker. Workers in the casing room loosen the leaves in the hand

(a bunch of from 35 to 75 leaves, depending on the grade) and when they have finished with as much of the various grades and sizes as will be required for the following day's work, they dip it in rain water in order that it may be pliable for stripping the next day.

The tobacco is then allowed to settle, and in one to three hours is placed in large conveyors and taken to the stripping department. The following day it is given to the stripping girls, who remove the entire center stem, thus giving two halves or wrappers.

This stripped tobacco then goes to the wrapper selectors. These men are highly trained in their work, having served at least three and a half years as apprentices. Two men sit at a barrel, on opposite sides, and each man selects from ten to twenty sizes or grade wrappers.

They pay almost no attention to the actual color of the leaf, but judge their work entirely from size and shape of the leaf, the prominence of the side veins, texture, oily or dry wrappers and any discoloration which would disqualify an otherwise perfect leaf. In the manufacture of about eighty different sizes of cigars approximately fifty different selections or grades of wrapper are required. The wrapper selectors count the wrappers into pads of twenty-five leaves and hand them to the cigar-makers, punching their tickets accordingly. While we are following the wrapper, the filler bales have been taken to the third floor of the factory to prepare it for the cigar makers. Here we have filler men who loosen the packs and shake the tobacco little by little until each leaf is separated from the other. They then take so many

bales or packs of filler from the Partido district (Havana Province) and so many from the Vuelta Abajo district (Pinar de Rio Province) and mix it thoroughly together.

You will recall that the packs from the Partido District contained tobacco from that one district but representing eight to ten different plantations and as the same applies to the Vuelta Abajo district, you can see that, while we use only the two districts as a basis, we have a combination of from fifteen to twenty plantations. This enables the manufacturer to produce a better cigar and one that is uniform



Selecting the wrapper. Little attention is paid to color, as the leaf is graded entirely by its size, shape, texture, prominence of veins, etc.

Team of pickers and packers selecting colors and packing the cigars in boxes.

Banding department, where each cigar is taken from the box, banded by hand, and returned to its original position in the box.



The United States Government Guarantees These Cigars by the Custom House Stamp Affixed to Each Box.



In a Selected Line
of Imported Shapes

Cuesta-Rey & Co.

HOME OFFICE AND PLANT
TAMPA, FLA.



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U. S.
Customs

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The manufacturers integrity is an inherent
part of the U. S. Bond Stamp



Marcelino Perez & Co.

MANUFACTURERS OF
FINE HAVANA CIGARS *Exclusively*

Tampa, Fla.

Since 1883



Arango y Arango

TAMPA,

FLORIDA

year after year. When the cigar maker receives his pad of wrappers, he then goes to the filler bins and gets his filler. He is then prepared to turn out the particular size he is working on. His only tools are a special board (about fifteen by eighteen inches) upon which a roll, a cigarmaker's knife, a gauge showing the length and thickness of the cigar he is working and a sanitary cup of gum tragacanth for sticking the head of the cigar.

Spanish Hand Work

Our bonded cigars are made entirely by the celebrated Spanish hand method, and absolutely without separate binder. This cigarmaker first trims the wrapper by cutting very close to the

ferent shade of color. When he gets fifty cigars of one shade, and as nearly perfect as he can pick, he passes the pile to his partner—the packer—who from the fifty cigars of one shade again makes a selection by picking the four rows for the box.

Shading the Colors

He puts the cigars in different parts of the rows, trying to make a perfect blend of the particular shade of color he is working on, thus shading them from one end of the box to the other so that each cigar appears like the other to the eye. He then nails the box lid and it is placed in a large box press where it remains

ed by the head of the trimming department and then passed on to the trimmers, who seal the box by placing edging around the top, place the end labels, nail tags, close tags and Internal Revenue stamps.

The box is now ready for the United States government bond stamp, guaranteeing that it is made exclusively from tobacco imported direct from Cuba, all long filler and made by the Spanish hand method above outlined. This is affixed and the boxes are placed in rows to allow the paste on the edging and stamps to dry.

It is then ready for the case packers, who in doing their work again carefully check the order and the cigars under the guidance of the government storekeeper or inspector. The case is then sealed and after being properly marked is ready for the short haul from the factory to the freight depot.

Then it is entirely in the hands of the jobber and the retailer to inform their trade of the benefits of this superior system of manufacture, and of the protection it affords to their customers.

Smokers, as a rule, know little of the necessity for the banding practice, and they should certainly be educated in the points here brought out.

Appreciation of these features would be more frequent if just a few words of explanation were made occasionally to the consumer. He would surely come to believe that the bonded way is the best way, and he would forever more demand bonded Havana cigars.

This is but a brief and hasty outline of the great care necessary to the proper manufacture of clear Havana cigars and it has been necessary to touch only upon the so-called high spots of one of the most interesting, as well as varying industries in the world.



Shaking filler—loosening the pack and barrels in preparing the material for the cigarmakers.

inside edge of the leaf. He then forms the bunch in his hand by placing the filled leaves one by one, and judging the amount in his hand altogether by his long experience in the work. Each leaf is so placed that the tip of the leaf is always toward the burn of the cigar and the side veins upward and toward the left. All of the above is very important in manufacture.

The cigarmaker now has the bunch finished and applies the wrapper by spreading it on his working board and stretches it properly as he rolls the bunch within. We are sorry that we cannot explain this to the reader by having him observe a cigarmaker actually at work, for it is most interesting and at the same time of such a character that the picture cannot be conveyed in words.

After the cigarmaker finishes fifty cigars, he packs them in a bundle and puts his table number (printed number on a slip of paper) on the bundle. These are gathered at night and taken to the packing room (below) in large tray carriages. Of course, great care must be exercised to have each size in its correct tray, etc.

The cigarmakers' foreman naturally inspects the work of each cigarmaker's table daily, but a second and more critical examination is made when the cigars are in the packing room, where they are examined size by size.

The cigars are now ready for the pickers and packers. These men are trained in their work of picking colors, etc., having gone through a course of nearly four years, training. They work in pairs—one picker and one packer to the team and each has a long table. The picker standing at this work and the packer seated.

As there are over one hundred and fifty different colors in Havana tobacco, it is the picker's task to distinguish these and place them in piles accordingly—each pile representing a shade of color. He will, as you can imagine, use from 125 to 150 different piles of cigars on his table at one time—each just a little dif-

ferent shade of color. The following day the box is taken to the banding department where girls take each cigar from the box, band it and replace it in an identical position as when it left the hands of the packer.

The box then goes to a table, presided over by a member of the firm, where each box is personally examined, passed upon and the color

To Increase Production in Austria

With a view to encouraging domestic tobacco production in Austria the Finance Ministry is preparing to grant certain privileges, it is reported here. New producers contemplating to plant over ten acres of land



Section of cigarmakers floor, each man working individually by the Spanish hand method.

marked thereon. The box of cigars is now ready either for the stock room or for the trimming room—if it is scheduled for immediate shipment.

Putting on the Bond Stamp

We will consider that it goes to the trimming room. The order covering the shipment is check-

ed to tobacco, and old producers who contemplate extending their present tobacco area will be granted investment credits free of interest rate, to be repaid in ten equal annual installments. Such credits will be granted through the central credit association.

The Cigars of Today



GATO



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Manufactured from the finest selection of tobacco

GATO

E. H. GATO CIGAR CO., Inc.
KEY WEST and HAVANA

E. GOSS & CO., San Francisco

Through The Tobacco Fields and Valley of Vinales With Rex Beach

By Motor to a Real Garden of Eden—With Vuelta Abajo and Tropical Vegetation on All Sides—White Seas of Shaded Leaf Mingle With the Royal Palm—Historical Home of Cuban Patriots And the Original Cuban Indians—Sights

By GEORGE RENO

(In the Monthly Bulletin of the American Chamber of Commerce of Cuba)

NATURE has been generous to Cuba in various ways. To all who are not dead, or callous to the beauties of nature, there is nothing, perhaps, that so appeals to the emotions as a drive through the palm clad hills of the tropics. To motor over good roads with the rising sun changing dew drops into diamonds, to feel the rush of cool air bathing the face and invigorating the lungs; to smell sweet, wild odors from opening flowers; to note with every turn of the road a change of scene; to sweep smoothly through space at thirty-five or forty miles an hour with an ever changing panorama of plain, plateau, hill, valley and mountain, is to live, to enjoy, to feel that life is worth the while.

Such is the ride from Havana to the Valley of Vinales, which the writer took in company with Rex Beach, the novelist, some years ago—th ride of a thousand thrills.

Making the Start

There were four in the party, a lady from Boston; Rex, of world wide fame as a writer; his brother, a lawyer of Chicago, and myself. We left the Inglaterra at 7:10 on a beautiful morning in March, after the usual desayuno, of cae con leche, pan tostado and oranges.

Our first stop would be in the city of Pinar del Rio, 170 kilometers to the west and south, where breakfast awaited. Leaving the hotel, in a big roomy car, we swung around the Parque de los Indios into Reina, and out along the wide Avenida, then called Carlos III in honor of one of the few Spanish Governors General of the XVIII century who really tried, and did do something worthy of credit for Cuba. The blacks at least should remember this, for his laws and decrees made the lives of the slaves much easier.

Home Supplant Tobacco

For thirty miles the drive runs west over a beautiful undulating country, once given over largely to tobacco and coffee growing; today changed into summer homes with beautiful residences, parks, lakes, lawns and golf courses. The grounds of the Mendozas, one of the old aristocratic families of Havana, extend along the north side of the drive for over a mile, and occupy what was once the biggest mango grove in the Province. Just beyond is the southern approach to the famous Country Club Park and golf links that cover some twenty-five square miles, and run north to the Gulf of Mexico.

Some three miles beyond we passed through the village of Arroyo Arenas, with its old church or cathedral known as Jesus Nazareno, famous for its miraculous answers to the prayers of the faithful. The edifice is perched on the crest of a sandstone ridge and on all rainy days, of which there are many scores, great multitudes come out from Havana, and kneel on bended knees, crawl up the hundred or more stone steps as a penance before entering the building. Most of them, of course, are women, young and old; beautiful and ugly; white and black; rich, and penniless; all bent on getting something through divine aid.

In the Tobacco Country

Here are now in the country, a rich country with splendid residences scattered among citrus groves, bananas, pineapple farms, tobacco fields and occasional cane fields. Giant shade trees, evergreen laurels, brilliant poncianas, almonds, algarobas, coconuts and long

lanes of royal palms provide a grateful shade throughout the entire year. But few trees drop their leaves at any time; many of them, like the majagua, that costly furniture wood, have beautiful flowers.

Well laid stone fences, covered with morning glories, and the still prettier cundiamor with its delicate green feather foliage and orange colored blossoms, line the drive on both sides. Wherever the cundiamor—cradle of love—grows, there you will find the favorite haunt of the mocking birds, whose song fills the air for miles. Where stone walls cease, live posts of almáciga and Pina Florida take their place. The latter break into bloom in the early spring, their pink and white flowers in clusters resembling apple or peach blossoms. They were in bloom on the day of our trip to Vinales.

"Think of it," remarked Rex, "your soil is

From kilometer twenty-seven, on west, the soil assumes a darker red or mahogany color. Tobacco and banana plantations predominate, although orange groves are still in evidence. Off towards the south, big stretches of snow-white cloth begin to appear. The graceful trunks of royal palm shoot up through the white surface, and they suggest an artificial lake or a sunlit overflow in a forest country.

Tobacco Under Shade

These are tobacco vegas covered with a special white heavy cheese cloth, which not only gives beneficial shade, but it keeps away the various moths and butterflies, whose larvae otherwise would eat holes in the precious leaves, and destroy their value as cigar wrappers. Near kilometer thirty-one we pass "La Serafina," the beautiful country home of one of the tobacco kings of Havana Province.

Through a break in the laurels, that shade this section of the drive, we got our first close up of the "Loma of Guayabon"—the eastern outpost of the Organ Mountains that form the backbone of Pinar del Rio. The cliff rises abruptly from the southern side of the drive to a height of several hundred feet.

Openings to Caves

In the face of this picturesque wall are numerous openings that lead to caves, some of them extensive, traversing miles of winding passages underground, with the usual accompaniment of stalactites, stalagmites, etc. These caves, in the olden times, were frequently the refuge of runaway slaves, and during the war of Cuban Independence they were used as lookout stations of the insurgent forces, who, from these hidden elevations, kept watch on the Spanish columns coming from Havana to force General Antonio Maceo and his Cuban followers from the forest covered hills of Pinar del Rio.

Entering Pinar del Rio

Two miles beyond the village of Caimito, near kilometer thirty-six, you cross the western border of Havana and enter the Province of Pinar del Rio. A hundred yards east of the cement post that marks the divide, a study of the face of the cliff will disclose a natural window that looks from a small but wonderful little cave some 400 feet above. From this vine-covered opening one can enjoy a fine view of the famous Guayabal Valley throughout its entire length. Even the two Tetras de Manicaragua, forty miles away, are visible.

It is said, that in this snug little cave of the cliff, General Maceo and Panchito Gomez, son of the old revolutionary warrior Maximo, who had crossed into Havana Province the night before, took their last rest on earth. They were killed the following morning, a few leagues to the southeast. This romantic old insurgent outlook is the objective point of many private picnics, where friends of the owner climb the hillside to view the valley below, and lunch in the cool shady grotto of Villo Reno.

Thirty Miles From Havana

Near this point begins the long hill climb up on to the plateau on the crest of which, thirty miles from Havana, rests the lively little city of Guanajay with its 30,000 inhabitants. It is the western terminus also of the Havana Central Electric Railway.

From the city park or square, the old royal road divides, one branch continuing west to picturesque Mariel, thence to the beautiful bay of Cabanas, and still further west to the deep water harbor of Bahia Honda, one of the two sites chosen by the United States for coaling



In the warehouse of Sidney Rothschild, Calle R. Cabrera 144, Havana, Cuba, with Richard T. Tanner, of "Tobacco", on view.

so rich that even your fence posts grow without cultivation and bear flowers. We can't do that in California, nor in Florida, where I was born."

At kilometer post nineteen we enter the village of Punta Brava, slowing up a little as we pass for a half mile thru its single paved thoroughfare. This place was once quite a center for pineapples, but the planters found better land further west at Artemisa, some ten years ago, and this year they are going still further away, even to the capital of Pinar del Rio where the soil has the proper degree of acidity. This seems to be necessary for the production of good Red Spanish pineapples, which the markets of the United States demand.

**Our facilities in Cuba make us headquarters
for**

**SANTA CLARA
AND
VUELTA TOBACCOS**

**OUR STRIPPING PLANTS ENABLE US TO OFFER
THE CHOICEST SELECTIONS OF ALL
TYPES OF STRIPPED TOBACCOS**

ESCOJIDAS IN THE BEST SELECTIONS

H. DUYS & CO. INC.

142 WATER STREET, NEW YORK CITY

AMISTAD 102, HAVANA, CUBA

or naval stations, although this one has never been occupied.

In the Semi-Vuelta Field

Our road however, to Pinar and Vinales, wings off at right angles, straight south for thirty kilometers, passing through long heavily shaded avenues of giant laurels, mile after mile, with a wonderfully fertile country on either side. By 8:30 we had passed through the up-to-date little city of Artemisa, the distributing point of the semi-vuelta or partido tobacco district. Artemisa, too, with its modern packing houses, close to the Western Railway, is a center for pineapples and vegetables grown in the surrounding country. Its population numbers about 25,000.

Crossing the railway, we push on south for some five miles, and then, rounding a lagoon, wing due west. We are now in a new, a different country. We have left the plateau, and are skimming over the level plains of Southern Pinar. All is different, the soil is dark grey and sandy. The clay lands are behind us. We see no more cane, no more bananas or royal palms.

In their places we find the Guano palm with its big fan-shaped leaves, eagerly sought for hatching. This is a grazing and vegetable country. Big fields of tomatoes, potatoes, peppers and lima beans are scattered along both sides of the road. The shade trees are not so dense, and, off towards the north, some six or seven miles away, we catch our first view of the southern range of the Organos Mountains.

On to the Mineral Springs

Soon we pass through the town of Canalelaria, crossing a shallow stream that for miles has wormed its way through mountains, until, reaching the south side, it takes a plunge over the edge of the cliff to the plain a hundred feet below. During the rainy season you can hear the roar of the torrent from the village, six miles distant.

Just above the cascade are the ruins of the old medicinal springs, which a century ago, were very popular with the aristocracy of old Havana, as a summer resort. The waters still retain their original virtue, but the people have changed. They prefer Saratoga.

Some ten miles beyond we ride through San Cristobal, another more or less antiquated Cuban pueblo, built around a central square, where are all towns in this part of the world. This is another center of a successful truck garden section.

Along the tracks of the Western Railway, and on the sidings, you will see hundreds of freight cars with such familiar names as New York Central, Chicago & North Western, Union Pacific, Louisville & Nashville, Atlantic Seaboard, Southern Pacific, Illinois Central, Great Northern, Boston & Albany, Erie, etc.

On these cars thousands of crates of winter fruit and vegetables, oranges, pineapples, agueates, eggplants, tomatoes, lima beans, peppers and ochra are shipped to Havana, thence by ferry to Key West and north to the big distributing centers of New York, New England and the Mississippi Valley.

More Tobacco In Sight

Beyond comes a more rolling country, with the mountain range only a few miles away to the north, and the land given over more to tobacco and grazing. The sun is well up, and the clouds seem to glide along over the hills beyond. The mists are gone from the valleys, and every peak stands out clear on the horizon.

It might be warm were we not moving so rapidly. What a glorious panorama spreads out before and all around us. Every turn of the road, every ascent, every crest and every dip into a river valley brings its change. All is new. It resembles no other country. It is Cuba, the Pearl of the Antilles, from the

comfortable seats of a rapidly moving auto. "It is to live."

A little off to the right we see and pass Taco Taco. No one has been able to tell me what the name means. Strange to relate, although the original inhabitants, the Siboneys, the Cubicans and other Indian tribes whom Columbus found in Cuba, have all passed into the tomb of unwritten history, the names they gave to the island, to most of its mountains, valleys, rivers, cities, towns; even to many of its fruits, flowers, foods, woods and utensils, still remain. A story could be written on these verbal relics alone.

Thin Soil in Consolacion

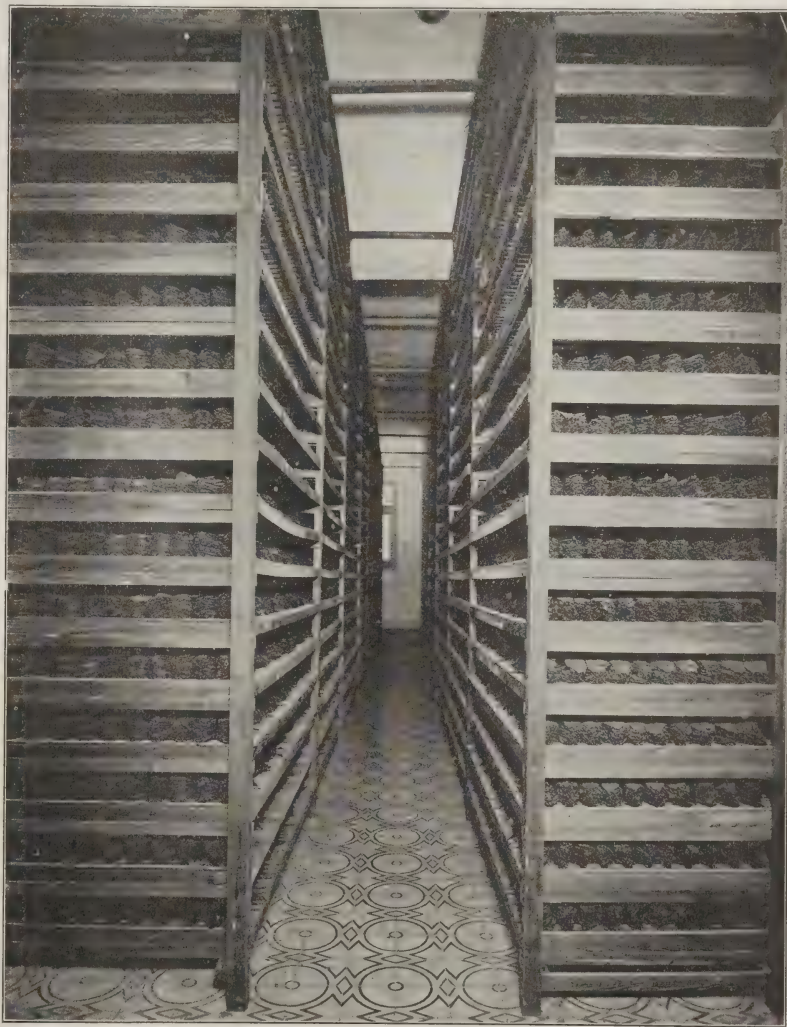
On we sweep, still towards the west, passing through Los Palacios-Herradura, Consolacion, and, just beyond, we go through the potbellied

limited extent, we enter the famous Vuelta Abajo, which, and no one knows why or how, produces the finest flavored tobacco in the world. The seed has been carried to, and planted in, every place on earth where tobacco can be grown, but the flavor or divine aroma of the leaf stays behind in the vegas of the Vuelta Abajo of Pinar del Rio. Here, too, are grown perhaps the best pineapples of Cuba; in fact anything will grow here if you will give it water during the dry season of winter.

Soon the pretty and comparatively modern city of Pinar del Rio, capital of the Province, shows up in the distance. We are now a hundred and fifty miles from Havana, and the cool, fresh air of the drive has brought with it an appetite that craves satisfaction.

Vegas Under Shade

The stately royal palms are again in evidence,



Drying tobacco in Havana warehouse of Walter Sutter Co., Salud 89. Height of building is indicated by number of "racks."

palm district, and a rather poor district, as far as soil goes, it certainly seems to be.

The grass is thin and poor, only the queer grotesque bottle palm seems to thrive. This ungainly tree, seems to take on a tumor when it reaches the height of a man's head, and then dwindles down again in diameter of trunk until it finally produces a scraggly crown of leaves some twenty feet above the ground.

Beyond this barren district, which is of

with vegas of tobacco on all sides. The huge, thatched barns, in which the leaves are cured, dot the landscape on all sides. Much of the crop is grown in the green, although hundreds of acres, belonging to wealthy merchants in Pinar del Rio and Havana, are under the billowy white cloth manufactured and sold for this purpose.

We are now within the limits of the little capital of the west where the carretera from

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Packers of

**Wisconsin, Pennsylvania,
Ohio and Connecticut**

substantial stone buildings on both sides. A bar. It is almost as wide as the Prado, with Havana joins the principal thoroughfare of hills in pretty designs from floor to ceiling.

Breakfast in Tobacco Land

It is eleven o'clock, the popular hour for a Cuban breakfast in the country. With our party this consisted of boiled lobster from La Esperanza on the Gulf of Mexico, and fried pinpano from the Caribbean some ten miles south. With these dishes came aguacate salad, sweet potatoes, rice, fried bananas, and ripe oranges with Cuban grown coffee from the mountains.

At twelve we were again in the machine and headed for the Valley of a Thousand Thrills—Vinales. For the first four kilometers we doubled back on the Havana trail, and then swung off at right angles to the north, towards the mountains some twenty miles away at this point.

Half of the distance was made over gently rolling plains with little tobacco vegas, each only two or three acres, cared for by the vignero and his family, who had grown and lived with the aromatic weed all their lives.

Vuelta Cultivation Under Luna

A few shade trees surrounded the palm titched bohio, and under these rested the children, the chickens and the pigs. It was the noon hour, and tobacco is worked only early in the morning and with a low sun—at times even by moonlight.

The ascent of the southern cordillera was so gradual that it was hardly realized until, glancing back, one marvelled at the great expanse of the south Pinar plains reaching away to the Caribbean. The country on either side was not at all interesting, at least from the viewpoint of agricultural possibilities.

The soil was barren, with stunted pines, here and there, among which dwarf palms and various types of the cactus family seemed to thrive. The grass was wiry, and devoid of nutrition, useless for goats. Occasional grotesque rocks and boulders broke through the surface and pointed upward.

Fish and Fishing

In fact, the whole scene was getting rather monotonous. This we hardly noticed, however, since Mr. Beach, brother to Rex, and the most devout disciple of the rod I have ever met, was amusing us with marvelous tales of his experience in fishing for Tarpon off the mouth of the Sagua la Chica on the north coast Santa Clara.

Fishing with him was an obsession, a religion, and he had little patience with one who could not awaken to a full appreciation of the sport. He had gotten to the point where a hundred pound tarpon had stretched an eight ounce line almost to the breaking point.

We were no longer interested in the drive—I had little to offer, when, suddenly, reaching the summit of the divide, the road doubled at a sharp angle towards the east with the valley of Vinales in full view below.

One quick glance and Rex called "stop!!" sizing the chauffeur by the arm to enforce the order. "Great God, look at that! Vinales!" Jumping from the auto he strode towards the edge of the cliff, not fifty feet away, but with the floor of the valley some two thousand feet below. For some minutes he gazed, silent, enraptured with the enchanting panorama.

"Why didn't you tell me of this before? I can sense some hint of its beauty?"

"I did not care to have you waste too much of the treat in anticipation," I replied.

"Reno, this is a dream land—an abode of fairies. It suggests the 'Arabian Nights' and does not seem real. I can hardly grasp its significance. It does not, like the Grand Canyon of the Colorado, stop one's heart of awe and wonder. It is different.

"To me it beckons, soothes, invites one to bat out over it, to stay, study and rest in it like a garden of Eden renewed for modern

man to enjoy its charm. There is nothing like it elsewhere. You know I have travelled from Northern Alaska to Panama; over every state in the Union.

"I am familiar, too, with most of Europe, but never in my life have I seen anything so superb, so enchantingly beautiful as this hidden and almost unknown Valley of Vinales. It will always be filmed on my memory as a dreamlike vision of wondrous beauty."

Only One Vinales

And he was right. Vinales is unique. It is like no other place in the world. One can easily imagine it as an ancient playground of the Gods. Nature in founding Vinales followed no form or pattern met elsewhere.

The valley from above seems as level as a floor—a soft green leaf whose length from west to east may be thirty miles, broad in places—some four or five miles in front of us

We spent perhaps a half hour drinking in the beauty of this enchanting retreat hidden away in the heart of the Organos Mountains. Rex turned back to the car with the remark: "If I ever care to really rest, here is where I would come."

The others were equally impressed with the beauty of Vinales, but were not so felicitous in speech. Slowly we made our way down the winding road to the floor to the valley, and across to the quaint, quiet little village that nestles in the center of the narrow plain.

Out of the Valley

Entering the car again we kept on north across the valley and out through the great deep cut between two towering peaks. The road follows the base of the chain for a few miles and then rolls across the foothills, through San Cayetano to the little fishing val-



A typical field of Cuban tobacco growing under shade.

—and narrowing up in others to only a few yards, with huge cliffs on either side.

From our position we could easily trace a small stream meandering through the carpet of velvety green until, turning north, it suddenly sinks into the earth and disappears beneath the base of a mountain.

Stately royal palms mark its path through this natural park. The main chain of the Organos forms the northern boundary, six miles from the headland on which we stood. But the crests of those giant hills have been carved into lines that are almost uncanny.

It requires no stretch of the imagination to picture elephants, camels, dromedaries, turtles, almost any freak from a fairy picture book. Through this two thousand foot ridge is a single narrow cut that gives exit towards the north to the Gulf coast.

Isolated Giant Magotes

But the feature of Vinales that strikes one immediately are the "magotes," isolated giant domes or round topped mountains that rise abruptly from the floor of the valley to an altitude of a thousand or fifteen hundred feet, huge lime stone hills, with their sides and crests cut into millions of waterworn pockets, each of which is the cradle of some rare plant, palm or tropical growth peculiar to this enchanting valley. The roots of all are interlaced and anchored in the rock, and no gale or cyclone can tear them away.

lage of La Esperanza on the shore of the Gulf, or, rather, the wide lagoon that extends out to the keys.

The drive had sharpened our appetites so we stopped at the only inn of the village and took a five o'clock lunch; fried Spanish mackerel, fresh fruit and maderia wine. The courses were few in number, but excellent in quality, while the bill for four was surprisingly modest; \$3 if I remember rightly.

The return to Havana was made under a glorious tropical moon whose clear, soft light cast a magic spell over the landscape; while the powerful electric of the Packard seemed to be boring a tunnel through the deep green shade of the laurels that line the carretera as we sped homeward at forty miles an hour.

From Artemisa we phoned ahead to serve supper in Havana at eleven, and we kept the engagement. I asked Rex if he thought the trip to Vinales was worth the while.

"Yes," he replied, "it was a ride with a thousand thrills. I will never forget it."

American Tobacco Companies Prosper

Prosperity of subsidiary companies, as well as its own business points to earnings of \$10 or \$11 a common share this year for American Tobacco Co. on its \$97,630,950 combined common stocks of \$50 par. Last year, the best on



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JOBBER ACCOUNTS SOLICITED

record for the cigarette making industry, as a whole, American Tobacco displayed banner earnings of \$20,784,869, equivalent to \$9.02 a share of the combined common stocks.

Chief among the companies controlled by American Tobacco is the American Cigar Company, the \$10,000,000 preferred, American Tobacco owns \$9,075,000, while it holds \$10,351,400 of a total issue of \$15,000,000 common stock. Thus American Cigar represents to all practical purposes the cigar end of American Tobacco's business.

American Cigar Improves

Slump in the cigar industry resulted in American Cigar's showing net earnings in 1924 of \$1,632,899, or \$6.88 a share on 158,000 shares of \$100 par common, compared with \$724,712, or \$7.49 a common share in 1923. Improvements in the cigar business the latter part of this year has been reflected in bigger business for this company, and everything points to earnings for 1925 which should not only exceed the 1924 result, but should compare favorably with the 1923 net, if it does not exceed it.

A strenuous campaign to ward popularizing the lower priced brands of cigars is meeting with good success throughout the industry. At present, pre-holiday business has resulted in a condition where American Cigar is handicapped by lack of sufficient manufacturing facilities.

Controls Cuban Tobacco Co.

Under control of the American Cigar is the Cuban Tobacco Company, the successor to the reorganized Havana Tobacco Company. Earnings so far this year have shown a remarkable gain over 1924. Improved earning power has been reflected in the price of the common stock, which has advanced from \$5 a share to \$7 this year.

Cuban Tobacco Company, Inc., holds approximately 80% of the stock of six operating companies, maintaining 20 cigar and cigarette factories in Cuba. The balance of the shares of these companies is in European hands. Cuban Tobacco is one of the largest planters of tobacco on the island.

Capitalization consists of \$5,500,000 5% bonds, \$1,100,000 5% preferred stock, cumulative from January 1, 1929, and 170,000 shares of no-par common. American Cigar is the holder of approximately two-thirds of the bonds, 50% of the preferred stock and around two-thirds of the common.

Remarkable Earning Gain

Actual earnings of Cuban Tobacco Company as a holding company, are derived solely from dividends of its subsidiaries. In the year ended December 31, 1924, dividends amounted to \$2,6917. Operating expenses were \$17,371, leaving net income of \$199,546. Consolidated income account shows, however, that Cuban Tobacco's proportion of profits on the stocks controlled by it was \$491,880 after expenses.

Contrasted with this showing for the full year 1924 is the record for the nine months ended September 30, 1925. For the period, Cuban Tobacco's proportion of profit on the controlled stocks, after provision had been made

for interest on bonds and dividend on preferred stock, amounted to \$1,300,211.

In the light of such earnings it is considered not at all improbable that dividends may soon be inaugurated on Cuban Tobacco's stocks. The benefit to American Cigar, and in turn to American Tobacco, is apparent.

Fine Cigars Profitable

The excellence of the 1924-25 Cuban tobacco crop has had much to do with the prosperity of Cuban Tobacco Company. This crop was one of the best in quality the island has ever produced, and has resulted in the production of finer cigars. Great success has followed the sale of the company's high-priced cigars both in the United States and abroad. The markets of England, France and Germany have



Typical, but much used, Cuban basket.

opened up to these products as never before since the war. Prices have stiffened, owing to demands of labor, but expansion in sales of fine cigars has gone on.

Controls Large Percentage of Cigarettes

The company controls the manufacture of a big part of the cigarettes smoked in Cuba, and consumption, as in this country, is growing. It also sends a substantial part of its production to South America.

Another factor tending toward improved earnings has been the consolidation of operations of the various subsidiary companies. Centralization of control has resulted in a considerable reduction in overhead, one of the features which made reorganization of the old Havana Tobacco Company necessary.—Wall Street Journal.

What Can Science Do?

Tobacco, of course, is used in prodigious quantities throughout the British Empire. Last year, for instance, something around six hundred millions of dollars were spent in Great Britain for tobacco of various sorts.

And not all of this tobacco was produced in America, either! Years and years ago the British rather looked to us for their total raw material. Of late, however, they have been taking a hand at the planting game themselves.

In Canada, for instance, and in Africa—south, east, and west—Australia, India, Jamaica and North Borneo, there is certain Empire grown tobacco which is attracting some attention from the British manufacturers and the public.

This is partly so because the tobacco comes in much cheaper than the American leaf. Twenty-five per cent is the official tariff reduction for Empire tobacco. Prices, too, are considerably lower for raw material. Freights are sometimes less.

But one very important thing is still lacking—soil. Climate perhaps, is favorable. Labor is cheap—in some places. Other conditions for tobacco culture are ideal. But soil—

Here, then, is where the chemical laboratory experts enter. They enter the scene, also, with the world before them. For Great Britain offers certain co-operation with the analytical chemists of the vast resources which she controls.

How much, though, can these scientists do? Can they tell the Canadians of Ontario, for instance, how to grow such leaf as will compete with that of the United States?

Can these professional soil culturists tell Great Britain how to increase its imports of only six per cent of its total requirements, now obtained within the Empire, to the more respectable total of, let us say, even twenty-five per cent?

Canada shipped about eighty-two per cent of its total exports to England last year. It grew along the cultivated shores of Lake Erie and Lake Ontario, and somewhat in Quebec and British Columbia. It was good enough for some of the Canadian factories, too, because they used up nearly twelve million pounds of it in their home made brands.

Three and one-half million more pounds were sent out of the country last year, and this year it is freely estimated that the total will be swelled to fully five million pounds for export.

All this is very well indeed for Canada and the rest of the Empire. But ninety per cent of the total tobacco required in Great Britain still comes from the United States of America.

Soil culturists have not been able to overcome this tremendous advantage to date. They have not been able to do more than hint that it may be overcome.

In ten years the total of British imported grown tobacco has increased, with expert advice from 2,371,000 pounds to 13,074,000 pounds. That is very fair, but it is nothing compared to the steadily rising demands from the rest of the world for American tobaccos grown on the tested soil of generations of experienced planters.

If science can overcome this handicap for Great Britain and its colonies it can do more than the tobacco industry gives it credit for.



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MERIT ON REPUTATION

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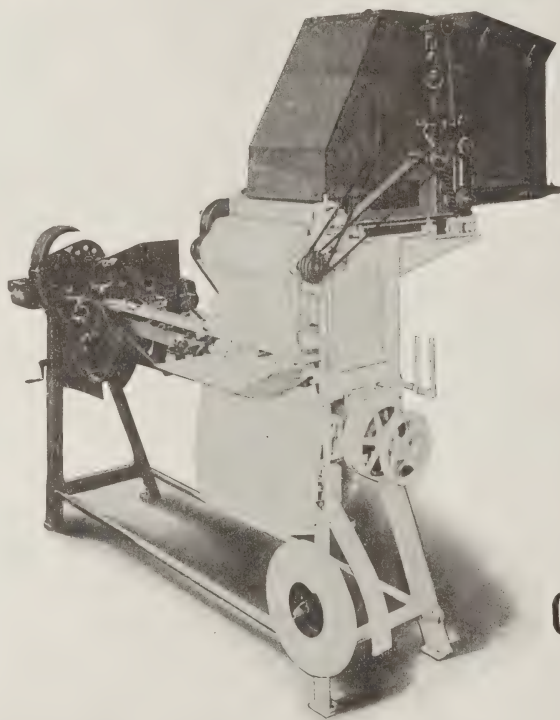
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'Tobacco's' Directory of the Tobacco Trade in the State of Florida

Herewith Tobacco continues the publication of a complete and authentic Directory of the Tobacco Trade, which will embrace all of the licensed Cigar, Cigarette, Tobacco and Snuff manufacturers and Leaf Tobacco Dealers in the United States, together with License Numbers, etc. It will be continued from time to time. In this issue the State of Florida is given as follows:

Cigar Manufacturers in the District of Florida

Factory
Number

- Sanchez & Haya, 14th av. & 17th st., Tampa.
- Tampa Cuba Cigar Co., Rock Road, Dade City.
- Benjamin F. Russell, 1135 Orange st., Ocala.
- A. Santaella & Co., Armenia av. & Spruce st., Tampa.
- Havatampa Cigar Co., Maryland & Third av., Tampa.
- Allen Harris, 608 W. Ashley st., Jacksonville.
- Palmer Cigar Co., 301 S. New York ave., Lakeland.
- Corral-Wodisca y Ca., 2612 14th st., Tampa.
- Primus C. Coy, 3rd st., E. of Nebraska av., Tampa.
- 1 Antonio Martinez, 608 Main st., Jacksonville.
- 1 Sullivan Cigar Co., 1114 Laurel st., West Tampa.
- 1 Carlos C. Coras, 2147 Pearl st., Jacksonville.
- 1 El Perfecto Cigar Mfg. Co., Palatka.
- 1 Tampa Cuga Cigar Co., Howard & Nassau sts., W. Tampa.
- 1 L. Sanchez & Co., 178 Armenia av., W. Tampa.
- 1 Pinelis Sepecial Cigar Co., Main st., Dunedin.
- 1 Auerlia F. Garcia, 228 Catherine st., Jacksonville.
- 1 Andres Diaz, Alvaro st. & Habana av., W. Tampa.
- 2 American Cigar Co., 14th st. & 9th av., Tampa.
- 2 Johnson Cigar Co., Rt. 5, Box 204, Jacksonville.
- 2 Lasteco Cigar Co., Washington st., Quincy.
- 2 Asa L. Gardner, 107 Hyman Block, Gainesville.
- 2 Weller & Demeritt, 217 S. Grace st., Tarpon Springs.
- 2 South Florida Cigar Co., 1810 18th st., Tampa.
- 2 Celestino Vega & Co., Armenia av., W. Tampa.
- 2 La Infasion, 1806 21st st., Ybor City.
- 2 Gerardo Felipe, 611 Louisa st., Key West.
- 2 J. A. Chestnut, 2810 22nd st., Tampa.
- 2 Francisco G. Dias, 1405 9th av., Tampa.
- 2 Saint Minutel, 501 Henderson av., Tampa.
- 2 Tampa Havana Industrial Co., 1206½ 19th st., Tampa.
- 2 Manual P. Martinez, 1617 13th st., Tampa.
- 2 Ramon Alvarez & Co., Long st. & Av. C, Tampa.
- 2 American Cigar Co., Flagler & 3rd sts., Key West.
- 2 E. H. Gato Cigar Co., 1100 Simonton st., Key West.
- 2 Tynes Cigar Co., Box 222, Lemon City.
- 2 Ramon Riero, 2302 14th st., Tampa.
- 2 Alvarez Solis, 1602½ 7th av., Tampa.
- 2 Fernandez Sobrinos Co., Inc., 912 11th av., Tampa.
- 2 Pedro Casellas, 2804 7th av., Tampa.
- 2 M. Mendez, 47 Grove st., St. Augustine.
- 2 Stephen Kemp, 519 Petronia st., Key West.
- 2 L. W. Placek, New Haven av., Melbourne.
- 2 Thomas R. Cleare, 349 N. W. 5th st., Miami.
- 2 Demmi Cigar Co., 2302 14th st., Tampa.
- 2 Sewell Cigar Factory, 813 St. Johns st., Tampa.
- 2 E. Regensburg & Sons, Michigan av. & 16th st., Tampa.
- 2 Segunda Garcia, 1301 8th av., Tampa.
- 2 Alfonso Fernandez Bro. & Co., 1704-6, 14th av., Tampa.
- 2 Victor Diaz & Co., 2307 19th st., Tampa.
- 2 M. Fernandez & Bro., 1407 E. Duval st., Jacksonville.
- 55 Cuesta Rey & Co., 820-6 Ponce De Leon st., W. Tampa.
- 56 M. Valle & Co., 2205 20th st., Tampa.
- 57 Mrs. Mabel Baccalse, 414 E. 2nd st., Jacksonville.
- 58 Vicente Nieto & Bro., 2308 19th st., Tampa.
- 59 E. Regensburg & Sons, Frances av. & Cherry st., W. Tampa.
- 60 Manuel O. Hernandez, 1005 10th av., Tampa.
- 61 Alexandria Garcia, 2107 14th st., Tampa.
- 62 Val M. Antuono, 1316 Spring st., Tampa.
- 63 M. Henriquez & Bro., 913 Spruce st., Tampa.
- 64 La Religione Cigar Co., 1212 13th av., Tampa.
- 65 Abelardo Sosa, Gray & Glen sts., Tampa.
- 66 Flamingo Cigar Co., 374 N. W. 24th st., Miami.
- 68 Frederick H. Gonzales, 116 N. Polk av., Arcadia.
- 70 Mariano Morales, 1602 10th av., Tampa.
- 71 Willard A. Bell, 1423 Petronia st., Key West.
- 72 Gonzalez & Sanchez, 800 E. Adams st., Jacksonville.
- 73 Manuel Suarez, 1903 Nebraska av., Tampa.
- 74 Martinez & Pulido, 614 Chestnut st., W. Tampa.
- 76 Nebraska Cigar Co., Nebraska & 28th st., Sulphur Springs.
- 77 Dulin & Co., 1918 9th av., Tampa.
- 78 A. Alonso Bros., Co., 1401 Garcia av., Tampa.
- 70 Domingo Yebra., 1917 14th st., Tampa.
- 80 Joseph U. Roffe, 16 N. 5th st., Fernandina.
- 82 Lisardo Caras, 2207 12th st., Tampa.
- 83 Charles J. Proctor, Eagle Lake.
- 84 R. Rubio & Co., 2212 20th st., Tampa.
- 85 M. Bustillo & Meriam, S. W. 17th st. & 14th av., Tampa.
- 86 Louis Athanson, 1505 6th av., Tampa.
- 78 William A. Pitcher, 400 Simonton st., Key West.
- 88 Joseph A. Agramonte, 107 W. Adams st., Jacksonville.
- 89 Morgan Cigar Co., Howard & LeSalle st., Tampa.
- 91 R. Lopez Trujillo, 426 Whitehead st., Key West.
- 93 Francisco Caballero, 2203 Gray st., Tampa.
- 94 La Mojogua, 924 7th av., Tampa.
- 95 James A. Curry, 1108 Fleming st., Key West.
- 96 E. M. Cigar Co., 1410 Highland av., Tampa.
- 97 John Wardlow, Washington & Thompson sts., Key West.
- 98 P. H. Taylor Cigar Co., 1405 Florida av., Tampa.
- 99 M. Q. Melba, 1221 Garcia av., Tampa.
- 100 Universal Cigar Co., 613 Queen st., Key West.
- 101 Gonzales & Mendez, 22nd & Lindsey sts., Tampa.
- 102 Villazon & Co., 12th av. & 14th st., Tampa.
- 103 J. M. Martinez Co., Armenia av. & Spruce st., W. Tampa.
- 104 John F. Sawyer & Co., 800 Southard st., Key West.
- 105 P. Z. Fretwell, 518 Main st., Leesburg.
- 106 Perez & Bro., 205 Estelle st., Tampa.
- 107 Wolff Brothers Cigar Co., 2108 Central av., Tampa.
- 108 Jose M. Navarro, 101 Fitzpatrick st., Key West.
- 109 Abelardo Arneo, 722 Simonton st., Key West.
- 111 Paul Watkins Cigar Co., Lakeland.
- 112 John Brew Smith, 7 W. State st., Jacksonville.
- 113 A. Amo & Co., 1601 5th av., Tampa.
- 115 A. Soto & Co., 2613 Armenia av., W. Tampa.
- 116 Wm. C. Tylee, 1003 E. Adams st., Jacksonville.
- 117 Arango & Arango, 2502 12th st., Tampa.
- 119 A. Ramirez & Co., 1610 16th st., Tampa.
- 120 Florida Cigar Co., Lake & Noma st., Tampa.
- 122 Pincus Cigar Co., 52 Washington st., Jacksonville.
- 123 Tampa Token Cigar Co., 2810 Elmore st., Tampa.
- 124 Thompson & Co., Florida & Hendry sts., Tampa.
- 125 Consolidated Cigar Co., Catherine & Grinnell sts., Key West.
- 126 Florida Products Co., 3rd Fl., City Hall, Sanford.
- 127 Wm. A. Knowles, 1212 8th av., Tampa.
- 129 James T. Blackmore, 1128 Central av., Tampa.
- 130 Sarasota Cigar Co., Sarasota.
- 131 L. & W. Cigar Co., 1393 Centralia av., Tampa.
- 133 Rogers Barrette, 608 Olivia st., Key West.
- 134 Torres & Rico Cigar Co., 604 Lafayette st., Tampa.
- 135 James V. Baker, 109 N. DeSoto av., Arcadia.
- 136 Blue Ribbon Cigar Co., Fort Lauderdale.
- 138 Oscar Hernandez, 1206 Michigan av., Tampa.
- 139 Fred C. Parker, Mount Vernon Heights, Orlando.
- 140 San Martin Leon Co., Howard & Pine st., W. Tampa.
- 141 Y. F. O'Halloran, 1315 Spring st., Tampa.
- 142 Benjamin A. Lowe, 631 William st., Key West.
- 143 Florencio Cano, 112 Fitzpatrick st., Key West.
- 144 Cortez Cigar Co., Eleanor & 1st sts., Key West.
- 145 Louis Golovine, Howard av. & St. Louis st., Tampa.
- 147 Thompson & Co., 2411 21st st., Tampa.
- 149 Caduceus Cigar Co., 409 W. Fortune st., Tampa.
- 150 Garcia Cigar Co., 120 W. Bay st., Jacksonville.
- 152 La Integridad Cigar Co., 1607 17th st., Tampa.
- 153 P. Rocha & Son, 1048 9th av., Tampa.
- 154 Alvarez, Mendez & Co., Francis av. & Pine st., Tampa.
- 155 Nilo Manso, 1311 10th av., Tampa.
- 157 Albert Bazarte, 1206 9th av., Tampa.
- 159 Francisco B. Guito, 1212 White st., Key West.
- 161 F. Mamirez, 1301 Garcia av., Tampa.
- 162 Red Star Cigar Factory, 1911 5th av., Tampa.
- 163 Maximo Vasquez, 1010 Division st., Key West.
- 164 El Lopez Cigar Co., 403 Clematis av., W. Palm Beach.
- 165 Quality Cigar Factory, Fairbanks.
- 166 Campbell & Moger Cigar Co., 13 Jackson st., Fort Myers.
- 169 Havana Cigar Co., 6 Sarragossa st., St. Augustine.
- 170 William A. Johnson, 620 7th av., Quincy.
- 172 Elmer F. Preston, 404 Pierce st., Clearwater.
- 173 Manuel Gonzales, 247 E. Intendencia st., Pensacola.
- 174 Havatampa Cigar Co., 2007 21st st., Tampa.
- 175 John P. Entenza, 415 E. Bay st., Jacksonville.
- 176 Thomas E. Russell, 121 n. e. 12th st., Miami.
- 177 Antonio M. Cabrera, 704 Main st., W. Tampa.
- 178 Tampa Oxygen Cigar Co., 1407 9th st., Tampa.
- 180 Tampa Reef Cigar Co., 3216 7th av., Tampa.
- 182 Berriman Bros., 13th av. & 18th st., Tampa.
- 183 Peck Lluis, 1621 12th av., Tampa.
- 184 William Baker, 410 N. 7th st., Palatka.
- 185 Benjamin Mills, 2212 22nd st., Tampa.
- 186 Vasquez Carones Co., 805 Florabaska av., Tampa.
- 188 Frank Dailey, 1045 Fla. av., Jacksonville.
- 189 P. & O. Cigar Co., 20 n. e. 10th st., Miami.
- 190 Fuente & Co., 800-2 Francis av., W. Tampa.
- 191 Maximo Cueto, 2218 4th av., Tampa.
- 192 Frederico Figueredo, 2020 Michigan av., Tampa.
- 193 D. L. Hawley, 106 W. Church st., Orlando.
- 194 Esteban Martinez, 1005 Whitehead st., Key West.
- 195 Manuel S. Delphine, 174 Fitzpatrick st., Key West.
- 196 La Camila Cigar Co., 1016 Whitehead st., Key West.
- 197 La Josefa Cigar Co., 1201½ Nebraska av., Tampa.
- 198 Antonio M. Perez, 1419 7th av., Tampa.
- 202 Tiorro del Lago Cigar Co., P. O. Box 754, Tampa.
- 204 Hygiene Cigar Co., Elm & Grand sts., Tampa.
- 205 Flor de Celestino Lopez, 525 Morton st., Port Tampa.
- 207 Wallace Cigar Co., 709 Jefferson st., Jacksonville.
- 208 Clemente Sabin & Co., 1406 8th av., Tampa.
- 209 Tampa Grande Cigar Co., 1208 Howard av., Tampa.
- 210 Peter Burchell, Orange av., Summerfield.
- 212 Starke Cigar Co., Starke.
- 213 New York Tampa Cigar Co., 19th st. & 3rd av., Tampa.
- 214 Comal Lopez Trujillo, Fleming & Whitehead sts., Key West.
- 215 Felipe Pernuy, 803 Henderson av., Tampa.
- 216 Noah G. Whitehead, 1642 Jefferson st., Jacksonville.
- 217 Tampa Best Cigar Co., 545½ Main st., W. Tampa.
- 219 Bradley U. Sweeting, 1113 Division st., Key West.
- 220 Eduardo Gonzales, 2007 10th st., Tampa.
- 221 A. Santaella, 2nd st. & Staple av., Key West.
- 222 Perfecto Garcia & Bro., 16th st. & 18th av., Tampa.
- 223 Weller & Abbott, 813 Howard av., W. Tampa.
- 224 J. W. Roberts & Son, 1322 Garcia av., Tampa.
- 225 Wm. H. Streeter, 1029 Central av., St. Petersburg.
- 226 M. B. Roth, Guava av., Sarasota.
- 229 Adams & Roberts Cigar Co., 2 Nassau st., Key West.
- 230 Claud B. Piper, 609 Main st., Daytona Beach.
- 231 Fort Myers Cigar Co., 121 Bay st., Fort Myers.
- 232 C. A. N. Cigar Factory, 1321 6th av., Tampa.
- 233 E. C. Verano Cigar Co., 322 Clematis av., W. Palm Beach.
- 234 S. & F. Fleitas, 510 Petronia st., Key West.
- 235 Jos. S. Capell, 901 Pippin st., Jacksonville.
- 236 Forbes Bros. Co., 1321 Central av., Tampa.
- 237 C. Casellas, 1604 23rd st., Tampa.
- 238 Corral Wodisca y Ca., 2612 14th st., Tampa.
- 239 A. I. Lewis Cigar Mfg. Co., Quincy.
- 241 Benito Fernandez & Co., 1910 15th st., Tampa.
- 242 Candido Meitin, Cordova st., St. Augustine.
- 243 Hero Cigar Co., 708 E. Michigan av., Ybor City.
- 244 McClintock & Weeks, 3705 James st., Tampa.
- 245 Salvador Rico Cigar Co., 2307 19th st., Tampa.
- 246 Francisco Andreu, 1908 Nebraska av., Tampa.
- 247 Henry Thomas, 505 Amelia st., Key West.
- 248 Francisco Cerra & Co., 1405 5th av., W. Tampa.
- 249 Waten B. Butler, 1045 Florida av., Jacksonville.
- 250 Emma Torenno, James & Grinnell sts., Key West.
- 251 Jose Hilgers, Grove & Nebraska av., Tampa.
- 252 Annis Gradiatz Co., 15th st. & 11th av., Tampa.
- 253 American Cigar Co., 8th av. & 13th st., Tampa.

(Continued on page 40)

Established 1870

Incorporated 1902

B. WASSERMAN CO.

77 CHAMBERS STREET

NEW YORK

Importers-Wholesalers
CIGARS

Distributors for the
 Following Imported Brands

BOCK
CABANAS
LA CORONA
CAROLINA
MANUEL GARCIA
MERIDIANA
VENCEDORA
VILLAR Y VILLAR

Domestic Brands

BERING
OPTIMO
IGNACIO HAYA
SANCHEZ Y HAYA
HOOD'S SPECIAL
EL PRINCIPE DE GALES
ARMAS DEL CASA
KING EDWARD
STANDARD FIVE

EST.
1879EST.
1879*Quality First***TOM PALMER**

World's Greatest
Clear Havana
Cigar

**WENGLER & MANDELL, INC.****CHICAGO — TAMPA***Mat. Wengler, President*EST.
1879EST.
1879**Tobacco's Directory***(Continued from page 39)*

- 254 Moscuona & Mateon, 2209 14th st., Tampa.
 255 Key City Cigar Co., 908 Simonton st., Key West.
 256 P. A. Gerke, Winter Haven.
 257 Jose P. Avalo, 613 Polk st., Tampa.
 258 Diaz Bros., 2207 Clark st., Tampa.
 259 Charles Peyser, 174 7th st., Miami.
 260 Francisco Reyes Cigar Co., Av. B & Clarke st., Tampa.
 261 Gonzales Cigar Co., Rear 2001 Grand Central av., Tampa.
 262 Jose Diaz & Co., 1008 8th av., Tampa.
 263 Geo. S. Cambridge Cigar Co., 730 Emma st., Key West.
 264 Thomas W. Russell, 1126 Von Phister st., Key West.
 265 S. S. Cazin, 235 Main st., W. Tampa.
 267 Cuban Especial Cigar Co., 1803 6th av., Tampa.
 268 El Prado Cigar Co., 345 Lemon st., Tarpon Springs.
 269 Peacon & Son, 732 n. e. 1st st., Miami.
 271 Felix Marcos, 829 St. John st., Tampa.
 272 Paines-Arango Co., 88 Ribera St. Augustine.
 273 Wm. W. Appenheimer, 102 2nd St. Petersburg.
 274 Curry & Smith Cigar Co., 400 M st., Orlando.
 275 Tampa Cigar Co., Inc., 3002 22nd Tampa.
 276 John J. Wilks, 1505 Louis st., Tampa.
 277 Consolidated Cigar Corp., Howell av. & Orange st., W. Tampa.
 280 Vincent C. Estrada, 88 St. George St. Augustine.
 281 Crispin Hierrezuela, 718 W. Ash st., Jacksonville.
 282 Lones Cigar Co., 210 n. e. 24th Miami.
 283 Bradley Cigar Co., 414 Vine Ocala.
 284 Superba Cigar Co., 2416 19th Tampa.

K. Straus & Co., Inc.*Importers of***SUMATRA and HAVANA***Packers of***HIGH GRADE LEAF TOBACCO**

301 to 307 N. Third St.

Philadelphia, Pa.

- 2 Robert M. Mullis, Route 1, Box 609, Tampa.
 2 Thompson & Co., 2411 21st st., Tampa.
 2 Julian Vargars, 1019 Grinnell st., Key West.
 2 F. Capitano & Co., 23rd st. & 4th av., Tampa.
 2 Barber Cigar Factory, 503 Evans st., Gainesville.
 2 Anthony Castillo, 533 Green st., W. Tampa.
 2 Luis Parra, 2226 8th av., Tampa.
 2 John J. Mauser, Park & Commercial sts., Sanford.
 2 Marsicano Cigar Co., 1913 12th av., Tampa.
 2 Dominguez Cigar Co., 2306 15th st., Tampa.
 2 Leon Chavez Co., 953 Fla. av., Jacksonville.
 2 Abana Cigar Co., 1512 22nd av., Tampa.
 2 Brandon Cigar Co., Green & Jefferson sts., Perry.
- 298 Dores Cigar Co., 1736 S. W. 3rd av., Miami.
 299 Alfredo Perez, 1512½ Howard av., W. Tampa.
 300 Herbert A. Forbes, 1404 Central av., Tampa.
 301 Arguelles, Lopez & Bro., 21st st. & 15th av., Tampa.
 302 Tejero & Garcia, 2112 15th st., Tampa.
 303 Aquidilla Cigar Co., 219 Nesbit st., Punta Gorda.
 304 Stanley Baker, 624 Ashe st., Key West.
 306 Joseph Hoffman, Orlando.
 308 Est. Louis Bushey, 709 Reid st., Palatka.
 309 Roberts & Lewis, 109 S. Delaware av., Tampa.
 310 Leo W. Vinson, Green Cove Springs.
 311 Antonio Mendez, 1806 9th av., Tampa.
 312 Henry R. Pomar, 2 Ballard Park, St. Augustine.
 313 Rupert E. Graham, Arch & Roswell sts., Tampa.
- 314 Arthur H. Cross, 108 W. Henderson av., Tampa.
 315 Pastor & Navarro, 714 Oak st., W. Tampa.
 316 A. Ineson, Fort Harrison av., Clearwater.
 317 Jose O. Rievro, 1706 Nebraska av., Tampa.
 318 Russell Cigar Co., 2703 Jefferson st., Tampa.
 319 Ferguson & Morgan, 1311 Key st., Tampa.
 320 Harry D. Smidley, 708 Hugh st., Tampa.
 321 San Carlos Cigar Co., 910 Francis st., Key West.
 322 Valerio Romero, 2301 7th av., Ybor City.
 323 Jose A. Martinez Cigar Co., 401 Myrtle av., S. Jacksonville.
 324 Higgs Cigar Co., 208 Patrick st., Orlando.
 325 Albert A. Vanderbrook, 1012 N. Magnolia st., Ocala.
- 326 The Robert Mugge Co., 3007 Gomez av., W. Tampa.
 327 Chantiers Cigar Co., 1106 Nebraska av., Tampa.
 329 Salvador F. Martin, 117 Parken ct., Tarpon Springs.
 330 Thomas Leon, 1510 Nebraska av., Tampa.
 331 E. Alvarez Cigar Co., 2309 10th av., Tampa.
 332 Jos. Farina, 1124 Lasalle st., W. Tampa.
 333 Anderson Jenkins, Jr., 227 W. Orange st., Jacksonville.
 334 Southeastern Cigar Co., 7th av. & 23rd st., Tampa.
 337 X Senator Cigar Co., 1215 Ashley st., Tampa.
 338 Aberlardo Santa Cruz, 1305 12th av., Tampa.
 339 William F. Sawyer & Co., rear 606 Day st., Key West.
 340 Andrew Garrida, 1217 7th av., Tampa.
 341 Tampa Rep Cigar Co., 2420 Clark st., Tampa.

(Continued on Page 43)



*The Cigar that makes Smoking
a Pleasure!*

Harry Blum's
NATURAL BLOOM
The CIGAR of QUALITY

Cable and Telegraph: "NARMEJO"

Telephone: A-4966

CAMEJO & LA PAZ

Dealers in all kinds of
Havana Leaf Tobacco



BELASCOAIN 126



HAVANA, CUBA

HERMANN DIEHL

Leaf Tobacco

Warehouse

Exporter

Stripping Plant

Fumigation Plant

Gervasio 182

Havana, Cuba

Tobacco's Directory

(Continued from page 41)

- 34 Ideal Cigar Co., Room 10, Murphy Bldg., Palatka.
- 34 Menendez Bros., 112 Palmetto av., Sanford.
- 34 Leopold Torbio, 1716 14th st., Tampa.
- 34 Hartstone Cigar Co., 113 S. 8th st., Fernandina.
- 34 Salvador Toledo, 1306 12th st., Tampa.
- 34 Frank Spano, 15th st. & 18th av., Tampa.
- 35 Jose Perez Castillo, 1114 Catherine st., Key West.
- 35 La Luz Cigar Factory, 1023 12th av., Tampa.
- 35 Adolph W. Shoemaker, 608 Eldredge st., Clearwater.
- 35 A. Alvarez & Co., 2609 Armenia Ave., W. Tampa.
- 35 Hav-A-Miami Cigar Co., 6129 W. Flagler st., Miami.
- 35 Anderson Jenkins, 1496 Kings road, Jacksonville.
- 35 Jack Rae Cigar Co., 61st st. e. of 1st av., Lemon City.
- 35 Ygnacio Cobo, 523 Amelia st., Key West.
- 35 Carlos Garcia, 407 Catherine st., Key West.
- 35 Perfecto Garci & Bro., 2307 19th st., Tampa.
- 36 G. & M. Cigar Co., Cleveland & Spruce st., Tampa.
- 36 Alvarez, Lopez & Co., 1313 8th av., Tampa.
- 36 El Cuesta Del Rey Cigar Co., 7th av. & 39th st., Tampa.
- 36 Big Four Cigar Co., 1212 Garcia av., Tampa.
- 36 Petralia & Leon, 2620 Clark st., Tampa.
- 36 Independent Cigar Co., 103 W. Jefferson st., Quincy.
- 36 Octavia Rodriguez, 605 E. Oak av., Tampa.
- 37 Harry R. Belden, Block 22, Lot 4, Melbourne.
- 37 E. Regensburg & Sons, Michigan av. & 17th st., Tampa.
- 37 Davis & Aderholdt, 1906 Grand Central av., Tampa.
- 37 Sawyer & Riggs Co., 325 Good Templars Alley, Key West.
- 37 Alfonso Gabriel, 700 Thomas st., Key West.
- 37 Arnold Melcher, 54 Abbot st., St. Augustine.
- 37 S. D. Weber, 1803 8th av., Tampa.
- 38 George Slavik, Oviedo.
- 38 A. Losa Cigar Co., 228 New st., Key West.
- 38 Harriet M. Saunders, rear 1021 Fleming st., Key West.
- 38 Ydelfonso, Quesada, 615 Virginia st., Key West.
- 38 Jose Alvarez, 821 Darwin st., Jacksonville.
- 38 Samuel J. Roberts, 28th st., Tampa.
- 38 Tampa Ligar Cigar Co., 2601 21st st., Ybor City.
- 38 Thompson & Co., 1202 Duval st., Key West.
- 39 Andres M. Carpenter Co., 1165 N. Miami av., Miami.
- 39 Pietro Lazzaro, 1438 Franklin st., Tampa.
- 39 Baseball Cigar Factory, 305 Petronia st., Key West.
- 39 Geo. Ximanes, 51 n. e. 4th st., Miami.
- 39 A. Yanez & Co., 2111 15th st., Tampa.
- 39 Perrys Cigar Co., 27th av. & 30th st., Tampa.
- 39 Rafael Castillo, 1008 Lemon st., W. Tampa.
- 40 Dixie Highway Cigar Co., 215 2nd st., Fort Myers.
- 40 Campbell Bros., 430 W. Wisconsin av., Deland.
- 40 Milton M. Thompson, 1120 Spring st., Tampa.
- 40 Antonio Mandese, 3516 7th av., Tampa.
- 40 Andrea Valente, 3010 22nd st., Tampa.
- 40 Jose Escalante & Co., 22nd & Harper sts., Tampa.
- 40 St. Lue Cigar Co., John Island, Oua'y.
- 40 F. Garcia & Bros., 1114 Garcia av., Tampa.
- 41 Gonzales Torres Cigar Factory, 110 1/2 Nassau st., W. Tampa.
- 41 Charles William Johnson, Route 2, Box 285, Miami.

- 414 Alfred Aurelio Torres, 617 N. Miami av., Miami.
- 415 Edward Ellenbach, Sr., 822 W. Colonial Drive, Orlando.
- 416 Fernandez La Rosa y Ca., 2404 17th st., Ybor City.
- 417 Wm. J. Harvey, 1731 Ionia st., Jacksonville.
- 418 Consolidated Cigar Corp., 2008 19th st., Tampa.
- 419 W. H. Streeter Cigar Co., Ltd., 3rd st. & 11th av., St. Petersburg.
- 420 Miami Maid Cigar Co., Box 4282, Miami.
- 421 Liberty Cigar Co., 1409 22nd st., Tampa.
- 422 El Premier Cigar Co., 933 Fleming st., Key West.
- 423 Charles Albert Johnson, Hailiah.
- 426 Godfrey W. Foster, 64 Marine st., St. Augustine.
- 427 El Torenca Cigar Factory, Quincy.
- 429 Elliott Saba Ashton, 7 1/2 Perpal st., St. Augustine.
- 435 Thomas W. Shultz, 435 Front st., Key West.
- 436 M. B. Cruso, 805 N. Miami av., Miami.
- 437 Leon Cigar Co., Railroad av., Tallahassee.
- 440 R. & C. Cigar Co., 412 Green st., Key West.
- 442 Marcelina Bernal, 403 W. State st., Jacksonville.
- 444 J. Fuente & Co., 1709 Howard av., W. Tampa.
- 445 Gordon Co., 106 Stuart st., Jacksonville.
- 447 G. R. Messina, 629 Main st., W. Tampa.
- 448 Angelo Noreigo, 917 5th av., Tampa.
- 450 Frank Velasco, 914 Windsor Lane, Key West.
- 452 James L. Jenner, Route 5, Box 611, Tampa.
- 457 Manuel Valdez, 631 Pippin st., Jacksonville.
- 458 Corral Wodisca y Ca., 2512 14th st., Tampa.
- 463 El Modella Cigar Factory, 926 Twig st., Tampa.
- 464 Joe Lazzara, 1418 Spring st., Tampa.
- 465 Charles Morales, 737 Oak st., W. Tampa.
- 467 C. M. Rivero 1021 12th av., Tampa.
- 469 George W. Adelder, 1607 Central av., Tampa.
- 479 Margaret P. Guzman, City Dock, Fort Myers.
- 480 S. & A. Ciccarello, 1011 Ponce De Leon st., W. Tampa.
- 484 Manuel W. Lopez, 1521 12th av., Tampa.
- 494 Marshall & Selig, 102 E. Scott st., Tampa.
- 495 Modesto Perez, 1804 21st st., Tampa.
- 497 Juan Fernandez, 610 E. Oak st., Tampa.
- 499 Vasalle & Co., 2022 Michigan av., Tampa.
- 500 Adelberto Ramirez, 43-44 Broreine Bldg., Tampa.
- 501 Watkins & Kemp, 605 Ashe st., Key West.
- 505 Giovenco Bros., 202 Oak st., W. Tampa.
- 506 William L. Edgar, Ladds Grove, Homestead.
- 511 Quincy Cigar Co., Route 1, River Junction.
- 518 Jose Alvarez & Co., 411 Eunice st., Tampa.
- 519 Tortoruci Cigar Co., 3520 7th av., Tampa.
- 521 Escrel Wegman, 1612 Central av., Tampa.
- 524 Tampa 94 Cigar Co., 2615 Habana av., W. Tampa.
- 526 Gonzales Saurez Co., 1011 Pine st., W. Tampa.
- 529 F. Fernandez Cigar Co., 1114 Main st., W. Tampa.
- 530 Jose Arango & Co., 413 Howard av., W. Tampa.
- 532 William P. Gandolfo, 316 Eaton st., Key West.
- 533 Homestead Cigar Co., Homestead.
- 535 F. Betancourt, Jr., 1105 Kings road, Jacksonville.
- 538 Locoval Cigar Co., 1106 Olivia st., Key West.
- 541 Urbano Diaz & Sons, 402 Oak st., Tampa.
- 546 Ramarico Alvarez, 1404 1/2 Tampa st., Tampa.

Bonded Cigar Factories

Arango & Arango, 12th st. & 14th av., Tampa.

Cuesta Rey & Co., 2015 Howard av., W. Tampa.

Charles the Great, 22nd st. & 3rd av., Tampa.

F. Garcia & Bros., Inc., 1114 Garcia av., Tampa.

Guerra Diaz Co., Av. B & Clark st., Tampa.

Garcia & Vega, Armenia av., & Alvaro st., W. Tampa.

Marcelino Perez & Co., 1815 13th av., Tampa.

Morgan Cigar Co., Tampa.

New York Tampa Cigar Co., Habana av. & Oak st., W. Tampa.

Tobacco Manufacturers in District of Florida

Factory Number

- 1 Jose E. Beyes, 2006 9th st., Tampa.
- 2 Carlos Cremato, rear 997 White st., Key West.
- 3 Diaz-Havana Co., Howard & Nassau sts., West Tampa.
- 4 Jose R. Rivero, 1706 Nebraska av., Tampa.
- 6 Florida-Georgia Tobacco Co., 201 W. Broadway, Ocala.
- 8 Johnson Leaf Tobacco Co., 1694 Franklin st., Tampa.
- 9 R. B. Lloyd Tobacco Co., 210 N. Broadway, Ocala.
- 10 Flo. Leaf Tobacco Co., Fraleigh Bldg., Madison.
- 11 Lloyd Tobacco Co., 307 Water st., Tampa.
- 12 Charles Peyser, 174 7th st., Miami.
- 13 Manuel Cruz, Whitehead st., Key West.
- 15 Rodrigues & Montero, 2005 Mitchell st., Tampa.
- 18 Tampa Havana Industrial Co. 1206 19th st., Tampa.
- 20 John E. Russell, 111 E. Fortune st., Tampa.
- 23 Maximo Grahn & Co., 412 Cuba st., Tampa.
- 26 Jose M. Navarro, 101 Fitzpatrick st., Key West.

Cigarette Manufacturer in District of Florida

Factory Number

- 36 Jose E. Reyes, 2006 9th st., Tampa.

Hutchison Smoked the King's Havana Cigars

When M. R. Hutchison was called to England, some years ago, to assist the late Queen Alexandria with her then recently invented acousticon, the stay abroad lengthened into two months, and the Queen's hearing was ultimately assisted materially. And it was upon one of his visits to the Queen that Hutchison, at that time assistant to Thomas A. Edison, had to await the Queen's convenience in the royal gardens of Buckingham Palace.

To while away the time, Mr. Hutchison smoked a cigar purchased in London. He soon saw the invalid King Edward approaching in his wheel chair, however, so he threw the cigar away, and the King laughed.

"What do you think of our cigars, Hutchison?" asked the King, noting a grimace upon the inventor's face, "Don't you approve of them?"

"They are entirely too dry, your majesty," replied Hutchison, glaring at the smoking butt, "I like a fresh, full-flavored Havana cigar, and the London dealers seem to kiln-dry 'em in an oven of some sort."

This made the King chuckle, and he immediately ordered a flunky to get two boxes of imported Havanas for Mr. Hutchison from the King's own humidor.

"And they were eight inches long," sighed Hutchison, thinking of the many satisfying smokes he afterward enjoyed, "made from the choicest leaf especially at the royal command, and they were kept in excellent condition, so unlike the average English Havana cigar."

Hartford Greets the Lowes

Both Percival Lowe and his son ran over to the Hartford market last week with a party of cigar men. They returned well pleased with the crops examined.

Constantino Gonzalez y Ca.

There was established, a few months ago, a firm under the name of Constantino Gonzalez y Ca., at Amistad 91-93, right in the very heart of tobacco row, Havana, Cuba. This firm is composed of Constantino Gonzalez, Eduardo Gonzalez, Ramon Gonzalez and Antero Mauricio Gonzalez.

All these gentlemen are experienced tobacco men, and they can be relied upon to give their clients the very best service it is possible to render. They are favorably known to many American houses, as well as in foreign countries. They are packers, dealers and exporters of all kinds of Havana tobaccos.

Don Eduardo has a legion of friends among the American trade. Their warehouse is well situated on Amistad street. Although only a few months in business, they are among the most progressive and busiest upon the island. For many years the members of the firm were associated with that sterling old house of Sobrinos de Antero Gonzalez.

S. R. O. Sign Tuesday At Tobacco Table

Some one at last Tuesday's Tobacco Table, in little old New York went along the Rialto and lifted an S. R. O. sign from a popular playhouse, and the evident intention was to use it at the door of the luncheon room in the Hotel McAlpin, because the crowd was so dense it resembled the throng surging in to see Red Grange at a football fest.

Some very interesting stories were related to the Table by the guest of honor, Wellington Cross. Mr. Cross was from the "No, No, Nanette" musical comedy company, and he was rewarded with the badge of *pour le merite* by being elected an honorary member of the Table.

Coming to New York to participate especially at this week's luncheon was Herbert V. Mesick, the northwestern representative of Cuesta Rey & Company, of Tampa. He was on his way to the factory and he simply refused to miss the opportunity of mingling with the excellent attendance at the Table.

It was finally decided to hold the annual dinner and dance of the Table at the Aldine Club, Tuesday, December 29. J. Colver Wolfe came back to the Table after a somewhat serious illness and he thanked the membership for the wonderful flowers that were sent to him during his sickness. He also announced he would continue to broadcast his reliable football results right up to the finish of the season.

All the guests cheerfully accepted the Benson & Hedges cigarettes so generously donated by Jim Head.

Whelans May Bid for French Monopoly Once Again.

When the leasing of the French tobacco monopoly was first mentioned last week, after a lapse of many months, President Charles A. Whelan, of the United Cigar Stores Company, in his New York office, said:

"This project has been talked over at different times, but it never got anywhere at all. French officials are not really keen to have foreigners operate the monopoly. Political matters rule the situation, but the present bed difficulties of the French may change their views materially."

"Three years ago we announced our readiness to offer a very good proposition to France for this privilege. Our bid would have been profitable for the government, and of absolute benefit to the French consumers of tobacco."

"An American company could actually sell four times as much tobacco in France as is being now sold under the monopoly. American progressiveness would be responsible for modern methods of stocking and salesmanship. My company would be perfectly capable of handling just such an undertaking."

"About three years ago we offered the French government an initial payment of \$20,000,000 for the lease, and we then planned to open at least 2,500 United system stores in France."

Juan B. Diaz • Bruno Diaz • Rosendo Perez

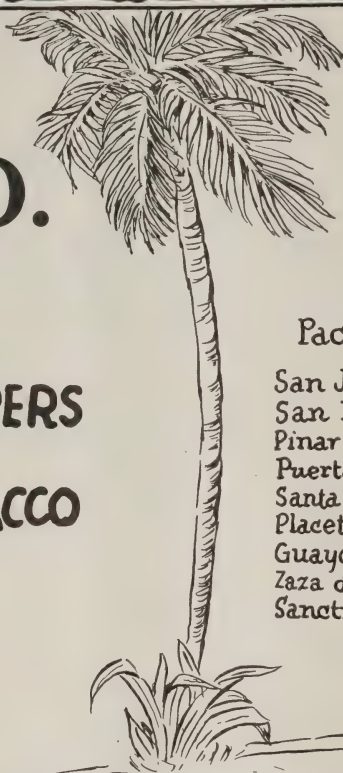
J. B. DIAZ & CO.

(Established 1877)

**PACKERS, DEALERS, STRIPPERS
AND
EXPORTERS OF LEAF TOBACCO**

*Prado 125
Havana Cuba*

Cable: Zaidcomp



Packings

San Juan
San Luis
Pinar del Rio
Puerta de Golpe
Santa Clara
Placetas
Guayos
Zaza del Medio
Sancti Spiritus

Cable "ANTERO"

P. O. BOX 495

SOBRINOS DE A. GONZALEZ

Established 1865

152-158 Industria Street

Havana, Cuba

**Packers and Dealers
of All Kinds of**

HAVANA LEAF TOBACCO

ALWAYS HOLDING THE
LARGEST ASSORTMENT OF

**VUELTA ABAJO, SEMI-VUELTA, PARTIDO,
AND REMEDIOS TOBACCO**

Cigar, Cigarette and Manufactured Tobacco Withdrawals During October

The following comparative data of tax-paid products indicated by monthly sales of stamps are obtained from the statement of Internal Revenue collections

October Withdrawals for Consumption				
	October, 1924	October, 1925	+ Increase Quantity	- Minus Per Cent
Cigars, Class A—U. S.	245,861,110	302,338,133	+ 56,477,023	+ 22.96%
Cigars, Class A—P. R.	14,415,700	16,545,175	+ 2,129,475	+ 14.77%
Cigars, Class A—P. I.	18,522,720	21,852,125	+ 3,329,405	+ 17.98%
Total	278,799,530	340,735,433	+ 61,935,903	+ 22.22%
Cigars, Class B—U. S.	128,547,975	114,435,238	- 14,112,737	- 10.98%
Cigars, Class B—P. R.	1,586,325	1,072,050	- 514,275	- 32.42%
Cigars, Class B—P. I.	412,895	245,930	- 166,965	- 40.44%
Total	130,547,195	115,753,218	- 14,793,977	- 11.33%
Cigars, Class C—U. S.	245,210,818	271,012,609	+ 25,861,791	+ 10.52%
Cigars, Class C—P. R.	6,445,460	5,488,900	- 956,560	- 14.84%
Cigars, Class C—P. I.	315,259	96,906	- 218,353	- 69.26%
Total	251,971,537	276,598,415	+ 24,626,878	+ 9.77%
Cigars, Class D—U. S.	10,868,963	17,051,228	+ 6,182,265	+ 56.88%
Cigars, Class D—P. R.	12,125	31,850	+ 19,725	+ 162.68%
Cigars, Class D—P. I.	2,419	2,064	- 355	- 14.68%
Total	10,883,507	17,085,142	+ 6,201,635	+ 56.98%
Cigars, Class E—U. S.	4,741,699	6,384,981	+ 1,643,282	+ 34.66%
Cigars, Class E—P. R. ....	.....	2,500	+ 2,500	.....
Cigars, Class E—P. I.	4,653	60	- 4,593	- 98.71%
Total	4,746,354	6,387,541	+ 1,641,187	+ 34.58%
Total, all classes—U. S.	635,230,565	711,222,189	+ 75,991,624	+ 11.96%
Total, all classes—P. R.	22,459,610	23,140,475	+ 680,865	+ 3.03%
Total, all classes—P. I.	19,257,948	22,197,085	+ 2,939,137	+ 15.26%
Grand total	676,948,123	756,559,749	+ 79,611,626	+ 11.76%
Little cigars—U. S.	53,253,200	41,311,100	- 11,942,100	- 22.43%
Little cigars—P. R.	2,000,000	1,000,000	- 1,000,000	- 50.00%
Total	55,253,200	42,311,100	- 12,942,100	- 23.42%
Cigarettes—U. S.	6,488,186,913	6,925,426,603	+ 437,239,690	+ 6.74%
Cigarettes—P. R.	40,390	41,500	+ 1,110	+ 2.75%
Cigarettes—P. I.	10,800	167,670	+ 156,870	+ 1452.50%
Total	6,488,238,103	6,925,635,773	+ 437,397,670	+ 6.74%
Large cigarettes—U. S.	1,986,907	3,778,300	+ 1,791,393	+ 90.16%
Large cigarettes—P. R.	1,100,000	100,000	- 1,000,000	- 90.91%
Large cigarettes—P. I. ....	.....	.....	.....	.....
Total	3,086,907	3,878,300	+ 791,393	+ 25.64%
*Snuff (lbs.)—U. S.	3,486,724	3,463,629	- 23,095	- .66%
Tobacco Mfd. (lbs.)—U. S.	34,556,245	34,597,221	+ 40,976	+ .12%
Tobacco Mfd. (lbs.)—P. I.	31	169	+ 138	+ 445.16%
Total	34,556,276	34,597,390	+ 41,114	+ .12%

All U. S. only. + Increase. — Decrease.

for the month of October, 1925. (Figures for October, 1925, are subject to revision until published in annual report.) Percentages figured by T. M. A.

Ten Months Withdrawals for Consumption				
	1st 10 Months, Cal. Yr. 1924	October Quantity	+ Increase Quantity	- Minus Per Cent
Cigars, Class A—U. S.	2,197,896,256	2,264,494,276	+ 66,598,020	+ 3.03%
Cigars, Class A—P. R.	86,494,820	115,337,600	+ 28,842,780	+ 33.35%
Cigars, Class A—P. I.	146,857,438	173,029,790	+ 26,172,352	+ 17.82%
Total	2,431,248,514	2,552,861,666	+ 121,613,152	+ 5.00%
Cigars, Class B—U. S.	1,161,888,775	959,696,980	- 202,188,795	- 17.40%
Cigars, Class B—P. R.	10,899,705	10,457,635	- 442,070	- 4.06%
Cigars, Class B—P. I.	3,218,075	2,660,365	- 557,710	- 17.33%
Total	1,176,006,555	972,818,030	- 203,188,525	- 17.28%
Cigars, Class C—U. S.	2,061,126,797	2,057,547,075	- 3,579,722	- .17%
Cigars, Class C—P. R.	32,709,590	37,254,250	+ 4,544,660	+ 13.89%
Cigars, Class C—P. I.	1,637,990	1,298,852	- 339,138	- 20.71%
Total	2,095,474,568	2,096,100,177	+ 625,609	+ .03%
Cigars, Class D—U. S.	101,756,877	117,208,625	+ 15,451,748	+ 15.19%
Cigars, Class D—P. R.	48,175	88,950	+ 40,775	+ 84.64%
Cigars, Class D—P. I.	6,248	12,120	+ 5,872	+ 93.98%
Total	101,811,300	117,309,695	+ 15,498,395	+ 15.21%
Cigars, Class E—U. S.	23,048,648	29,987,652	+ 6,939,004	+ 30.11%
Cigars, Class E—P. R.	50	2,550	+ 2,500	.....
Cigars, Class E—P. I.	14,177	3,864	- 10,313	- 72.74%
Total	23,062,875	29,994,066	+ 6,931,191	+ 30.05%
Total, all classes—U. S.	5,545,717,535	5,428,937,608	- 116,779,927	- 2.11%
Total, all classes—P. R.	130,152,340	163,141,035	+ 32,988,695	+ 25.35%
Total, all classes—P. I.	151,733,937	177,004,991	+ 25,271,054	+ 16.66%
Grand total	5,827,603,812	5,769,083,643	- 58,520,178	- 1.00%
Little cigars—U. S.	459,704,146	384,115,813	- 75,588,333	- 16.44%
Little cigars—P. R.	15,000,000	10,000,000	- 5,000,000	- 33.33%
Little cigars—P. I. ....	.....	600	+ 600	.....
Total	472,704,146	394,116,473	- 78,587,673	- 16.63%
Cigarettes—U. S.	60,210,813,626	67,191,770,132	+ 6,980,956,706	+ 11.59%
Cigarettes—P. R.	403,710	359,560	- 44,150	- 10.94%
Cigarettes—P. I.	695,674	933,780	+ 238,106	+ 34.23%
Total	60,211,912,810	67,193,063,472	+ 6,981,150,662	+ 11.59%
Large cigarettes—U. S.	13,390,020	15,020,103	+ 1,630,083	+ 12.17%
Large cigarettes—P. R.	10,179,650	1,693,250	- 8,486,400	- 83.37%
Large cigarettes—P. I.	1,900	1,600	- 300	- 15.79%
Total	23,571,570	16,714,953	- 6,856,617	- 29.09%
*Snuff (lbs.)—U. S.	33,218,669	31,834,360	- 1,384,309	- 4.17%
Tobacco Mfd. (lbs.)—U. S.	320,695,876	319,395,359	- 1,300,517	- .41%
Tobacco Mfd. (lbs.)—P. I.	144	707	+ 563	+ 390.97%
Total	320,696,020	319,396,066	- 1,299,954	- .41%

*All U. S. + Increase. — Decrease.

The October Withdrawals Analyzed by T. M. A.

The trade will be gratified to note that the October withdrawals of cigars show an increase of approximately 12 per cent over the withdrawals in October, 1924.

This rather unusual rise seems to require some analysis. Hence this explanation.

It appears that in October, 1924, there was a strike in Tampa, by reason of which the withdrawals for consumption in Tampa during that month aggregated only 22,500,000 cigars, while the normal withdrawals for that month should have been approximately 56,000,000. Thus, due to the Tampa strike, in October, 1924, there was a loss in withdrawals of approximately 33,500,000 cigars.

Deducting the October, 1924, loss of 33,500,000 cigars, due to the Tampa strike, from the increase of 79,611,000 cigars registered last month, the net increase for last month would be 46,111,000, or 6.81 per cent.

Hence, to figure conservatively, the net month's increase should be reduced from 11.76 per cent to 6.81 per cent.

However, in view of the record of the cigar industry in the last few years, and this increase of nearly 7 per cent, we are sure, be welcomed by the trade as a most agreeable showing. Perhaps the very prospect of getting a much needed tax reduction has already served as a stimulus to the business.

It may also be interesting to note that the various classes of cigars are now divided as follows:

First 10 months Calendar Yr. 1925	October, 1925
Class A	44.25% 45.04%
Class B	16.86% 15.30%
Class C	36.34% 36.56%
Class D	2.03% 2.26%
Class E	5.2% 8.4%
Total	100.00% 100.00%

Note: The foregoing analysis and comment are made by the Tobacco Merchants Association of the United States, whose busy offices are located at 5 Beekman street, New York.

Theyskens & Shaw, Inc. To Liquidate

At a meeting of the stockholders held at their offices in New York on November 18, it was decided to liquidate the company. Both Mr. Shaw as president and Mr. Theyskens as vice president tendered their resignations as officers of the company and the assets of the company were taken over by the board of directors as is customary in such cases.

The company is absolutely solvent and has very few obligations outstanding. These will be met as they mature. They have recently sold the major part of their holdings of tobacco and Mr. Theyskens will sail December 12 to act as agent for the directors in disposing of the remainder of the stock held in Antwerp.

Mr. Shaw and Mr. Theyskens will each reenter business on their own and separate accounts. They will each make

further announcements after the first of the year.

Some Big Tobacco Show Attractions

The American Tobacco Company will have a working exhibit in the forthcoming Tobacco Industries Exposition to be held National Tobacco Week, January 25 to 30, at the Grand Central Palace, New York. Lucky Strike cigarettes will be manufactured at the exposition, this being one of many machinery or working exhibits designed to educate the general public to tobacco cultivation, marketing and manufacture which is one of the important reasons for the Annual Tobacco Industries Exposition in addition to a yearly get together for the leaders of the American tobacco industry and allied trades and interests.

E. P. Cordero & Company will exhibit Mi Hogar, the exhibit to be under the personal supervision of Harry Cordero and Leo Steiner.

Sid J. Freeman and Sons, Emanuel and Albert, are preparing for their exhibit with the line of Sidney J. Freeman & Sons.

General Cigar Company will have an interesting exhibit demonstrating the merits of Robert Burns, Owl and William Penn. This exhibit will be in charge of the energetic advertising manager, Mr. Ruben.

Larry Knistler will have charge of Josephson Brothers' exhibit in the interest of Jose Hermanos cigars.

Emanuel Cigars of D. Emil Klein Company will be found in an exhibit

under the direction of Steve Herz.

Marie Antoinette cigars will be shown by E. Kleiner & Company, with Julian Rosenkranz taking charge.

J. Klorfin will be in active charge of the Garcia Grande cigars of Julius Klorfin.

Plans are being perfected for exhibits by other tobacco industry leaders including American Machinery & Foundry Company, The Bahnsen Company, Connecticut Valley Tobacco Growers Association, Durlach Brothers, Inc., H. Duys & Company, Inc., S. Frieder & Sons Company, American Lithographic Company, Brunhoff Mfg. Company, Carrier Engineering Corporation, Cigar and Tobacco Journal, A. Couplandes, Inc., Einsen-Freeman Company, Inc., J. P. Omourloglou, Grinnell Lithographic Company, S. E. Guinn Manufacturing Company, Hamberger Brothers & Company, Hargratt & Sons, Thomas Kemper Company, Lancaster Leaf Tobacco Board of Trade, L. Lewis & Company, Lincoln & Ulmer, Lion Match Company, Mazer-Crossman Cigar Co., Miltiades Melachrinio, Inc., Alfred Orlik, Pasbach-Voice Lithograph Company, Patre Lithographing Company, Philippine Tobacco Company, W. E. Powers Company, Preferred Havana Tobacco Company, Harry Prochaska, Inc., Retail Tobacconist, Rochester Folding Box Company, Rosbro-Meyer Corporation, Benito Rovira Company, Ray Suares & Company, Safety Pip, Inc., George Schlegel, Inc., Schwab Brothers & Baer, Selgas & Company, Tobacco Leaf Publishing Company, Tobacco Record Publishing Company, Tobacco Trade Journal Company, Tobacco Merchants Association, United States To-

A. K. HAINES

Packer of

Ohio Leaf Tobacco

VERSAILLES, OHIO

**THE LUKASWITZ-
WEAVER COMPANY**

Packers of

LEAF TOBACCO

730-734 East Monument Ave.

DAYTON, OHIO

Correspondence Solicited.

A. J. Ross & Son

"Packers of the Best There Is"

Gebhart, Zimmer and Dutch

GERMANTOWN, OHIO.

*Established 1896***Speed Without Control
is Dangerous****WHY NOT BUY YOUR
Scrap Filler Tobacco**where you can get the best at the lowest price?
If you are not already a customer, send us a
trial order, or write for samples."Good will builds fast when friends of ours
Speak well of us to friends of theirs."**The Ehrhart Leaf Tobacco Co.
VERSAILLES, OHIO****HECK & SMITH**

Dealers and Packers of

CIGAR LEAF TOBACCO

VERONA, OHIO

J. A. Smalley & Co.,Commission Buyer, Packer
and Leaf Dealer**Leaf Tobacco All Grades**

VERONA, OHIO

Warehouse Verona, O.

B.P. Conkling & Co.**LEAF TOBACCO**

Greenville, Ohio

H. TIETIG & SON

Packers of High Grade

Ohio Leaf Tobacco

Office and Warehouses

MIAMISBURG, O.

W. J. Lukaswitz—Chas. Toadtman

**GENERAL STEMMING
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--Strippers and Packers of--

Cigar Leaf Tobacco

Dayton, Ohio
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Leaf Tobacco Brokers

216-217 Keith Bldg.

Dayton, Ohio

J. K. LONG

Manufacturer of

Cigar Scrap FillerZimmer-Gebhardt—Little Dutch,
Pennsylvania — Manila — Porto
Rico, Florida Shade Wrappers**SMITH BROTHERS CO.**Dealers and Packers of
Cigar Leaf Tobacco

VERONA, OHIO

Warehouses
Verona
Greenville
West Manchester**The Versailles Tobacco Co.***Manufacturers of
High Grade Scrap Filler
Tobacco.**Samples and Prices submitted
on application.*

Versailles, Ohio

Smith-Conkling Company

Greenville, Ohio

*Packers of All Kinds and of
Grades of Ohio Tobacco.***OHIO
TOBACCO****is the
favorite****for****5c****&****2 for 15c****Cigars****Zimmer Spanish
Little Dutch
Gebhard Seed**

Waco Journal, Carl Upmann, Inc., Western Tobacco Journal, and others. The Fourth Annual International Tobacco and Allied Industries Exposition already promises to be a big advance over its predecessors according to reports from exhibitors already signed at those still contemplating taking place received by the Allied Tobacco Exhibitors Association at their headquarters in the Hotel McAlpin, New York City.

An important feature that interests the committee is the fact that exhibitors are waking up to the value of publicity, special stunts and features and many arrangements for special advertising campaigns, novel contests and other features to be held in conjunction with the exposition are being reported.

Central Virginia Marts Strive for Honors

NEW CANTON, Va., Nov. 23.—A very interesting feature of last week's activity in the tobacco line was a widely advertised and much heralded meeting of tobacco growers, members of the co-operative association, at the town of Pisces, in Prince Edward county, at which meeting the matter of asking permission of the organization to sell upon the open floors was taken into consideration as the order of business. The question had been widely discussed and many of red hot interest, and at the meeting there were a number of speeches of rather lurid nature. As a result of the deliberations, a vote being taken, a majority was found to be of the opinion that the association should permit its members to sell upon the open floors during the present selling season.

This is just one of the many incidents in a strenuous situation which exists everywhere in the dark tobacco belt. On all sides one hears heated discussions pro and con; and the one big question of all questions here is whether or not the Tobacco Growers' Association is to survive. In the meantime employees and officials of the organization are working indefatigably, all are claiming at least to be getting signatures for the next five-year contract.

Association Warehouses Open

All the receiving warehouses of the association opened last Tuesday, and growers who bought in tobacco received what is supposed to be sixty-five per cent of the valuation of the weed. This large percentage seems to be eminently satisfactory to the growers, and there is much laudation of the organization on the part of the members. Up to this time only small lots of really good tobacco has been offered. Most of the large growers of fancy leaf will market later. However, some valuations would indicate that the crop of the association is good, and that, as I have suggested before, this year's crop is a fine one as to quality and body.

The open markets are all selling tobacco at prices generally satisfactory. Most of the offerings have been from small growers, and these do not usually have a fine grade of tobacco to offer; so prices have not been at the peak, by any means. At the rather large Farmville market growers have received prices which would indicate that the crop, all told, will bring the grower a large amount of money this year.

Dark Prices High as Bright

One remarkable feature of the selling season, true of both last year and this, is that dark fired tobacco is bringing a price which compares favorably with the price of bright tobacco in the old days of Virginia and North Carolina. Olden days bright tobacco brought on an average twice the price of dark. It has been only within the past few years that dark tobacco prices have come up to a comparison with the bright. Naturally, various and sundry ways to get credit for this, so the association men say they are responsible, as the dark region is better organized than the light and, consequently, dominates the situation. Open market people, on the contrary, assert that they themselves

Webster Trophy Shown in Fine Window Display



ST. JOHN, N. B., Nov. 21.—The donation by a cigar manufacturing concern of a valuable silver trophy in a bowling competition gave a retailer in cigars, cigarettes, tobacco, pipes, etc., an idea for a striking window trim that attracted more than usual attention.

A. F. deForest, of St. John, N. B., operating two tobacco stores and one hotel tobacco stand in St. John, is the dealer. On learning the Webster Cigar Company had offered the big cup to the winning team in a contest between the teams representing two commercial league clubs, the retailer secured the trophy as the piece de resistance of his trim. In the foreground of the display he placed the cup. Backing up the trophy was a collection of Webster cigars in boxes. And some cut-outs of cardboard and attractively panelled pictorial stands. In the immediate foreground was a display of pipes, and a sign-card to advertise the pipes.

As bowling is one of the chief cold

weather pastimes of St. John, there is much interest in the sport on the part of smokers. It is recognized that smoking and bowling go hand in hand, as many of the bowlers smoke while in action on the alleys. The store in which the display was arranged is in a very desirable location, being in the heart of the shopping mart, and within a stone's throw of five bowling alleys. The trim was not only successful in increasing the sales of cigars of the brand displayed, but of many other brands carried in stock in the store. The aim of the retailer was to attract the attention of those interested in bowling and particularly those who are smokers of cigars. No effort was made to make the display artistic, although the general effect was highly pleasing to the eyes of non-smokers as well as smokers. The cost of the trim was practically nil to the dealer. The entire trim was arranged very quickly, but it proved to be one of the most effective in the history of the store.—McNULTY.

are responsible for the high dark prices, as they are determined to see that the grower gets his part.

High Prices at Lynchburg

At all events, prices are high at all open markets. About a half million pounds of dark tobacco was sold in Lynchburg last week at an average price for good, bad, and indifferent, of \$19.35 a hundred pounds. These high prices may be compared with those of fifteen years ago when the average price was somewhere between seven and ten dollars, with the mark nearer seven than ten.

These high prices on the open market will cause growers to bring their crops in as fast as possible. It is thought that the open markets will sell the crop this season well in advance of the usual time. Naturally, the co-operative receiving points will work in a more leisurely manner, as it is presumable, at least, that prices will not change during the marketing season.

Lynchburg is eagerly calling for tobacco of all grades and is offering fair dealing and high prices. This will bring vast quantities of the weed from all the Lynchburg territory. Farmville, Blackstone, Dillwyn, Appomattox, and other dark points are 'expecting large sales and will pay high prices this week. Unless an unexpected slump comes these prices will prevail certainly until Christmas, and probably beyond.

Weather conditions are now favorable, and times are improving in a financial way. Money is becoming more plentiful as a result of tobacco marketing. Automobile sales have decreased, as is usual for the season, but there is still more or less travel upon the highways. Few people from the dark tobacco region have gone to Florida and few purpose doing so. No one could be expected to go from a state like Virginia—especially from the dark tobacco section—to any other state whatsoever and expect to better his condition.—FLUMER F. JONES.

Production Larger Than Previous Estimates

WASHINGTON, D. C., Nov. 21.—Reports on yields per acre of tobacco raise the October forecast of production a total of about 35,000,000 pounds or 3 per cent, the principal increase being in Virginia, North Carolina, Kentucky, and Tennessee, according to the Bureau of Agricultural Economics, Department of Agriculture. The yield per acre for the United States averages 39 pounds per acre below the 10-year average, though higher than 1924 by 21 pounds. Unusually low yields are reported in Virginia (580 pounds per acre), Kentucky (760 pounds) and Tennessee (700 pounds).

In quality the crop ranges from higher than usual in some of the cigar leaf districts to lower than usual in some of the dark fired sections. The general average is 77.3 per cent, compared with 76.5 November, 1924, and 85.5 the ten-year average.

The highest quality is reported from cigar leaf areas—Connecticut 93 per cent, Pennsylvania 91, Wisconsin 94, Miami Valley 92.

Quality in Maryland is reported at 85 per cent, compared with 70 in 1924, and 84 the ten-year average. The quality in Virginia is the lowest in several years, the state average being 67 per cent, compared with 75 last year and 81 the ten-year average. Late rains helped the dark and sun-cured districts materially.

North Carolina flue cured, on the other hand, is of excellent quality. Leaf delivered to market in October was noticeably better in quality than that of September, and this fact, together with a decided improvement in the export demand for flue cured, enhanced the price for this type.

South Carolina, while 2 points below the ten-year average of 71 per cent in quality, is much above its 1924 mark of 54. Georgia with 61 per cent is the lowest state in quality. Florida is 86, the same as 1924, and 7 points below the ten-year average.

Kentucky shows 80 per cent compared with 64 last year, and 85, the ten-year average. Only in some of the northern and north central counties of Kentucky were the rains distributed through the growing season. The yield and quality in this section appears to be good. In other areas the crop seems to consist of early planted tobacco which had little rain until late September, and produced small leaf of good color, texture, and body, and later crops which made a second growth of low quality. The quality will be mostly divided between high and low grades, with a relatively small amount of medium grades.

In Tennessee the quality is reported at 79 per cent, compared with 78 in 1924 and 87 the ten-year average. The leaf is reported to be generally good, though small in size and thin.

El Producto Sales Manager Sees Southern Jobbers

ATLANTA, Ga., Nov. 21.—In his tour of the Southern jobbing trade, sales manager Thomas H. Dean, of the G. H. P. Cigar Company, Philadelphia, recently called upon the local distributors of his El Producto cigar, the J. B. Withers Cigar Company. He arranged for more intensive work here, and E. McGorry, the Productio missionary man, will continue to secure the wholehearted co-operation of the House of Withers in their campaign of placing the Productio in every cigar store and stand of this vicinity.

Lancaster Leaf House Moves

LANCASTER, Pa., Nov. 23.—One of the best known leaf firms in this city has moved to much larger quarters. This is the City Leaf Tobacco Company, of which Max Kalish is the active principal. In the new warehouse at 349 North Market street, there will be sufficient space for the new Pennsylvania tobacco crop purchased by Mr. Kalish for his cigar manufacturer customers in the famous York county district. Increasing business in this locality for the popular priced cigar grades makes the outlook for the City Leaf Tobacco Company very bright, says Mr. Kalish.

Lawrenceville Sales Light

LAWRENCEVILLE, Va., Nov. 21.—Total tobacco sales for official week ending November 20, 68,550 pounds; average price, \$19.05 per 100 pounds. Sold to date of 1925 crop, 494,420 pounds; average price per 100 pounds, \$17.16. Sold to same time last year, 410,786 pounds; average price per 100 pounds \$23.60. Sales light during week, all better grades selling for satisfactory prices to farmers, common and medium tobacco still low with no change in prices. There were several loads here this week selling for over fifty cents average.—A. R. McREIDITH.

General Manager in South

On a trip to his southern jobbers and salesmen, Graham Davis, sales manager of the General Cigar Company, is calling on Atlanta folk, according to recent reports.

Bondy Looks Over Factories

Plants of the General Cigar Company will be examined by Vice-President Richard C. Bondy, and his son, R. C. Bondy, Jr., in their present trip westward. Superintendent Walton, of the General's Detroit factory, will accompany the Bondys.

Producto Man in New York

Production at the factories of the G. H. P. Cigar Company, Philadelphia, is daily demanding more fine leaf, so S. H. Grabosky, of the purchasing division, is in New York looking over the market.

Pittsburgh Men in New York

Better business through the western Pennsylvania field induced the Horowitz Brothers, of Pittsburgh, to enter the New York leaf district in search of more tobacco this past week.

Cigar Factories Require Humidification for Proper Care of Leaf

Competitive Conditions Demand Best Regulation Methods—Production Maintained Only Through Use of Efficient Devices—Tobacco Spoilage and Damage Almost Eliminated by Air Conditioning—The Cigars Cannot Be Marketed Dry



PROGRESSIVE production and sales management require the latest devices of science to meet the constant competitive markets in every trade. And this is more particularly true of cigar manufacturing, perhaps, than of any other branch of the tobacco industry. Continued and efficient production make it necessary to keep stock, raw and finished, in perfect order. Spoilage before and after manufacturing must be abolished.

Plays Important Role

This is where Air Conditioning plays its important role, and in the modern factory, the necessity for same becomes more and more apparent. Every one knows that when a leaf of tobacco becomes dry, it is brittle and cannot be handled without tremendous breakage.

The new tobacco is received in cases and bales, and usually this tobacco has been in storage warehouses for long periods of time running into years, and consequently the tobacco has dried so that it cannot be handled without great breakage. Any manufacturer knows that a case of dry binders takes longer to shake loose and that the breakage is considerable.

If this tobacco as first received is placed in a properly conditioned storage, it will absorb moisture from the air and subsequent breakage upon handling reduced to a minimum. In a modern plant, the leaf storage department is conditioned and the tobacco allowed to remain in this room for a sufficient length of time to soften. A separate room is used for the wrapper storage, as it requires more moisture in the air to hold the delicate wrapper leaves in condition to avoid breakage.

When the tobacco is started in the process of manufacture, it is, of course, more or less exposed, during the operations in handling and stripping, to the conditions of the surrounding atmosphere and this atmosphere should be conditioned so that the tobacco will not dry out.

After the tobacco is stripped, a dividing line is reached because the filler has to be dried to a lower condition than prevailed in stripping while the binders and wrappers maintain their stripping conditions or nearly so. The binders should dry out somewhat, but usually the wrappers need to maintain all the moisture possible. The fillers are placed in thin layers on racks and allowed to dry, but the drying if performed under ordinary conditions with varying atmospheric conditions becomes a haphazard proposition. It may take several days to a week to dry and the lack of uniformity in drying is very annoying, to say the least. The breakage in winter time may be enormous as, of course, the tops and edges of the pads dry first and it is the custom to split the pads, turning them inside out.

Modern Methods Improve Conditions

The extra handling, breakage and guesswork about the final conditions of the filler is all eliminated with a properly designed dry room in which the air conditions are constantly maintained uniform. The Air Conditioning system of a dry room maintains a definite schedule of drying and the filler is always dried to the same condition. The filler dry room process is one of the most important operations in the factory, as production and quality are later dependent on the condition of the filler as received in the cigar making department.

Springiness Essential

The "springiness" of a bunch is as much dependent on the condition of the filler as upon the workmanship of a buncher, and production is greatly increased with "live" filler. The fact is very much accentuated in a fresh work cigar machine department, as a machine must be adjusted to meet the changing conditions of the filler and in addition to the loss of production caused by such adjustments, the bunches will lack "springiness" because the filler is not in proper condition.

It has been found that most of the troubles with cigar machines are tobacco troubles and these, mostly, lack of proper condition. The air condition of the cigar making department must be maintained constant and uniform at all times so that the condition of the filler will be retained during the operations. Any variation of the relative humidity will cause a like change in the filler and it has been shown that a variation of even five per cent will react unfavorably on the work produced, especially where cigar machines are used. But if the filler is not in proper and uniform condition when it reaches the cigar floor, the air conditions on that floor cannot entirely overcome the lack of uniformity or conditions, as the filler is not allowed to remain long enough in the cigar room to equalize.

Necessary to Have Filler in Condition

It is, therefore, quite necessary to have the filler in condition before it reaches the cigar room, and such condition must be predetermined and correspond to the air conditions maintained in the cigar room. With an air conditioning system, the preparation of the filler and the conditions maintained in the making department are definitely co-ordinated.

When cigars reach the packing floor, they require some drying and seasoning, but the drying must not proceed to such an extent that the wrapper becomes brittle, as breakage here would be serious.

Therefore, the moisture or relative humidity on a packing floor is maintained lower than the cigar making department.

Constant Danger of Breaking Cigars

Now, if one considers the problem, it will be seen that in all stages of the process of making and packing a cigar, there is constant danger of breakage and this breakage eats up the profits. Too much moisture on the other hand invites "mold" and "must," and if the filler on the cigar floor becomes too soft on account of wet weather, the result will be soggy and "plugged" bunches. Air conditioning in the cigar factory gives the manufacturer absolute control over the condition of his tobacco throughout the various stages, eliminating practically all breakage and insuring the quality of the cigars.

Maintaining Correct Conditions

The correct conditions are maintained in each department and its particular amount of moisture is automatically controlled. The changes in the weather automatically have no effect on the conditions in the factory and production continues smoothly day in and day out. In the same system the air is heated in winter, cooled in summer and at all times the moisture is regulated at the desired quantities. Besides this, absolute and perfect ventilation is obtained throughout the plant.

Thus the working conditions for the employees of the factory are ideal and, at the same time, the delicate leaf of tobacco yields to the

controlled moisture and allows the manipulators required to produce perfect cigars.

Tobacco Acreage

It is well known that the tobacco market is overstocked. President Alsop of the Connecticut Valley Tobacco Growers' association has said repeatedly that the only remedy for the existing situation is curtailment of acreage for the year 1926 at least. Some tobacco farmers have begun experimenting with other crops. While warnings have been issued, tobacco farmers apparently have not yet recognized the serious congestion that exists. The 1925 crop, which is an excellent one, has been financed and this operation may be the cause of undue optimism. Lacking a specific declaration from the association as to the extent acreage in tobacco must be lessened, a report from the Rogers & Hubbard company, manufacturers of fertilizers at Middletown, printed by the Boston News Bureau, is of interest. This comes to make the following statement:

"It looks as though tobacco acreage for 1926 should be cut 70 per cent. In our opinion tobacco growers of the Connecticut valley will get more for crops now in the association, namely, parts of '23 and '24 and all of '25; they stop growing tobacco for '26 than they would be four crops, including the '26 crop."

Coming from manufacturers of fertilizers who would be benefited by extensive cultivation, this opinion would seem to be worth something. No one heretofore has expressed this opinion publicly that tobacco farmers could make a greater return if they omitted one crop altogether, and there will be some unquestionable who think such action too drastic. In due time undoubtedly the association will make a statement of conditions to its members. If its worst than anticipated it will be up to tobacco growers to heed advice and not go into cultivation next year to any greater extent than recommended.—Hartford Times.

Five Cent Cigars

Not the least benefit of the proposed federal tax reduction, the country is now reformed, is the prospect of "a good five-cent cigar," which, according to the vice-presidential philosopher, Tom Marshall, was a great American need. Tobacco manufacturers say that the contemplated reduction in internal revenue tax should make it possible.

It is an easy way to save the country by knocking a few paltry millions off the tobacco tax. Cigar smokers will welcome selfishly. Non-smokers will take a chance on it, hoping it will reduce the grouch of all of their fellow citizens.

There are smokers, however, so heterodox as to assert that there are good five-cent cigars obtainable today. And it need not be rashly assumed that such consumers lack taste and judgment. American smokers generally run to the two extremes of absurdly small and medium-sized cigarettes and absurdly large cigars. There is an odd lack of small and medium-size cigars. Yet manufacturers are beginning to see the wisdom of taking tobacco ordinarily used for fat 10 and 5 cent cigars and wrapping it up in nice sizes. It would be a simple thing to encourage this policy, tax or no tax. Big cigars are too much for the puny smokers of the present day, anyway.—Holyoke Telegram.



Our Family Tree was a Tobacco Plant

ASK DAD - HE KNOWS!

No. 1
of a series of talks on
Sweet Caporal Cigarettes

By

Irvin S. Cobb

I THINK there must be a whiff of tobacco in my blood. Fact is, I'm sure of it. My great-grandfather, a Vermont Irishman, went South in a wagon after the Revolution and he raised the first tobacco that was raised for export in what is now



called The Black Patch of West Kentucky and West Tennessee. Wise old Yank, he cured and treated the heavy dark weed after crude processes of his own devising, loaded it on keelboats, floated it down the Cumberland to the Ohio, down the Ohio to the Mississippi and down the Mississippi to the Gulf, where he trans-shipped to sailing vessels and sent his cargoes out to the Gold Coast of Africa to be bartered off for ivory and gold dust. I understand that, dealing with black tribesmen, he rarely got the worst of a deal. For if he was an Irishman, he also was a New Englander. He laid the sills for a substantial fortune.

His son, my grandfather, was a planter, a factor, a re-handler of tobacco; and on the side a merchant and a banker and a steamboatman. His small fleet of stern-wheelers, manned by crews of his slaves and mostly captained by his own kinsmen, carried tobacco of his growing and his neighbors' growing to the city markets of the Southwest.

For his day he was a rich man until the Civil War came along and smashed him up. For he had bought Confederate bonds and had financed a battery of Confederate artillery.

His son, my father, followed in the footsteps of his people. He was a warehouse-

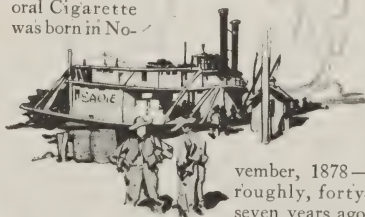
man. Later he was a buyer for foreign governments and for domestic contractors too. He was accounted one of the best judges of types and grades in the district. He smoked incessantly and he chewed frequently.

His son, meaning me, grew up with the smell of tobacco leaf in his young nose, with the jargon of its business in his ears. We lived on a tobacco street in a tobacco town. There was a stemmery on the corner above us, a snuff factory and a cigarmaker's shop down the road and a whole row of warehouses farther along. In the season, the fat hog-heads blocked the narrow sidewalks. I absorbed the romance of the industry—for it is one of the most romantic of industries—along with my hot biscuits and New Orleans molasses. In four generations, I was the first

of the first-born males of my breed to stray from the ancestral pathway.

And now, in a way of speaking, I'm back again in the family line. I have taken on the job of doing a series of signed advertisements of which this is the introductory one. I have declined propositions to turn out advertisements for various manufactured products because I feel I merely would be a hired hand, exploiting this, that or the other thing for so much a word. But I reached for this opportunity. I knew I could put my heart in it—could with sincerity endorse the article I was praising.

From time to time in this space, I'm going to write about Sweet Caporal Cigarettes. The first cigarette I ever smoked was a Sweet Caporal. That must be all of thirty-five years ago. Even that far back Sweet Caporals had been on the market a good long while. Commercially speaking, the Sweet Caporal Cigarette was born in No-



ember, 1878—roughly, forty-seven years ago.

Any product—cigarette or what you please—which stands the tests of time and competition and shifting popular taste for nearly half a century and holds its own and steadily grows in favor is bound to have merits. It just naturally has to have 'em. It shall be my task to try to explain a few facts about these merits.

Thank You.

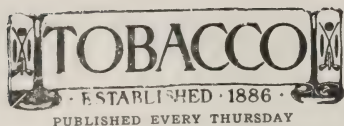
Irvin S. Cobb

P.S. I write one of these articles every once in a while. Watch for the next.

ask Grandad
-he knows
too!



The best smokes he ever had were
"Sweet Caps"
© Guaranteed by
The American Tobacco Co.
INCORPORATED



by the
Tobacco Trade Journal Company
34 North Crystal Street, East Stroudsburg, Pa.

Executive and Editorial Offices:
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Telephone, Caledonia 0560, 0561, 0562

GEO. S. MACDONALD, President NICHOLAS VOLK, Secretary
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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, NOV. 26, 1925

Coming Events

TUESDAY.—Tobacco Table meets at luncheon each Tuesday at the Hotel McAlpin, 34th street and Broadway, New York. New and interesting special features every week. Transients cordially invited.

DECEMBER 11.—Next regular monthly meeting of the Tobacco Salesmen's Association, New York Branch, takes place Friday, December 11, at Hotel Pennsylvania, 7th avenue and 32nd and 33rd streets, New York. There is always something doing when tobacco salesmen get together. See them in action. Better than a circus!

DECEMBER 28 and 29.—National Board of Tobacco Salesmen's Associations to meet in annual convention December 28 and 29 at the Hotel Pennsylvania in New York. Salesmen representing every branch of the tobacco and allied industries are cordially invited to attend these important sessions.

DECEMBER 29.—The annual dinner and dance of the Tobacco Table are to take place at the Aldine Club, 200 Fifth avenue, New York, Tuesday evening, December 29. Note the place selected for this joyous event: where All Dine, and likewise Dance, provided none dine not wisely but too well. The latter contingency is liable to happen, inasmuch as an abundance of excellent grub is assured by those in charge of the gastronomic division. A pleasurable time is promised to all who may have the good fortune to be present on this festive occasion.

JANUARY 25 to 30.—The Tobacco and Allied Industries Exposition, January 25 to 30, inclusive, 1926; Grand Central Palace, New York City, under auspices of the Allied Tobacco Exhibitors' Association, whose executive offices are in the Hotel McAlpin, suite 334, New York. Telephone, Pennsylvania 5700, extensions 332-334-336. Call or write, Harry A. Cochrane, managing director; Asa Lemlein, business manager; S. W. Levine, president. Get busy, and arrange to feature your products where they may be seen and inspected by many thousands of potential buyers. Do your part. Help to show the world the vast importance of the tobacco and allied industries.

Where is Havana?

In an obscure spot in New York State there is a small town named Cuba. It is in Allegany County, and there are eight other towns in the United States named Cuba, too.

Besides this, there are seven places in the various states called Havana. But the only Havana entitled to the name, other than the original city of the Island of Cuba, is right here in the American City—guess what?—yes, you are right—it is New York!

This is so for two main reasons. In the very first place there are almost as many

Cubans in New York City as there are in many of the smaller Cuban cities.

In the very next place the City of New York actually produces more Havana cigars than any other American city, and almost so many as are made in any one spot in Cuba.

All this gives New York title to the name of Havana as applied to cigars. More than this, there is undoubtedly more real Havana tobacco shipped to, and passing through, the port of New York than to any other port in the world.

Week by week, or day by day, the importation figures prove this. They also verify the frequently made claim that New York City sells more genuine imported Cuban cigars than any other city in America.

Smokers in New York are keen in their individual discrimination of cigars. They know what Cuban tobacco is. They know what a Havana cigar is. They know the difference between clear Havana cigars and those of similar content, but of various types of domestic and foreign tobaccos.

In the leaf sections of New York City, notably along Water, Pearl, and Front streets and Maiden Lane, there are almost as many leaf tobacco men handling Havana tobacco as there are in the city of Havana itself.

Many of these men are more than mere leaf tobacco dealers. They are growers, packers, dealers in vast quantities of Havana tobacco from plantations which they control, own, or at least have an important voice in.

Tobacco from all over the world is sold in New York City by numerous dealers and brokers. But the cigar leaf types which appeal to New York City also appeal to the rest of the United States.

Result of this is the dominance of the Havana markets by New York City men. They sell Havana tobacco, and they believe in it. They not only believe in it, but they advocate its use, day by day, to cigar manufacturers from all over the continent of North America—Canada included.

Other cities may be more influential in the varied crops from other countries and states. Other cities may have valid claim to superior marketing advantages for Sumatra, for Java, for Connecticut, for Pennsylvania, for Ohio, for Wisconsin cigar leaf.

To New York City, though, come the leaf buyers for Havana tobacco—unless they go to Cuba itself for even larger lots.

Inquiry, then, would seem to indicate that there is another Havana in the United States—and that Havana is right here under our very windows—New York!

Florida's Fountain

Ponce de Leon's judgment has been verified. His somewhat colorful and fantastic belief that the much sought Fountain of Youth might be found in Florida is at last proven true!

It is not, however, the fount of renewed vigor emanating from the waters of a fairy spring. And it is not the agreeable climate of Florida for those of age or youth who travel there in multitudes from all sections of the world.

Neither is the famed fountain of Ponce's imagination to be discovered for this generation in the enormous appreciation of land values, resulting in the present active market for Florida real estate.

No, none of these things are at the base of the structure where youth and hope eternally spring. Age may seek youth, you may seek age, but the hope of mankind lies in other lines entirely.

It lies, in fact, in the direct path of industry. Youth progresses with industry, age retains its youthful spirit when actively engaged in the renewable fountain of industry.

So, then, Florida is really, in proportion to its growing population, quadrupled in the past

five years, the actual fount of this youthful idea of fountains—work.

Work in Florida is possible in many factors. Five years ago there were 2,582 producing plants in Florida. They produced more than two hundred and thirteen million dollars worth of merchandise then. They provided employment for thousands of operatives.

And eleven per cent of these factories were cigar plants. Two hundred and eighty were made cigars in Tampa, Jacksonville, Key West and in various other Florida centers. Thirty cigar factories produced thirty-eight million dollars' worth of cigars and other associated products. This represented eighteen per cent of the total manufacturing production of Florida.

That was a fair record then. It has been exceeded—and it will be exceeded again! It will be exceeded, too, by the precise idea of Ponce de Leon's search—youth!

For it is in youth that Florida excels. Perhaps it is the climate, perhaps it is the opportunity, perhaps it is the determination of the Florida cigar manufacturers themselves. At whatever, it may be, Florida surely enjoys unequalled attraction toward the largest cigar production in the United States!

Good cigars, brands of national eminence, are made in Florida. Smokers, retailers, buyers everywhere demand them. They are the source of much delight and considerable profit to the trade.

Nothing can overcome the preponderance of such an exalted situation except two things—labor and price.

If it is possible for the Florida manufacturers to continue the production of their present supreme quality cigars at anywhere near normal prices, there is no limitation to Florida's growth as a cigar state.

Labor—and perhaps the current boom conditions—affect the situation materially. But if some sort of reasonable regulation of these involved problems can be assured, Florida will expand as the cigar market is already expanding all over the country.

Ponce de Leon sought youth. Youth exists in Florida. And all that Florida seeks is the continued opportunity of presenting to the world the real Fountain of Youth—cigars of time-peached merit!

Cuba's Twenty-Seven Year

It is now just about twenty-seven years since Cuba Libre became a fact by the signing and sealing of the treaty of Paris on December 11, 1898.

Four hundred and six years previous to that time the island was free, too, under the administration of the contented Cubican and Siboney Indians.

But when Columbus claimed the land for Queen Isabella of Spain he did not realize the possible progress of the island, and the accompanying desire of the future inhabitants to have a government of their very own.

With this initiation of their own control of affairs in Cuba, the business of the island rapidly increased. In twenty-seven years, it may be said, since freedom was restored to Cuban rule has been accomplished for the land of the Cubans than in the entire four centuries of Spanish rule.

This development has been in many ways many lines of trade. Tobacco is one. About fifty million dollar crop in Cuba. About one-half of this comes to the United States.

Notwithstanding the action of the American protective tariff, with its \$2.10 the pound on cigar wrapper tobacco, and \$4.50 the pound on cigars, plus twenty-five per cent ad valorem, the total trade in tobacco and cigars with Cuba has been remarkable, considering the decrease in home consumption of cigar leaf tobacco and the increased product itself.

Perhaps the twenty per cent reciprocity clause has something to do with America's patronage of Cuba. Perhaps, though, it had not so much to do with this continued patronage as politicians may suppose. Perhaps, in the instance of tobacco, it was just merit, just that.

Alhough, Cuba has prospered in twenty-seven years. There have been seasons and years when this prosperity was not apparent. But that, of course, is true of all the world.

Twenty-seven years ago the tobacco business, as far as cigar tobacco goes, was in better shape than it is today. Twenty-seven years ago the demand for Havana leaf was offset by conditions of war.

For generations, though, long before Cuba was free, long before Cuba became a very attractive garden for Americans to live and play in, the smokers of this country fully realized that the supreme tobacco and fine cigars originated in Cuba.

All the world knew the very same thing. From Spain to England the European markets demanded Havana cigars. For quality, for craftsmanship, for standardization this was so. They recognized Cuban merit—and does yet in far more substantial spirit than America. Part of this was so, quite likely, because the Cuban produced fine cigars itself. And, almost invariably, those fine cigars were—and are—made from Havana tobacco.

No matter where the finished cigar originated, whether in Key West, Tampa or New York, it has long been true. Cuban tobacco and the hand workmen have been recognized as superior.

Cuba is proud of this. Cuba is also proud of the maintenance of these evidences of perfection in the twenty-seven years since she has been free to regulate her own affairs.

When many generations of troubles and trials preceded its independence, Cuba now starts its twenty-eighth year of freedom in far better shape for improved business than it ever has before.

And one of the happiest indications of this improvement is the present outlook for a steadily increasing market for Havana tobacco and Havana cigars.

Budget Bludgeons

If the cigar manufacturers of the United States think their work of reducing the cigar tax is now completed they are mistaken.

No matter what the dominant Ways and Means Committee whips into shape for the final version of the assembled Congress next month cannot escape the budgeteers.

In Congress, as everywhere else at present, the sticklers for budget requirement are numerous. They say this and that department of government needs so much money. It is listed in the budget—or it will be so listed.

So Congress has to provide that money. And it is the Ways and Means Committee, from the very meaning of the title, which defines the revision.

Many political calls, therefore, will be made on the busy Ways and Means. From all over the nation will come demands for the deepening of this and that creek, the appointment of this or that assistant postmaster.

It must be done for fence building purposes and politics—and it invariably costs much money. Cigar manufacturers, leaf men—all interested in the reduction of the overburdening cigar tax then, must be, like D'Artagnan on guard!

Simply to receive the preliminary approval of the Ways and Means group is not enough. The boosters will be many and varied, and the bludgeons to be employed to retain taxes and the required cash, will be of original and assorted varieties.

And they will crop up when the trade is least dependent of it, too. Little local matters, they are called, absolutely essential for the benevolent well-being of certain congressmen. These

congressmen have the votes, it must be remembered, and it is they, as a whole, who will decide the fate of the cigar industry.

It is immediately required, therefore, to keep an eye on the budget—and the other eye on the appropriation bludgeons!

Too Many Dummies

Cigar stores, all over the country, seem to have a lot of trouble with their windows. That is, their window displays. For, no matter where you look, you see the result of a too hurried attempt to make a showing without much consideration.

Even the chain stores are guilty of this. Their displays have deteriorated. When they commenced to bank up their windows, some years ago, they invariably used clean, new merchandise.

Now, mere dummies are substituted. And it is the same with the majority of all cigar stores. There seems to be a notion in the trade that the smoking consumer is not very keen on this substitution.

But he is. Only recently the remark was made by several different men outside the trade that this era of cheap display is injuring the possibilities of every tobacconist who indulges in it.

And they cited instances. They spoke about certain cigar merchants who usually "filled" their windows in this manner. Then they mentioned one other unusually conspicuous case where *real* stock is always shown.

Difficulty with this genuine stock appears to be that it spoils easily, especially under the summer sun. And in the cold of winter the material also dries, and is thus ruined.

Nevertheless, the dealer referred to, as an exhibitor of fine goods, was said to be satisfied that his losses in this way were practically nothing.

This was so, he said, because he arranged to change the displays almost daily. And he had five windows to alter, too!

But the work was usually accomplished during the evening hours, when business was slow and the clerks idle.

And everybody helped. Those who could not decorate were assigned to clean stock before and after using it in the display. Every item utilized was not merely dusted very carefully, but it was inspected by the proprietor or his manager.

Cigars which had been used in the windows, open for twenty-four hours, were immediately resealed and placed in the humidor. Cigarettes and tobaccos received the same essential treatment. Pipes and other stock, which had tarnished or appeared to be just a trifle window worn, were instantly restored by these clerks, who did not trim, or help to trim, the displays.

In this way the job of window dressing was accomplished in a very short time. And everything used in the showings was replaced in stock in a spick and span condition.

No dummies *ever* were used. This proprietor would not consider it. And no window card or sign except of his own construction *ever* was used.

Result, his windows were, and are, invariably interesting. So interesting, in fact, that the same people passing the store two or more times a day frequently say they never fail to stop and examine the newest merchandise.

And the dealer is, therefore, successful. More successful, he thinks, than he would be if he used subterfuges like the too evident dummies, which have no particular appeal to any except the careless eye of the hurried smoker.

Smokers are hurried, too. Particularly in the great cities, where time is more than money. And money, by the way, is the very thing window costs.

Proof of this is found in a very recent statement of one of the chain cigar systems that

more than *seventy* per cent of the rent of each store is charged to window space!

Full, fresh stock then—not necessarily in quantity—is exactly what the price of such space demands. Nothing else will do. And the built-up, banked-up window, of the prevailing English style, is not as necessary as some expert window trimmers seem to think.

Some of the breast high, jeweler-like trims, with a quietly and finely balanced showing of new goods or leading brands in *not* too great profusion, the far more effective in direct sales to the smokers who *buy* good stuff.

Dummies are all right in their place. And their place is, perhaps, in the windows of such dealers who have not the time nor patience to dress a business-bringing display!

Turning the Tables

In olden times a tobacconist was just that, and nothing else. In every other line of business this also held good. Pharmacists sold just their own medicinal preparations or prescriptions. Grocers sold provisions. Clothing stores sold clothing. And so on.

Now all this is changed. Druggists were probably among the first to realize the tendency of the times. They began to sell novelty supplies entirely out of their legitimate drug lines, but of necessity and convenience to their trade.

They seized upon the goods, it seems of the stationer. They took over the lines of the electrician. They appropriated the stock of the grocer.

Dealers in other trades were slow to imitate or retaliate. They complained about the drug invasion of their individual lines, but they delayed in action.

But the department stores came along, eventually, and they improved upon the druggists' plan. They sold, originally, draperies—cotton, woolen, silken goods, laces, and other requirements along those lines.

Then they gradually added everything from toys to tobaccos. It was an immediate success. And there followed the repetition of the practice by retailers in all lines, even the corner grocer.

This corner grocer has at last awakened! He is, in fact, turning the tables on his ancient competitor, the druggist. In many modern grocery shops now there can be purchased the specialties long looked upon as drug items.

Malted milk, for instance, was first a drug store preparation. So was condensed milk. So were moth balls, fly paper, exterminators of all sorts. Extracts, too, originally were controlled by the pharmacists, as were the expensive soaps, toilet preparations, and other similar items.

But the grocers had to do something! They had to fight back, and that is the way they fought. They took possession of the very things they were entitled to sell. And they sold them once again at a profit, long thought to be the sole profit belonging to the drug trade.

In things like this there is a lesson for the tobacconist. Some cigar store people have already realized this. They are now selling many things men need and call for. They have found a profit in these articles. It has helped to swell receipts and increase the gross margin.

But there are other stock items a cigar store may sell with propriety. He may sell, in fact, anything a man needs. Yet there are several distinctive things men go to druggists to buy which could just as readily be sold by their tobacconist.

If the drug store man has invaded the cigar field, the cigar man can invade the drug field. Turning the tables is no trick at all—it is a simple business necessity if the cigar man is to survive as a merchant.

And when any other tradesman cuts into the business and profits of the cigar store proprietor, don't turn the other cheek—but turn the tables!



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ling not oftener
than once a year.
Desk Set with
green cased glass
Lamp has adjust-
able shade.

S. E. GUINN MANUFACTURING CO.
JOHNSON CITY, TENN.

Philadelphia Busy Now and Expects To Be Busier

Cigar Manufacturers Anticipate More Improvement with Reduction—Eisenlohr Produces New Nickel Cigar—Trebrow Very Busy—Vice-Pres. Paley Returns.

PHILADELPHIA, Pa., Nov. 23.—While the trade is busy with its present day booming market for all grades of cigars, the manufacturers are cheerfully looking ahead to the brighter future of the industry when the new year dawns. This is predicted when the result of the proposed slash in taxes that have burdened the business since the war. The manufacturers are jubilant in the hopes that they may be in a position to pass along to the smoking public a better product for the money than they have been able to produce in the past. Manufacturing has been restricted on quality cigars as a result of the taxation.

Now that they are assured of reduction in levies, their attention is being directed to quality production and lower values likely to effect an old time boom for cigars which have been materially supplanted in recent years by the paper wrapped smokes.

It is believed that tax relief will enable the production of a good old time five center, which in former years enjoyed the broadest distribution in the cigar industry. This popular size will help solve the problem of bringing the cigar back to its former prestige in the favor of the public on a parity with the now favored cigaret.

Manufacturers Rushed

Meanwhile, with the anticipated prosperity a matter of conjecture, the trade is speeding along in its merry hum of operations with all the larger producers working at capacity in their plants scattered throughout the city and in outlying districts.

Nationally prominent cigar manufacturers are concerned with getting their far western distributors stocked with holiday goods so that they may be able to take care of the growing requirements of the eastern states, now beginning to pile up headquarters.

New Eisenlohr Brand

There was introduced to the trade this week a new addition to the smokes manufactured by Otto Eisenlohr & Brothers, 932 Market street, in the form of a first rate five cent proposition to be known as the Henrietta Junior. This latest of Eisenlohr products is of the same excellent quality for which its forerunner in title, the long established higher priced Henrietta, has been noted.

It has good proportions in shape, and comes attractively packed in one-tenths and one-twentieths. The local offices are exceedingly pleased with the warm welcome given the new size, and are speeding to the trade a gratifying volume of initial shipments.

Another new Philadelphia made cigar, that has been most heartily appreciated by the Quaker City retail trade, is the recently introduced two for twenty-five cent invincible shape Manuel. It had a birthday party simultaneously with the big get-together banquet held at the Mazer-Cressman headquarters here at 1711 Vine street two weeks ago.

General Manager Joseph Garvett has been receiving numerous complimentary letters from dealers expressing their pleasure with the sales possibilities of the latest of Mannals, and stating that customers are calling for that "New Manuel" so frequently that they are urgently in need of larger shipments to take care of the growing demands.

The Manuel Invincible Manager Garvett states, has been more readily placed in the retail shops than any other two for twenty-five size manufactured by the firm. Its repeat orders far exceed the most hopeful anticipations of its manufacturers. It is to be introduced to the South Jersey territory this week by that well known traveler for the company, W. H. Bunning, for many years affiliated with the sales organization.

El Trebrow Factory Busy

With a rushing holiday demand eman-

ating from its western dealers, the El Trebrow Cigar Company, 121 North 10th street, is kept at full speed opening hustling orders for its El Trebrow trade in that section. All the sizes in demand for the Xmas season, and special holiday package is most popular for gift purposes as an attractive souvenir's remembrance from the cigar corner.

Although Sales Manager Tom H. Dean, of the G. H. P. Cigar Company Third and Brown streets, had anticipated a return visit to headquarters this month, he has been obliged to postpone his trip because of the prospect of the Florida winter resorts. There is a heavy order list there for the Producto among the dealers of the southern pleasure grounds. He will remain in that state until early December, when he will journey north to participate in annual holiday festivities at the G. H. P. Company, which rule the yuletide season at the main offices here.

William Paley Returns

Just returned from a round of the metropolitan centers of the middle west, Vice-President William Paley, of the Congress Cigar Company, Third and Spruce streets, reports a booming business for the holidays for the line cigarettes in the sections visited.

With Cleveland, Chicago, Pittsburgh, Indianapolis, Minneapolis and St. Paul all proclaiming the most prosperous season for Palinas since their introduction, not quite a year ago, he returns to headquarters elated with the growing popularity which the paper rolls of the Congress products have made in his last visit to those cities several weeks ago.

West Philadelphia's own special product, manufactured by Joseph N. Bloomberg, 5428 Chester avenue, rapidly gaining a broad patronage in the western residential section of the city. Proprietor Bloomberg has been building up for the past six years a following for his own special brand, Artist Pie, in blunts and perfectos; the former in eight center, and the latter a ten cent size, and has attained a decided successful business in these goods. Barney Borish, among the old time sized manufacturers, who have been brisking up on holiday orders for his own brand, Philadelphia, Life, manufactured in the factory at Seco and Arch streets. A special holiday doing of twentieths is being produced for the Xmas trade, in all the sizes for the ten center and upward.

Tatavull Looked Over Cui

Having spent several weeks in the Cuban tobacco fields on a buying trip, President John Tatavull, of the Fra & Pena, Inc., 1536 Columbia avenue, has returned to the manufacturing district here while the Cuban tobacco harvest he bought freely of the new crops of Havana, to be used in the manufacture of the brands that have been manufactured by the firm for a great many years in the Mi Ydilio, Mi Esco and the Beldad.

Edward Tatavull, vice-president of the firm, who has been spending a past three months in California, also has been in the city helping out on the holiday orders for the Fra & Pena Havanas.

The Fra & Pena Company, one of the old time high grade Havana cigar manufacturers, and long has enjoyed an excellent patronage among the tobacco

(Continued on page 80)

**PRINCE
ALBERT**
—no other tobacco is like it!

A Few Words of Thanksgiving from An Appreciative and Thoughtful Throng

ANSING, Mich., Nov. 21.—John Wilkins has opened a cigar store here at 11 East Allegan street.

MONMOUTH, Ill., Nov. 21.—James Galloway and George Karas, in the cigar and lunch business here, at 115 West First avenue, have recently opened this store. Mr. Karas has a similar business at Jalesburg.

ELGIN, Ill., Nov. 21.—Charles L. Vandevs has purchased for \$10,000, at a receiver's sale here, the business of Ray M. Brown, in the cigar, stationery and bill line, at 14 Douglas avenue.

MISSOURI VALLEY, Ia., Nov. 21.—Augustus Johnson is to open a cigar store here very shortly.

WENTFORD, S. D., Nov. 19.—J. E. Weinstein has opened a cigar and billiard room here, and is now in the market for additional fixtures.

LIBON, Mich., Nov. 21.—Charles Florence has opened a cigar store here at 07 West Porter street.

ELGIN, Ill., Nov. 21.—Joseph Keeger, 21 East Chicago street, this city, in the cigar and confectionery business, is to build a new structure for this store very shortly. George Morris is the architect, and details of construction will follow shortly.

IDDLEBORO, Ky., Nov. 21.—S. Williams has purchased the cigar and lunch business here of Nicholas Hill, and will operate it as the Wabash Cafe.

AKER, Mont., Nov. 18.—James Owens and P. J. McArthur have purchased the cigar and confectionery business of McArthur & McRae.

AS CITY, Inc., Nov. 21.—Ora Kirby has purchased the cigar and confectionery business of Roscoe Crosby.

CHICAGO, Ill., Nov. 21.—Ann's Sweet Shop is to open at 2750 West Sixty-first street, in this city, with a complete line of cigars and confectionery.

PORT CLINTON, O., Nov. 23.—A. G. Fes is to open a cigar and confectionery store here just as soon as alterations are completed. He is now in the market for fixtures and stock, and has \$2,000 to invest.

ABURY, Ill., Nov. 21.—H. T. Jefferson has purchased the cigar and billiard business of Roy Dixon.

ASADENA, Cal., Nov. 17.—John A. Sproner, 30 East Union street, this city, is reported to have assigned to L. Bortel, upon his cigar and billiard room business.

MINNEAPOLIS, Minn., Nov. 21.—Schmidt & Schuster have opened a cigar and lunch room at 420 Hennepin avenue.

LUNISING, Mich., Nov. 20.—John Seglin has purchased the cigar and lunch business of H. C. Slatts.

MILFORD SPRINGS, Ark., Nov. 20.—N. L. Haffer is to open a cigar and lunch business in about one week.

JANESVILLE, O., Nov. 21.—Roby Cigar Machine Company has been incorporated in this state. The capital stock is \$50,000.

W. & R. Cigar Company has been incorporated in New York State for \$20,000 by W. and M. and H. A. Rogers, of New York. A. A. Berg, 110 William street, New York, acted as the attorney.

MURRAY LAMBECK, 43 Whitehall street, New York, in the cigar and novelty business, has had a custodian appointed under \$500 bond, in the person of Bertha Rembaugh, under authority of Judge Hand, of the Federal District Court.

TORONTO, Can., Nov. 21.—American Beauty Cigar Company is to erect a two-story warehouse costing \$20,000 on Daniel street, near Fourth.

LOS ANGELES, Cal., Nov. 17.—American-Cuba Cigar Company of this city has been incorporated by J. S. Gaste and A. Gaste, of this city, and Frank Kass, E. L. Flannigan and Arthur Bauman, of Santa Anna. It is capitalized at \$16,000.

BOSTON, Mass., Nov. 23.—Daniel Frank & Company, 95 Milk street, this city, will occupy 95 Milk street for their cigar business in about two weeks.

BIG POOL, Md., Nov. 23.—Bruce N. Snyder, in the cigar and grocery business here, had his store destroyed by fire last week.

SOUTH GARDNER, Mass., Nov. 21.—William A. Winters, 32 East Broadway, this city, has purchased the business of Samuel Friedburg in cigars and confectionery.

MIAMI, Fla., Nov. 21.—J. K. Fink, operating the Rex Cigar Store, northeast corner of East Flagler street and First avenue, this city, must vacate at once as the lease has been sold. He will shortly reopen in another location.

BROADALBIN, N. Y., Nov. 21.—John J. Green, of Main street, suffered a loss of \$8,000 on stock and building by fire in his cigar and lunch room here. He will immediately rebuild and is now in the market for new stock and fixtures.

PHILADELPHIA, Pa., Nov. 21.—A. Raiser is negotiating to buy the cigar store at 2800 Poplar street from William Greenberg.

WEATHERLY, Pa., Nov. 23.—Fred Ackerman has opened a cigar and confectionery store in the Holam Building.

DANBURY, Conn., Nov. 23.—Michael J. Howard has purchased the cigar and billiard business of Samuel Ameen, at 9 Elm street.

TOLEDO, O., Nov. 21.—James A. Corbin, 928 Phillips avenue, this city, has purchased the cigar business of L. E. Miller.

WILLIAMSPORT, Pa., Nov. 21.—John C. Gray suffered a loss of \$5,000 in a fire which destroyed his cigar and confectionery business. He will immediately remodel and resume business, and is now in the market for new stock and fixtures.

IONIA, Mich., Nov. 21.—Anthony Scully will move his cigar store from 351 West Main street to 108 South Steel street.

CHICAGO, Ill., Nov. 21.—Henry Shukas, 3901 Lake street, is to erect a two

store and apartment building for his cigar and confectionery business, at the north west corner of Hamlin street and Park avenue, to cost \$225,000. Architect Charles H. Lenseke.

SAN FRANCISCO, Cal., Nov. 18.—L. R. Kelly has purchased the cigar store of Otto Fischer, at 44 Fourth street, this city.

COLON, Mich., Nov. 21.—W. E. Wilder and N. W. Burnett have purchased the cigar and billiard business of J. F. Haack.

TURNER'S FALLS, Mass., Nov. 21.—Arthur Miner has purchased the cigar business of his father, Joseph T. Miner, on Avenue A.

STEVENS' POINT, Wis., Nov. 21.—Peter Maros, 125 Strong avenue, operating a hotel here, will add cigars and confectionery, and will open in about one month. He is now in the market for fixtures.

PHILADELPHIA, Pa., Nov. 23.—Charles Blitz has purchased the cigar business of S. Baratz at 2435 Gray's Ferry Road, this city.

EUREKA, Cal., Nov. 17.—Vern E. Moore has purchased the cigar and confectionery business of Virgil M. Bladdock.

WALDRON, Ark., Nov. 20.—William Vice is in the market for plate glass cigar cases. He sells cigars and auto supplies.

Nachem Burnstein, 1004 Simpson street, New York, has leased the store 1761 Madison avenue, and is to open a new cigar and confectionery business.

L. Nasanowitz and L. Rockfield, operating as the Tremont Stationery & Cigar Store, 480 East Tremont avenue, New York, are reported bankrupt. An involuntary petition has been filed.

PHILADELPHIA, Pa., Nov. 23.—Benjamin Green has purchased the cigar business of Julius Feldman at 2826 West Huntingdon street.

GREENWOOD, S. C., Nov. 21.—W. H. Yeldell, operating as the Carolina Cigar Company here, has increased his capital to \$10,000.

PASSAIC, N. J., Nov. 23.—Morris Grier, 681 Main street, this city, in the cigar and stationery business, is reported an involuntary bankrupt. Liabilities are \$30,000 and assets are \$12,000.

PHILADELPHIA, Pa., Nov. 23.—Isaac Slikin has purchased the cigar business of Edward Ramberg, on the north east corner of Ridge street and Girard avenue, this city. Blau Brothers, 1420 Chestnut street, were the brokers in the transaction.

SALEM, Ore., Nov. 18.—T. J. Turner has sold his cigar and grocery business here to the Parish Grocery for a consideration of \$4,000.

Heights Cigar Store, Inc., 1819 Broadway, New York, has been incorporated by R. L. Alexander et al, care of attorney J. T. Goldberg, to deal in cigars, confectionery and stationery, with a capital of \$10,000.

CLEVELAND, Ohio., Nov. 21.—A. S. Schulte is to open a cigar store at East Ninth street and Vincent avenue, this city, very soon.

SULLIVAN, Ill., Nov. 21.—E. J. Linville has purchased the cigar and billiard business of J. W. Cazier.

SYMER, Wis., Nov. 21.—James Brown has opened a cigar and soft drink store in this place.

STURGEON BAY, Wis., Nov. 21.—Michael Klinkenberg has purchased the cigar and billiard business of the Behringer Billiard Hall.

NORTH FOND DU LAC, Wis., Nov. 21.—Alexander Seitz, 727 Wisconsin avenue, this city, has discontinued his cigar and billiard business.

FORT WAYNE, Ind., Nov. 21.—J. E. Gage has purchased the cigar and restaurant business of Henry A. Wielke, Calhoun and Columbia streets.

JERSEY SHORE, Pa., Nov. 23.—W. C. Runyon, 247 Allegheny street, is to open a cigar and drug store here in about two weeks.

ATLANTA, Ga., Nov. 21.—Peter Alexander, Ivy and Houston streets, this city, is reported to have failed in the cigar and confectionery business. Liabilities and assets not mentioned.

DES MOINES, Ia., Nov. 21.—P. O. Pool Hall, 200 West Walnut street, this city, has opened a cigar and confectionery business, including a billiard room.

GALVA, Ill., Nov. 21.—Carl Magnusson, Main street and North West Second avenue, in the cigar and lunch business here, is erecting a new 22 x 40 building.

LIBERTY, Mo., Nov. 21.—W. J. Ellington has purchased the cigar and grocery business of O. O. Moffett.

CHICAGO, Ill., Nov. 23.—George Benson will open a cigar and confectionery store at 5820 South Western avenue, this city.

NORTH WHITE LAKE, N. Y., Nov. 23.—Robert Rhyme has opened a cigar and billiard room here.

OLD FORGE, Pa., Nov. 23.—Jean Marshall has purchased the cigar and billiard business of the Belvedere Restaurant, at 1000 Main street. Post office address, Scranton, Pa.

ELLWOOD CITY, Pa., Nov. 23.—Walter Harris, operating as the Ellwood City News Company, 504 Lawrence avenue, is moving his cigar and news business to 425 Lawrence avenue, which are much larger quarters.

PEARL CITY, Ill., Nov. 21.—Woker & McKenzie has purchased the cigar and lunch business of W. R. Woker.

DAYTON, O., Nov. 23.—John Karpur, 2203 Home avenue, this city, has just opened a cigar and lunch room.

EUGENE, Ore., Nov. 17.—Wayne Willoughby, 721 Williamette street, has purchased the cigar and confectionery business of C. K. Branstitter.

Agents, Salesmen, Demonstrators
BIG PROFITS, Selling Ray-O-Lite Pocket Cigar and Gas Lighters—No Friction
Packed in Counter Display Boxes
Deposit with all C. O. D. orders
1 Sample 50 cents; Per Dozen \$2.50; Per Gross \$28.00
RAPID MANUFACTURING CO.,
799 BROADWAY
NEW YORK

ESTABLISHED 1854
THE JOHN BERGER & SON CO.
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A mild but aromatic filler
that gives the quality
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white ash that does not
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The quantity available is
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George M. Wood & Son

Packers of Leaf Tobacco

Elmira, New York

Warehouse, Wellsburg, N. Y.

Burley Marts Pushing Opening Plans

LEXINGTON, Ky., Nov. 23.—Both Burley and independent tobacco growers are preparing for the opening of the delivery season in the Burley district December 1. Registration of pooled tobacco for delivery the first week in December started today at Lexington receiving plants and will start at all other points in the Burley district this week. This registration is for the purpose of avoiding the rush which attends the opening of the markets generally and to enable graders of the Burley association to have ample time in which to grade accurately the crops of the poolers.

In regard to the opening of the independent markets December 1, the Lexington Herald says:

Lexington, once the largest loose leaf tobacco market in the world, will begin its sales of burley grades over the floors of five independent warehouses Tuesday, December 1.

The sales will begin at 9 o'clock in the morning. The opening sales will be held at warehouses yet to be selected by drawings among the warehouses November 30 or the morning the market opens.

All of the large tobacco companies of the country will be represented by buyers on the warehouse floors. Two sets of buyers will work during the season and will remain at work as long as the volume of tobacco on the market justifies their presence.

Five independent houses will open their doors on December 1 for sales. These are the only warehouses in the city not operated by the Burley Tobacco Growers Cooperative Association. The houses which will conduct sales are the New Independent warehouse, the Virginia Avenue warehouse, the People's warehouse, the Geary warehouse and the Jewell warehouse.

The floors of the five houses have a capacity of approximately 1,250,000 pounds of tobacco a day. Officials of the various warehouses yesterday estimated that approximately 500,000 pounds of tobacco were already on the floors of the houses with further shipments being received daily. All floors are expected to be loaded to capacity when the sales are formally opened.

The heads of the independent houses yesterday expressed the belief that Lexington's market this year would be unusually strong. They predicted good prices and intimated that in their opinion the sales of the coming season would exceed those of last year. During the season last year approximately 20,000,000 pounds were sold over the independent floors for an average of 22 cents a pound.

A majority of the tobacco already at the independent houses for sale has come from growers in Fayette county and one or two other surrounding counties. The volume of receipts is expected to continue to increase daily and when the season opens almost every central Kentucky county is expected to be represented by tobacco on the floors.

All of the houses are open daily except

Sunday to receive tobacco from the independent growers.

Independent warehousemen yesterday expressed the opinion that the crop this year would be considerably under the production of 1924. The poundage also expected to be lighter. While there is a considerable quantity of poor tobacco, the better grades have maintained a high average of production. The drought of last summer damaged the crop considerably in many sections central Kentucky, according to warehousemen. —J. S. P.

To Protect Rights of Loyal Poolers

LEXINGTON, Ky., Nov. 23.—From action to protect the interests of the loyal members of the Burley Tobacco Growers' Co-operative Association from the damage that might be done by the organization by contract violations by disloyal members will be taken by the legal department of the Association, according to announcement made here today. In a letter from the resident counsel to local attorneys of the Burley Association, it is made plain that "any member who breaches his contract by selling over the loose leaf floors will be proceeded against. Damages and injunctions will be sought to prevent threatened breach. Especially does the Association desire to prevent and punish the illegal operation of speculators in buying tobacco contracted to the Association and the selling of such tobacco by loose leaf warehousemen. The Bingham Act provides heavy penalties for such offenders and violators will be proceeded against by warrant and indictment. Likewise the Statute requiring warehousemen to post lists of names of owners and producers whose tobacco is sold over the floors will be enforced and any person guilty of selling tobacco in a false name will be prosecuted by warrant and indictment." —JAYESSPEC.

Owensboro Outlook

OWENSBORO, Ky., Nov. 23.—There is little to advise in trade circles beyond the reported sales of several lots of association tobacco.

Seasonable weather has given farmers opportunity to prepare much of their tobacco for the market and the should be liberal offerings of the crop on the opening sales, Monday, Nov. 30th.

Six loose leaf floors will operate this year.—MORELAND, WITHERS & HIGGS.

Baltimore Manufacturer in Gotham Town

Growth of business at the El Principal factory of Heineman Brothers, Baltimore, Md., compels M. Heineman to come to New York again in search of additional leaf tobacco.

Trade Fine with Nichols

Business in general, and especially in Belinda cigars, is very good, reports E. Nichols from his central western territory.

DARK TOBACCO

The Dark Tobacco Growers Co-operative Association — a selling organization for 70,000 tobacco growers of Kentucky, Tennessee and Indiana, with headquarters at Hopkinsville, Ky., U. S. A.—offers for sale all types of tobacco grown in the entire Dark Tobacco District as mentioned to the right. All tobacco handled and graded by expert tobacco men; prices uniform.

FOREIGN OFFICE

In charge of Mr. W. M. Fallon (formerly with United States War Finance Corporation.) Sentinel House, Southampton Row, London, W. C. I., England.

LIMITED STOCKS OF 1922, 1923 AND 1924 CROPS

Packed in Hogsheads, Air-Cured or Redried and Continental Order. Dry Leaf and Strip for English, Continental or Domestic Trade

ALL TYPES

GREEN RIVER TYPE, Owensboro, Ky.
STEMMING TYPE, Henderson, Ky.
ONE-SUCKER TYPE, Bowling Green, Ky.
DARK FIRED TYPE, Hopkinsville, Ky.
Clarksburg, Tenn., Springfield, Tenn., Paducah, Ky., and Mayfield, Ky.

Jobbers' and Retailers' Department

Conducted by "THE SMOKER"

New Missouri Jobber Puts Men On Road

ST. LOUIS, Mo., Nov. 21.—Salesmen are now starting out for the new Shellack Mercantile Company, 205 East Fourth street, this city, recently established by Ralph Shellack to distribute general tobacco products through this section of the state. Mr. Shellack was formerly in the drug business in Galena.

Fifty-Year Anniversary For Indiana Jobbers

INDIANAPOLIS, Ind., Nov. 23.—In 1875 Andrew Steffen founded the A. Steffen Cigar Company here. He was known as a pioneer manufacturer. Now, after fifty years, the firm is celebrating its golden anniversary under the management of Elmer Steffen.

This celebration is made doubly noteworthy because of the fact that the A. Steffen Cigar Company has been appointed distributor of the brands of the Mizer-Cressman Company, of Detroit, Mich., quite recently. From now on the Mizer brand, formerly sold by the Dehler Cigar Company, will be jobbed in panetela, perfecto, and the new invincible shapes.

Amorita Obtains Very Wide Southern Support

BIRMINGHAM, Ala., Nov. 21.—Since the introduction here of the Amorita cigar, made by Kraus & Company, Baltimore, Md., the W. G. Patterson Cigar Company has obtained a very wide dis-

tribution for the brand. Daniel J. Laurie represented the Kraus factory in the original campaign. Retailers are duplicating upon their first orders, and the consumer demand is visibly increasing.

Coast Jobbers Develop Blackstone Trade

PORTLAND, Ore., Nov. 17.—More Blackstone business is being developed in this territory by Mason, Ehrman & Company, the local jobbers. With the backing of Waitt & Bond, Inc., who make the Blackstone in their two Newark, N. J., factories, the sale of this cigar is surely interesting the retail trade. Considerable display and dealer advertising is the rule with this brand.

Few Private Cigar Brands Now At Schulte's

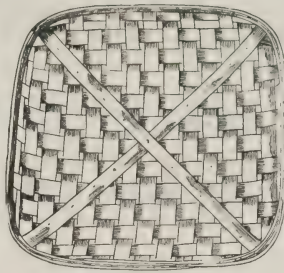
Emphasizing the fact that very few private cigar brands are carried in the various stores of their increasing chain, the Schulte Cigar Stores advertise to serve almost any popular cigar. Seventeen brands are stocked by most of the metropolitan Schulte stores, which are all favorites because of their quality and publicity.

Among this number are Roi Tan Garcia Grande, Blackstone, Optimo, Mi Hogar, Harvester, Primadora, Robert Burns, 7-20-4, Webster, Chancellor, El Producto and Muriel.

Haas Bound for New York

In a business trip covering eastern cities, Malvin Haas, of Cincinnati, is expected in New York very shortly.

LEAF TOBACCO GROWERS, DEALERS, & WAREHOUSEMEN SAVE MONEY AND TOBACCO BY USING



NORFLEET UNIFORM WEIGHT TOBACCO BASKETS

Write for Sample and Price

Norfleet Basket Mfg. Co.
Winston-Salem, N.C., U.S.A.

Toledo Wholesaler Prepares For Holiday Season

TOLEDO, Ohio, Nov. 21.—Business in fancy package goods, in cigars, cigarettes and tobacco—and pipes—is attaining unusual proportions at the local distributing house of C. W. Starr, on Superior street. This will probably be the largest season Mr. Starr has ever had, and the demand already seems to be for the better class of goods. In the retail department the holiday business has not yet commenced, but every preparation has been made to secure a liberal portion of it for the Starr store.

Schulte's October Gain Over Twenty Per Cent

Reports of the Schulte Retail Stores Corporation, of New York, show a gain for all stores of 20.6 per cent. for the month of October this year over the corresponding month of last year. Gross sales were \$3,334,700 in contrast with

\$2,756,531 a year ago, being a net gain of \$578,169. More stores will be opened next year in all parts of the country. About 270 are now in service.

Michigan Tobacco Man Becomes a Banker

GRAND RAPIDS, Mich., Nov. 21.—With the entry of Hugo A. Schneider into the bond department of the Industrial Bank this city loses an old time tobacco man. Mr. Schneider has been secretary-treasurer and manager of the H. Schneider Company, and he recently sold his interests to the Mastiff Cigar Company.

For twenty-five years Mr. Schneider has controlled the affairs of the company bearing his name, which was the same as his father's, who established the wholesale and retail tobacco business here as a partner in 1855. In the seventy years the business has been in operation the trade has grown to very large proportions. Mr. Schneider will be more happy in the banking business, for which he has always had a strong attachment.

STILL THEY COME!

From: **SIDNEY J. FREEMAN & SONS**

"We were so well pleased with the results we received from the last TOBACCO SHOW that we are satisfied that all cigar, tobacco and cigarette people should be in it, and that it is one of the greatest mediums of advertising because you come in direct contact with an enormous amount of consumers.

"The retailers surrounding New York or the Metropolitan district were there in great numbers, and the jobbers and their representatives from as far west as California, as far south as Texas and from the middle western states, were very well represented, and all in all the Show proved a very successful exhibition.

"We believe that with very few exceptions all those that were exhibitors at the last Show will again sign up for the TOBACCO SHOW of next year which we hope will continue in the face of the antagonism or the anti-tobaccoists.

"Wishing you the best of success, we are

SIDNEY J. FREEMAN & SONS."

Manufacturers!

Reserve Your Space for the Coming Tobacco Show

Grand Central Palace, January 25th to 30th, 1926

NEW YORK CITY

and Get Your Share of the Business!

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New York, N. Y.
25 Broadway

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FACTORY AT ROCKY MOUNT, N. C.

BRANCH FACTORIES IN PRINCIPAL MARKETS OF ALL TOBACCO DISTRICTS.

Richmond, Va.,
9th and Main Sts.

All Codes

H. G. Whitehead W. P. Anderson S. H. Anderson
WHITEHEAD & ANDERSON
LEAF TOBACCOS Commission Merchants and Exporters
Specialize Eastern Carolina bright tobaccos, all grades, lowest to highest. In position by reason of close touch with entire trade to furnish on short notice any type tobacco from Bright or Old Belts Carolina or Virginia and all districts Kentucky.
WILSON, N. C., U. S. A. The largest bright leaf tobacco market in the world.
Cable Address: "Dorothy" Codes A. B. C. 5th Ed., Arnolds No. 5, Western Union

Cable Address: WILTBOAC, Wilson, N. C.
WILSON TOBACCO COMPANY
Dealers in **LEAF TOBACCO**
Strips, Scraps and Stems Samples submitted on request
WILSON, N. C., U. S. A.

Cable "Winleaf" Winston-Salem, N. C.—Codes A B C 4th & 5th Editions Western Union
WINSTON LEAF TOBACCO & STORAGE CO., Inc.
DEALERS IN LEAF TOBACCO
Strips, Scrap and Stems. Complete Facilities
Order or Contract Samples Submitted on Request
WINSTON-SALEM, N. C., U. S. A.

Norfolk, Va. Baltimore, Md. New Orleans, La. Paris, France
C. A. SULLIVAN CO., Inc.
44 WHITEHALL STREET, NEW YORK, N. Y.
Export Freight Agents
Specialists in the Handling of Tobacco for Export. Highest financial and Business References.

E. V. WEBB & CO. Cable "IRVINE" Kinston, N. C.
LEAF, STRIPS, SCRAPS AND STEMS
ORDER OR CONTRACT COMPLETE FACILITIES
CORRESPONDENCE SOLICITED SAMPLES ON APPLICATION
KINSTON, N. C., U. S. A.

ANDREW JAMISON, President Established 1885; Incorporated 1910
W. A. ADAMS COMPANY
—BUYERS AND EXPORTERS OF—
ALL GRADES OF OLD BELT
LEAF, STRIPS, SCRAPS AND STEMS
OXFORD, NORTH CAROLINA, U. S. A.

PERSON-GARRETT COMPANY, Inc.
LEAF TOBACCO DEALERS
Rehandlers of and Dealers in all Types of Carolina and Virginia Tobaccos. Modern Redrying Plant Equipped with Latest Improved Machinery and Ample Storage Facilities.
SAMPLES SUBMITTED UPON REQUEST
Domestic and Export Types
R. M. GARRETT, Pres. GREENVILLE, N. C., U. S. A. R. P. WATSON, Vice Pres.

THE VENABLE TOBACCO CO., Inc.
Cable Address "Venable" Arnold's Code 5, Commercial Telegraph & Cable Code.
LEAF TOBACCO BROKERS
Durham, N. C., U. S. A.
ALL GRADES OF LEAF TOBACCO AND STRIPS

Danville Peak Price Reaches \$1 Per Pound

DANVILLE, Va., Nov. 21.—The Danville market disposed of slightly less than three and a half million pounds of tobacco this week, at an average of \$15.40. This is a bit lower than that of last week, due to the depression of prices for all mediocre tobacco. Good tobacco, on the contrary, brought higher prices. The better, rarer, grades showed material stiffening. One pile of thirty pounds belonging to A. T. Holt, of Witt, was auctioned off at Banner warehouse Thursday afternoon at \$1 a pound, the top notch for the season.

The official figures for the week are: 3,405,372 pounds sold for \$562,050.01, average \$16.50 per hundred pounds. Sales for the season now amount to 14,903,748 pounds, sold for \$2,542,769.83, average \$17.06.

The Danville market will suspend for Thanksgiving, following its usual custom. After sales close on Wednesday the market will remain idle until Monday morning.

Despite the unusual congestion, the buyers on Friday managed to sweep the decks clear and no tobacco is being carried over to Monday. Warehousemen are complaining openly of the small size of the piles offered for sale and point out that Danville could sell far more tobacco in less time if the older standard was reverted to. Some baskets contain as little as fifteen pounds of tobacco, and it takes just as long to sell a small pile as it does a large one. Wagons loads of tobacco are not seen in the number they used to be. Farmers fill the tonneau of their passenger car with leaf and bring it rapidly to the market, where it is sorted out into several small piles. Formerly the warehouse floor was filled with piles waist high, but these are now conspicuous by their absence.

At the present rate of marketing the lion's share of the present tobacco crop will have been sold by Christmas.—TETLEY.

Henderson Tobacco Sales Have Good Value

HENDERSON, N. C., Nov. 21.—Sales this week on the local auction market amounted to 795,920 pounds, for a total of \$192,308.51, an average of \$24.16 per hundred. This brings the season to date, 4,352,872 pounds, selling for \$1,013,732.61, an average of \$23.28 per hundred.

Figures available for the Henderson market for the past 22 years show that since the 15,761,000 crop sold on Henderson market in 1920 has there been such bright prospects for the season. Not since that time has the market touched 9,000,000 pounds.

It is thought that the peak prices of this year have been reached, and more 32-cent daily averages are looking for. Buyers say there is already apparent a growing scarcity of the finest type of the weed, although not all of it has been sold. There will be a great deal more high grade leaf sold here, but in sufficient quantities to bring daily averages up to figures of past few weeks.

The season average to date is the highest it has been not only this year but any year since 1922.

According to official figures published by the State Department of Agriculture, the year is leading all other markets in this part of the middle belt. That applies to both pounds and grades.

It is estimated by tobacco men to be closely identified with the warehouses that there has been more "foreign" tobacco on the market here than at any time for several years. By "foreign" is meant tobacco grown by farmers outside this county. They have come from the territory of the eastern North Carolina belt. They have had the treatment and prices and returned again.

Richmond Sales Are Late

RICHMOND, Va., Nov. 23.—The is nothing of special note this week, but sales are getting larger, and quality continues good; prices getting higher as was expected. We look for a continued advance in prices, as the sales get larger. Sales for the week were 163,000 pounds, sold at \$16.60 average. The prices have continually advanced since the opening sale. Three weeks ago the average was \$11.50; last week, \$35, and this week, \$16.60.—R. C. MORTON & Co.

Wendell Average, \$25.1

WENDELL, N. C., Nov. 21.—Sales tobacco sales for official week ending Nov. 20th, 239,442 pounds; average price \$25.14 per 100 pounds. Sold to date of 1925 crop, 2,697,045 pounds; average price per 100 pounds, \$20.81. So to same time last year, 1,787,728 pounds; average price per 100 pounds \$20.

Cable: Monk Codes: { Arnold's Nos. 5 & 1 } Western Union
A. C. MONK & CO. Farmville, N. C.

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PERSONAL SUPERVISION
Rocky Mount, N. C.

Sut Started Due to Fall of Danville Warehouse

DANVILLE, Va., Nov. 21.—Litigation is then started here as a result of the late October 10 of the storage warehouse owned by W. D. Powell Company, Inc., when a human life was lost and quantity of tobacco damaged. The estate of the John E. Hughes Orphanage, owners of the building, have served litigation on the Powell Company that December 7 they will move the corporation to secure judgment to the extent of \$2,000, representing the approximate cost of restoring the building. In the meantime it is alleged that the Powell Company broke its contract of lease by closing the building and declining to do so.

No answer has yet been filed, but it is said that the suit will be resisted. The Powell Company has contended that it did not feel responsible for the collapse of the building, since it was based on the understanding that it was to be used for storage purposes. The action is contemplated, but not decided. There is the claim of the widow of W. C. McCall, victim of the crash, that the property owners whose buildings were damaged in the collapse, want to sue, while the co-operative marketing organization has a score to settle for alleged damage to the tobacco in the plant at the time. The litigation promises to be rather spirited and complicated. —TETLEY.

Farmville Average, \$31.16

FARMVILLE, N. C., Nov. 21.—Total leaf sales for official week ending Nov. 19, 902,060 pounds; average price \$31.16 per 100 pounds. Sold to date of week ending Nov. 19, 9,764,634 pounds; average price per 100 pounds, \$26.42. About 80 per cent of crop sold to date; prices somewhat lower on all grades; medium and common tobacco in demand on the market now.—L. P. Evans, Secretary, Farmville Tobacco Board of Trade.

Farmville Average, \$30.58

FARMVILLE, N. C., Nov. 21.—Total leaf sales for official week ending Nov. 19, 3,097,486 pounds; average price, \$30.58 per 100 pounds. Sold to date of week ending Nov. 19, 33,292,849 pounds; average price per 100 pounds, \$26.37.—K. W. Evans, Secretary, Farmville Tobacco Board of Trade.

Oxford Offerings

OXFORD, N. C., Nov. 21.—Our market is said for the week 812,564 pounds in average \$26.39. We have been running blocked sales steadily all week with prices remaining firm on all grades.—W. A. Adams.

Henridge Average, \$18.77

HENRIDGE, Va., Nov. 21.—Total tobacco sales for official week ending Nov. 19, 11,807 pounds; average price, \$18.77 per 100 pounds. Sold to date of 1925 crop, 14,457 pounds; average price per 100 pounds, \$15.06. Sold to same time

last year, 684,725 pounds; average price per 100 pounds, \$19.28. Prices and quality of sales this week were very good. The sales were small, due to the fact farmers are busy sowing winter grain.—C. G. Patterson, Secretary Tobacco Board of Trade.

Co-op Report Large Tobacco Sales

RICHMOND, Va., Nov. 21.—The Tobacco Growers' Cooperative Association, according to the statement of Richard R. Patterson, general manager, made here today, just completed the largest sales of tobacco ever made in the early weeks of a marketing season, more than 15,000,000 pounds of this season's deliveries from the South Carolina belt having been sold for prices highly favorable to the growers.

The sale, which comprises about three-fifths of the season's receipts from South Carolina and more tobacco than the association's total receipts in that area last year, consists of 15,075 hogsheds which were purchased by the R. T. Reynolds Tobacco Company, Liggett & Myers Tobacco Company, the Export Tobacco Company, J. P. Taylor Tobacco Company and the L. L. Strauss Tobacco Company.

The total price is quoted at \$3,542,204.50 or a gross average of \$23.59 per hundred pounds re-dried. These tobaccos, according to Mr. Patterson, are made up of the average deliveries of the present crop and run from top to bottom of the grades.

Considering the fact that the South Carolina auction markets paid the tobacco growers an average of approximately \$16 per hundred pounds this season the cooperatives claim to be fully justified in their faith in the marketing association which they say has gained for them a re-dried price of \$23.50 by the process of orderly selling.

Weekly deliveries in the old bright belt of Virginia and North Carolina have recently doubled in value and are now averaging better than 500,000 pounds per day, according to officials of the association's leaf department here.—JACK.

South Boston Prices Higher

SOUTH BOSTON, Va., Nov. 21.—Total tobacco sales for official week ending Nov. 18, 971,122 pounds; average price \$16.94 per 100 pounds. Sold to date of 1925 crop, 3,541,961 pounds; average price per 100 pounds, \$14.61. All grades of tobacco advanced last week, especially, common and medium tobacco. Market average increase \$2.00 per hundred.—E. L. Evans, Secretary, Tobacco Board of Trade.

Roxboro Average, \$15.60

ROXBORO, N. C., Nov. 21.—Total tobacco sales for official week ending Nov. 20, 370,362 pounds average price, \$13.60 per 100 pounds. Sold to date of 1925 crop, 1,668,686 pounds; average price per 100 pounds, \$13. Sold to same time last year, 1,454,046 pounds; average price per 100 pounds \$25. Prices still good on all desirable goods.—Geo. W. Walker, Secretary Tobacco Association.

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BINGHAMTON, N. Y.

Smoker's Ways Reveal His Inmost Character

Students of Human Nature Are Advised to Observe the Peculiarities of the Tobacco User and Be Entertained Thereby

The news-stand school of psychology, instructing the multitude in the judgment of the individual character and incidentally hearding Utopia by showing every one how to "be a success," has missed a trick. It has elaborated codes whereby one may read the innermost secrets of mind and soul not only from dreams and confessions but from shoes, handwriting, neckties and vanity cases in all their variety; it has, however, overlooked the revelation of character through one's manner of smoking, says an anonymous writer in the New York Times, recently.

At least twenty years ago, when efficiency was just emerging from chaos, there was an expert who possessed the acorn from which this missing oak might have grown. Those before him he would scrutinize sternly, looking especially at the angle of the jaw. He wanted square-jawed go getters, even if go-getter was a term still to be invented. And he asked, "Do you smoke a pipe?" Because he explained in private, the habitual tooth-clutch on a pipe-bit exercises the muscles of the jaw's angle, producing a coefficient for which a differential must be allowed in judging the smoker. The cigarette fellows, he said, never fooled him.

Once the veriest tyro who never suspected such a thing as applied psychology, and would have taken a shot of hooch if it right away if he had, could apply the principles of this recondite subject any day. He would look at a lad wabbling a cigarette loosely pasted on his lip and never mistake him for the longshoreman whose ruggedness was in inverse proportion to the stem length of his clay pipe. Or, if politically-minded, he could glance at the latest picture of Uncle Joe Cannon and predict the next ten days in Congress by the angle of the Speaker's cigar, sticking up, out or down like a motorist's semaphore hand.

Character in Smoking Trait

Today there is, of course, the Dawes pipe, but it lacks the Cannonic cigar's eloquence. It is no longer as easy to say, "Tell me how he smokes and I'll tell you what he is." The style is the man then as now, but it is also the woman, and catcylisms such as the war and its submergence of the "good five-cent cigar" to which Vice President Marshall called attention—have subdued even the richest manners. It is once more the trend toward uniformity, and at first glance even a news-stand psychologist

might be inclined to say there is this individual left except matches with monograms printed on them. It all comes as impersonal as the automaton.

Look deeper, however, and the delicate scale finds much to register. The obvious smoking traits all read in the formulas of Utopian success. The character reader can make of himself some formulas as this:

Quick, steady puffs—this indicates nervous temperament and a poor concentration sufficient to make a subject obvious to the increasing and consequent inconvenience of smoke.

A Virginia cigarette immediate after a cigar—Beware this man; he is inefficient and unprincipled.

Matches thrown on the floor—A rough diamond of strong will-power.

Nursing bottle nipple used as a cigar holder—This indicates frugality, a poor home life, independence of judgment and philosophy.

Successive smokes half consumed—Imprudence; should be cautious in financial dealings.

Cigar or cigarette held out twice each whiff—A contemplative character whose degree of practicality is to be judged by observing where he drops the ashes.

Watches to see the cigarette burn the table—Frugal and efficient, marked by a sensitive nose; inclined to be elegant and would make a satisfactory companionable partner.

This at any rate will show a man who requires that the opportunity has entirely passed even though periality appears more and more to seek precision less in smoking than in the machinery of smoking, the patent trays that eat their own garbage at cigarette holders made like popgun capable of shooting the butt at the mirror or propelling a note to the next table.

Endurance Contests

Once, in the days of less mechanical puffing, such machines as they were served in themselves as clues to character. A pipe fancier revealed his independence in the little guillotin with which he sliced tobacco for him, and there was a whole gamut of tell-tale implements for the making of cigarettes at home, from simple tubes of paper which the less pernickity poked their filler, on to monstrously shiny machines with bolts and wheels and cranks which all turned together, bringing character

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per and fine cut into one tubular whole—except when they were out of order.

he curious who give themselves over to research in this field must remember that these habits are revelatory in the degree to which they are unconscious. It is easy enough to surmise that a pligmatic temperament marks those stilt fellows who every so often win an endurance smoking contest by keeping a pipe alight for an hour and twelve minutes on end. The novice must be warned: these endurance races call on conscious powers, not unconscious, and score misleading. There was dignity in the ceremonial of the pipe of peace, lip to lip, but to the true smoker, no matter what his style, such contests as these are no better than six-day bicycle races.

et if self-consciousness is eliminated the system of analysis will reward the keenest student not merely with the secrets of the individual but of whole peoples—from the long Germanic leisuere-lorcelain pipe, shaped like some freak of the orchestra's woodwind and adorned with genuine hand-painted flowers, to the slender metal pipes of China and Japan. Regions as well as countries, classes as well as individuals, yield their precious drops in this analysis. Could the mountaineer woman of frontier days have smoked anything but a corncob? Could any district remote from the Middle West have produced the blessed cob? The stogy, regional again, imposed its own technique of biting and gave full scope to the expression of ripe character. The East never learned to roll tight, and in the West none but a cowboy, except for one-armed cripples, ever learned to roll a cigarette properly with one hand. Folk ways are bodied forth in the Italian cigar, that amazing sty with a straw in the middle, no thicker than in the nargile coiling its tube with the willingness of the mysterious Nûr East. A chased snuffbox held in a hard thrust from a lace cuff is not more significant of time and place than a tuden.

Cigar Approaches a Renaissance

ven trades have their marks, and in the unregenerate days the speculative mind could tell a politician by his cigar—none one in his mouth, not those in his lapel pocket—as readily as it could tell a detective by his feet. One could go further, judging the integrity of political fences, by the degree to which the cigar was chewed, and finding a hint of ruse or cajolery in the manner the lips of this poker face, whether clasped on the tobacco or caressing it. The cigar has been more reticent of late, but times may change again. The Vice President Thomas R. Marshall said, "What this country really needs is a good five-cent cigar," and a few days ago the tobacco trade gave out the news that the good nickel cigar would come back pretty soon if fertilizer and other trade conditions stay as they are. There are still many nickel cigars, but they are selling higher.

he cigar smoker has always given himself more fully to unconscious expression than the cigarette smoker; he has not only his personal manner, with overtones from his trade and his living conditions, but he relishes the moment because it is longer, and his manner after Thanksgiving dinner is not that of the Fourth of July. The roll in the corner of the mouth, the angle, the band, the ash, all these have made fine points for the observer. Yet the cigar was never as intricate as the pipe.

Pipe Mannerisms

he novice in smoke reading will rush in judging offhand by the shape of the pipe, whether bulldog, straight, slim or wider black or unpainted, or in any of the infinite shades of pipe color. But this is not even a start in this hardest branch for the men who buy pipes because of their shapes instead of for the grain of the wood are all lumped together in the beginning by the adept who holds, for instance, that a curved pipe has no function except for smoking in bed.

With the pipe the character reader must bear in mind the hang, shove or tilt and spilled ashes and sparks bud a

thousand subsidiaries. The manner of holding and the manner of lighting even the little lad's search for compensation in a whopping big pipe are not more important in themselves, as symptoms, than acceptance of such tobaccos as come to hand or the search for a special cavendish, or pure Virginia which is to pipes what Cuban Vuelto Abajo is to cigars. And after that there are the signs of carelessness in one sort of pouch and of punctiliousness in this or that scraper and tamper. Does the smoker in a humid hot spell throw the tomatoes out of the ice box to make room for his tobacco jar? How damp does he smoke it and how often and how fast? All these are signs of character as well as skill and they lie quite outside those bodily idiosyncrasies which permit a favored few, for instance, to thrive on straight Perique or Latakia.

Cigarette Coquetry

To the finer points of divination the cigarette offers a feeble contrast. Much can be discovered through study, but only too often, nowadays, the worker in this field of comparative psychology grows dispirited, feeling that there isn't enough psychology lying around in all these similar and delicate manners to reward his labors. The vast body of cigarette smokers, once revealing themselves by angles, ease or fuming fury and the flip of ash, has been diluted too rapidly. Not that the women smokers haven't psychology in plenty, of course, but too often the uncommitted damsel industriously wafts her bonds heavenward in smoke. Even that is tell-tale, but too much like a generalization. It is not the release of a wraith from within the djinn's bottle but a flourish, and therefore more inscrutable than the boss's cigar. The neophytes bring in this consciousness, too elegant to mean business, faster than the more accustomed are graduated into unself-consciousness and normality of function. Besides, they like to make a grace of it, an art, embellishment and coquetry in one. While it is humanly possible to study character in a face adorned with a beauty patch, it requires the utmost sacrifices to the scientific spirit.

They have passed the day when they displayed those cigarette holders made of a finger ring with a stick in it and a ring for the cigarette on top of that, but they will not come properly within the purview of smoke psychology until some time, somewhere, one of them absently scratches a match on her skirt as she lights her pipe. Perhaps that is the supreme day for which the world began preparing ages back when the first priests of cannomania and of tephromancy pondered on the divine rites hidden in smoke and in ashes.

Cigar Men Participate In Davenport's Trade Drive

DAVENPORT, Ia., Nov. 21.—In the local industrial drive for more manufacturing establishments in this city, Henry Hendrickson, who is the very popular proprietor of the City Hall Smoke House, 330 Harrison street, subscribed liberally to help create a fund for advertising and administration. Mr. Hendrickson said:

"Sure, I'm in favor of this industrial commission, and I am talking it up to others. It's for the good of Davenport, isn't it? All right, I'm in business here, and my business will prosper if Davenport prospers. I will suffer if Davenport suffers. I want to help her prosper. That's simple, and I think it's logical."

Jacobson's Factory

Another cigar man, who co-operated with the industrial drive commission, is Peter N. Jacobson, the local cigar manufacturer. He immediately established a miniature cigar factory in the lobby of the first National Bank. It was just as much trouble for the Peter N. Jacobson Cigar Company to create this plan as it would have been if the factory was a larger affair, because the government licensing and bonding requirements are as rigorous with the demonstration booth as they would have been with the regular plant.

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All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

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Satisfaction guaranteed.

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Bought on order or contract for domestic, or foreign account
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We manufacture hoghead shoos. Stock on hand at all times

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"The Original Package
Chewing Tobacco"

The Bloch Bros. Tobacco Co.

WHEELING, W. VA.

Tri-State Pool Makes Huge Sales

RALEIGH, N. C., Nov. 23. — Record sales of tobacco received from the present crop by the Tri-State pool have marked the beginning of its fourth season according to Richard R. Patterson, General Manager of the marketing association, who has just announced that exactly 15,075 hogsheds, over 15,000,000 pounds of the association's receipts of 1925 tobacco from the South Carolina belt have been sold for prices highly advantageous to the organized tobacco farmers.

Out of this season's total deliveries of 25,500,000 pounds by South Carolina members of the Tobacco Growers Cooperative Association, the R. J. Reynolds Company, Liggett & Myers Tobacco Company, J. P. Taylor Company and L. L. Straus Tobacco Company have purchased three-fifths of all reduced or all redried stocks.

More than 1,500 new members of the association in South Carolina reaped the benefits of orderly marketing by the cooperative method this year, their faith has been fully justified according to the figures at which their tobacco sold to the big customers of the Tri-State pool. These paid a total of \$3,542,204.50 for their total purchases of the cooperative weed or an average of \$23.50 per hundred pounds redried. This compares to an average price of approximately \$16 a hundred pounds paid to the farmers of South Carolina for tobacco brought to the auction floors.

Tobacco from the old bright belt of Virginia and North Carolina is reaching the association's markets in increasing quantities. The members of the association having largely completed their fall sowing of grain in Virginia and western Carolina and the cotton picking in central North Carolina, are taking full advantage of the 65 per cent advance which already compares very favorably with the prices on the auction markets and is certain to be followed by further payments, according to the management of the big cooperative.

Fully seven million pounds of dark fired Virginia tobacco were signed up last month for another five years on the new contract which calls for 75 per cent of the entire production of dark fired Virginia tobacco and for deliveries of all tobacco to the association from the lands of members from 1927 to 1931.

This announcement by the organization committee of the dark fired tobacco growers was made at their meeting last week in Farmville, Virginia, and was followed by a resolution expressing satisfaction in the fact that 17 per cent of the entire dark fired Virginia crop has been pledged for another five years during the first months of a fourteen month campaign for new signers.—S. I. F. SELL.

Poolers Working a New Sign Up

HENDERSON, N. C., Nov. 21.—While preparations are going forward for the distribution December 15, of large payment on 18 grades of the 1932 crop, completing the settlement for these grades for that year, members of the Tobacco Growers Cooperative Association are turning their attention to plans for the continuation of the pool during the five years after the expiration of the present contract, which ends in 1927.

Deliveries at the local warehouses receiving stations of the pool have not been as large as had been hoped for. The amount of deliveries cannot be ascertained; no figures have been given out. It is commonly reported that members of the association who wish to do so are selling their tobacco on auction floors at will and are unmolested thus violating their contracts.

Larger and stronger market associations are the hope of loyal members of the pool. Over in the dark fired belt of Virginia, a 13-month campaign is under way, and it is said the first month brought in 7,000,000 pounds. The goal is 75 per cent of the production of dark-fired tobacco in Virginia. This is to run through the years 1927 to 1931, and is said to include all tobacco raised on farms of kilned members.

At a meeting of the organization committee for that belt, held at Farmville, Va., the following resolution was adopted.

"RESOLVED, That we are satisfied with the result of the campaign for re-sign-up of contracts to our association to date, and with the report from our directors of the general condition of the affairs of the association, and to go forward with renewed efforts to reach our goal as soon as possible."

The meeting emphasized what was characterized as the "present strong position of the dark-fired members" of the pool. It was claimed that the advances paid by the association, the 25 warehouses opened last week in Virginia are the highest ever received by the members, and claimed likewise that the present shortage of dark-fired tobacco in Virginia will enhance the value of the association's holdings of re-dried tobacco.

From the South Carolina belt, reports that the tobacco growers here who are members will be satisfied with nothing less than a 65 per cent share of the South Carolina crop for the years 1927-1931. An organization committee for the re-sign-up there has been named, and the first steps taken in formulating the new five-year contract and for the campaign that will line up the growers in the organization.

It is said the meetings held in this belt last week were taken as positive evidence of the association's success in South Carolina, and as a strong sign of confidence in the management of the association. Business men and representative tobacco farmers who were present at the meeting in Marion and Florence are said to have been of the opinion that the cooperative idea is stronger in South Carolina than ever has been before, and that it has come to stay.

Despite optimism from outside sources there is not as much harmony in the local Vance county organization as there

(Continued on page 80)

MACLIN-ZIMMER-McGILL TOBACCO CO

Petersburg, Virginia, U.S.A.

MANUFACTURED TOBACCOS FOR EXPORT

Over 100 Years Experience ~

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TOBACCO

PLUG & CUT PLUG

EXPRESSLY MADE FOR SHIP STORES

We Manufacture all Styles of Plug, Cavendish, Twist and Cut Tobaccos

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A. B. C. 4th & 5th Editions
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A. B. C. Fifth Edition Improved
Arnold's No. 5 and 15

Established 1896

W. H. SIMMONS & CO.

Packers, Dealers and Exporters

ALL GRADES TENNESSEE AND KENTUCKY TOBACCO

Home Office: SPRINGFIELD, TENN., U. S. A.

Correspondence Solicited

J. M. VAUGHAN, Pres. J. W. VAUGHAN, Vice-Pres. R. H. CASTLEN, Sec'y.
Cable Address: "VINGIM," OWENSBORO, KY.**Kentucky & Virginia Leaf Tobacco Co.**
(INCORPORATED)**BUYERS, REHANDLERS AND REDRYERS ON
Leaf, Strips, Stems and Scraps**

FOR DOMESTIC AND EXPORT TRADE

Green Rivers, Burleys, Darka, Virginia and Carolina Tobaccos

Improved Stick and Apron Drying Machines.
With Capacity of 200,000 Pounds Per Day.

Samples Submitted.

Orders and Contracts Solicited.

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Louisville Office: 1120 West Main St., LOUISVILLE, KY.

G. F. VAUGHAN TOBACCO CO.**BUYERS, REHANDLERS, REDRYERS OF
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Samples Submitted. LEXINGTON, KY. Contracts Solicited.

W. R. NAGEL & CO.

Dealers and Brokers on All Western Markets

Western District, Clarksville and Springfield Tobacco

**OFFICE AND FACTORY:
FINTH & FINDLAY STS., PADUCAH, KY.**W. B. KENNEDY
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Codes: Arnold's 5 and 15, A. B. C. 5th Edition

W. B. KENNEDY & SON

PADUCAH, KY., U. S. A.

Leaf Tobacco Broker and Handler of All Grades of Leaf and Strips

Business Solicited on Orders for Commission

Factories: Paducah, Ky., Murray, Ky., Mayfield and Martin, Tenn.

A. R. BLANKS TOBACCO CO.**LEAF AND STRIPS Handled on Order or Contract
FOR DOMESTIC AND EXPORT TRADE**

All Grades of Firsed, Air-Cured and One-Sucker

Orders and Contracts Solicited. MADISONVILLE, KY.

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760

Rail Road Mills Snuff, Est. 1825

Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboy's—Rappees—High Toasts—Strong, Salt, Sweet and Plain
Scotchs

MANUFACTURED BY

GEORGE W. HELME COMPANY

111 FIFTH AVENUE, NEW YORK

Paducah Prospects

PADUCAH, Ky., Nov. 21.—Since our report of last week there has been very little activity in the hoghead market, and we have had no reports of sales.

Buying of new tobacco has also been easier and buyers continue to confine themselves to the better crops. Prices have ranged from 20 to 30 cents for these better grades.

Considerable tobacco is being delivered to loose floors over the district, which will be marketed early in December. Much of this stock shows rather too much moisture, which is very objectionable, and which will handicap the selling. The cool, dry weather which has prevailed during the past few days will be a benefit to farmers in this respect, and will enable them to hang tobacco that may be too soft, and dry it out. The season this year is unusually early and the favorable weather we have had for the past few months has enabled farmers to progress nicely with curing and stripping. We estimate that at least half the tobacco in the western district has been stripped and is ready for market, which is very unusual at this time of the year. No doubt we will see much activity in new tobacco before the holidays.

During the past week a Tobacco Show was held in Paducah, which was attended by several hundred growers of the district, and much interest was manifested. Prizes were offered for the best types, and competition was among several counties of the western district. A very nice line of tobacco was shown, from which we got some idea of the crop, and we are very glad to note the improvement farmers have made in firing and curing their tobacco.—W. B. KENNEDY & SON.

The Burley Pool Opening

LEXINGTON, Ky., Nov. 21.—Director of Warehouses Robert E. Beatty announced today the dates for the opening of the receiving plants of the Burley Tobacco Growers' Cooperative Association in the states of Kentucky, Ohio, Indiana, West Virginia and Tennessee, outside of Lexington, which will be open for the reception of poolers' tobacco December 1. Dates for the opening of the Missouri plants and of those on the border of the dark district will be announced later.

The opening dates, as announced today by Mr. Beatty, are as follows:

December 2—Camp Taylor, Vanceburg, Wrigley, Cynthia, Winchester, Richmond, Georgetown, Shelbyville, Taylorsville, Bloomfield, Lawrenceburg, Monterey, Owenton, Carrollton, Maysville, Flemingsburg, Paris, Elizabethtown, Hedgerville, Kentucky; Madison and Vevay, Indiana; Ripley, Georgetown, Felicity and Batavia, Ohio.

December 3—Grayson, Greenup, Foster, Burkesville, Hardinsburg, Irvington, Frankfort, Danville, Harrodsburg, Springfield, Lebanon, Campbellsville, Glencoe, Sanders, Campbellsburg, Williamstown, Dry Ridge, Carlisle, Mt. Sterling, Brooksville, Augusta, Mt. Olivet, Munfordville, Horse Cave, Glasgow,

Kentucky; West Union, Peebles, Otway, Manchester, Ohio; Kingsport, Knoxville, Bristol, Jonesboro and Sweetwater, Tennessee.

December 4—Brandenburg, Lancaster, Stanford, Greenburg, Columbia, La Grange, Eminence, Pleasureville, Walton, Falmouth, Vine Grove, Leitchfield, Kentucky; Hillsboro, Gallipolis, Crown City, Ohio; Huntington and West Hemlin, West Virginia.

December 5—Gallatin, Tennessee; Hurricane and St. Albans, West Virginia.

December 7—Woodfield, Ohio.

Women's Colleges Ban Drinking and Smoking

BOSTON, Mass., Nov. 23.—Female students at Radcliffe, Wellesley, Jackson, Simmons and Boston University have been forbidden by the college authorities to attend the annual football dances at the Copley-Plaza Hotel in this city. One of the reasons of the ban is on account the girls have been charged with drinking and smoking at these previous affairs.

Proposals to permit smoking by Wellesley College students, when off the campus, have been defeated by the senate of the college government association. Five faculty members of the senate voted down the proposition, against the affirmative votes of the three student delegates.

New regulations were passed some time ago by the other branch of the student body, and they had been endorsed by 82 per cent of the 1,207 students who voted in a referendum on the matter. Now it is apparent that these women students must not smoke anywhere while living under the rules of the college government association.

It is said the faculty representatives have announced that the administration of the proposed ruling would be difficult. To sanction smoking is contrary to the spirit and traditions of the college.

South Boston Prices Higher

WASHINGTON, D. C., Nov. 23.—Discussing the collection of tobacco statistics, the Bureau of the Census in the annual report has the following to say about tobacco:

"The tobacco statistics show the quantity of each type of leaf tobacco held by registered dealers and by certain classes of manufacturers coming within the law, together with the quantities held in bonded manufacturing warehouses and in the United States bonded warehouses. The statistics relate to the first of January, April, July and October. These preliminary reports are assembled in the annual bulletin, which also represents pertinent statistics relative to the tobacco industry that have been published by the other bureaus and organizations."—L.A.M.M.

Tallichet in Cincinnati

R. M. Tallichet, of the Porto Rican-American Tobacco Company, New York, was in Cincinnati last week, and is covering the larger distributing points of this territory.

Cable "LACY."

Codes: Arnold's 5 & 15; Lethers, 5 Letters A B C, 5th Edition

J. W. Rudolph & Bro. Clarksville, Tennessee,

Dealers and Brokers in Leaf Tobacco

We give our personal attention to all orders either small or large.
Samples submitted upon request. Branch: Springfield, Tenn.**THE TOBACCO TRADING CORP.,** All Kinds Kentucky - Tennessee & Virginia - Carolina
— LEAF TOBACCO —
Louisville, Ky. Richmond, Va., U. S. A.

Cable "Robey" Franklin,
Ky.

Branches:

Bowling Green, Ky.
Scottsville, Ky.
Gallatin, Tenn.

Plants and equipment for Buying, Air Drying and Packing on all One-Sucker Markets.
sion—Any Quantity—Samples Cheerfully Submitted.

E. S. ROBEY & CO., Inc.

FRANKLIN, KENTUCKY, U. S. A.

Exporters of Leaf Tobacco

Specializing Kentucky—Dark Air Cured

Codes: A.B.C. 5th Edition
Western Union

Branches:

Russellville, Ky.
Hartsville, Tenn.
Carthage, Tenn.
Contract or Commis-

Cable Address: Elbece Established 1908 Codes: Arnold's 5 and 15 Western Union

L. B. CORNETTE & COMPANY

Dealers and Exporters

120½ East Ninth Street, Hopkinsville, Ky., U. S. A.

All Grades Western Dark Fired Leaf Tobacco Bought on Order or Commission. Orders and Correspondence Respectfully Solicited.

Cable: Austin, Greeneville

CODES: {Arnold's No. 5
{A B C 5th Ed. Improved



LEAF TOBACCO
THE AUSTIN CO., Inc.
GREENEVILLE, TENN.
Latest Proctor System

FRED P. GASKELL CO.

Shipping and Forwarding Agents to all Parts of the World.

IMPORT AND EXPORT

Lowest Rates and Best Service

EXPERIENCE ECONOMY
NEW YORK, N. Y., 1 Broadway EFFICIENCY NORFOLK, VA., Law Building

SPECIALTY—BURLEY AND ONE SUCKER BUYERS AND HANDLERS ORDERS SOLICITED

Operating on markets at Franklin, Tenn.,
Mt. Pleasant, Tenn., and Hartsville, Tenn.,
and Scottsville, Kentucky.

Head Offices: Nashville, Tenn.

CABLE ADDRESSES {U. S. A.—Command, Owensboro, Ky.
{ENGLAND—Invade, Liverpool.

ROSS TOBACCO COMPANY, (Incorporated)

(Formerly called ROSS-VAUGHAN TOBACCO CO.)

BUYERS, REHANDLERS AND REDRYERS OF

LEAF TOBACCO AND STRIPS ON ORDER

FOR HOME TRADE AND EXPORT

Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying
U. S. A. Offices—Owensboro, Ky.

British Offices—John Ross & Co., No. 27 King St., Liverpool, Eng.
Factories—OWENSBORO, KY., LOUISVILLE, KY., PRINCETON, KY., SEBREE, KY., ERIN, TENN.
Buyers on all Hogshead and Loose Leaf Markets in Burley and Dark Sections

THE MEADS TOBACCO CO. If it's TOBACCO we have it

DOMESTIC AND EXPORT

RED LION, PA.

U. S. A.

Cable: "Meads," York, Pa. Codes: Arnold's 5 & 15, A. B. C. 5th, c/o Western Union.

Cable Address "ROSSAFRICA" LOUISVILLE, KY.

Ross Tobacco Company

AFRICAN BRANCH

OFFICE AND FACTORY 100 N. MAGAZINE STREETS

LOUISVILLE, KY., U. S. A.

J. M. PHILLIPS, GENERAL MANAGER

MANUFACTURERS OF ALL GRADES AFRICAN AND BLACK FAT LEAF TOBACCO

K. STRAUS & CO., Inc.

Importers and Packers of

HIGH GRADE LEAF TOBACCO

301 to 307 N. Third Street

Philadelphia, Pa.

Louisville Market

LOUISVILLE, Ky., Nov. 21.—The Louisville Tobacco Board of Trade reports the hogshead leaf tobacco transactions as follows:

Tobacco Sales for the Week and Year to Nov. 20

Ware-houses	Auction Sales	Private Sales	Total for Week	Year Jan. 1 to Date
Kentucky & Louisville	61	13	74	5,847
Main Street	159	..	159	2,907
Planters-Farmers	23	17	40	3,966
New 10th St.	..	..	..	1,084
	243	30	273	13,804
Year 1924...	..	..	..	20,830
Year 1923...	..	..	..	668
Year 1922...	..	..	..	31,143
	..	..	..	62,447

Classifications of This Week's Sales

Old Crops	1924 Crop	1925 Crop	Total
Burley	8	51	201
Dark	4	9	..
	12	60	201
	..	..	173

Classifications of Sales Jan. 1 to Date

Old Crops	1924 Crop	1925 Crop	Total
Burley	2,064	9,604	350
Dark	1,249	537	..
	3,313	10,141	350
	..	..	13,804

Classification of Sales to Same Date in

	1924	1923	1922
Burley	16,517	27,052	57,956
Dark	4,313	4,091	4,491
	20,830	31,143	62,447

Comparisons with Previous Years

SALES	1925	1924	1923
Total Sales of new crop to date	12,801	17,886	21,172
Sales of new crop to date, Original inspection	10,774	15,455	17,156

REJECTIONS			
Rejections this week:			
Burley	21	..	..
Dark	0	..	..
Total	21	115	117

Percentage of rejections to auction sales:			
Burley	9	..	..
Dark	0	..	..
Total	9	35	19

Rejections, Jan. 1 to date:			
Burley	2,445	..	..
Dark	194	..	..
Total	2,639	3,423	6,569

RECEIPTS			
Receipts this week...	236	335	470
Receipts, Jan. 1 to date...	10,799	16,264	21,905

Quotations at Louisville, November 20

	Dark	Burley Red	Bright Red	Colony	Dark Mtg.
Trash, green or mixed	8-10	11-13	14-16	..	- 6
Trash, sound	10-11	12-14	17-19	6½-7	..
Common lugs	13-15	16-18	19-21	6½-7	..
Medium lugs	17-19	20-22	23-25	7-8	..
Good lugs	20-22	23-25	26-28	7½-8½	..
Com. leaf, short	11-12	14-16	18-20	8-10	..
Common leaf	16-18	19-21	22-24	10-12	..
Medium leaf	18-20	22-24	26-28	14-16	..
Good leaf	24-26	26-28	29-31	18-20	..
Fine & Select	28-30	30-32	33-35	22-25	..

N. B.—Unsound or defective in condition

A. F. Moreland

B. L. Withers

E. B. Hicks

Cable Address: "Moreland"

MORELAND, WITHERS & HICKS, Owensboro, Ky.

(Successors to J. S. Phelon)

Leaf Tobacco Brokers, Dealers and Rehandlers

Can handle all grades in any way desired, on Order or Commission. Personal call given all business, with special attention to Green Rivers and Burleys

SUHLING & CO., INC.

VIRGINIA, CAROLINA & KENTUCKY TOBACCO

Cable Address:

"Suhling," Lynchburg Lynchburg, Va.

tion, length or color, or mixed crop from 1 cent to 3 cents lower.—BROCAR, Secretary.

NOTE.—Burley, 1925 crop, 2 hogsheads this week, average \$15.27 a cwt. 350 hogsheads, average \$16.21.

American Makes Big Burley Purchase

LEXINGTON, Ky., Nov. 21.—Members of the Burley Tobacco Growers' Cooperative Association will be pleased to learn of the sale of between 100,000 and 110,000,000 pounds of the plants reared tobacco to the American Tobacco Company, which was announced by President James C. Stone, of the Burley Association. The amount of money involved in the sale, Mr. Stone said, is between \$2,500,000 and \$3,000,000. Delivery of this tobacco is to be made within ten days.

Representatives of the American Tobacco Company in the deal, the largest in which the American and the tobacco pool have figured and the largest since last winter, were Vice President Penn, of New York, in charge of the leaf department, and J. E. Lipscomb of Louisville, head of the company's leaf business in Kentucky.

It is understood that negotiations are pending between the Association and manufacturers which are likely to result in other large sales at an early date.

News of this sale, coming on the heels of announcement that the association already has made arrangements to open its receiving plants December 1 and pay a substantial advance to its 108,000 members when they deliver their 1925 crops, is regarded as a very improving the situation from a post-standpoint and as presaging a general improvement in the business situation throughout the Burley district which includes the burley counties of Kentucky, Ohio, Indiana, West Virginia, Tennessee, Missouri and Virginia.

J. S. P.

Four Big Burley Meetings

LEXINGTON, Ky., Nov. 21.—Four big meetings of Burley tobacco growers were held in as many counties of the Burley district today, President and General Manager James C. Stone speaking at Paris, Vice President James Kehoe at Falmouth, Judge I. F. Thurman at Danville and J. Sherm Porter, editor of the Burley Tobacco Grower, at Grayson.

Each of the speakers stressed the importance of united sentiment among the tobacco growers at this time. Large crowds marked each of the meetings and at Falmouth and Paris many were unable to find seats in the courtroom and stood during the speaking.

At Falmouth a county organization was formed by the community leaders and resolutions endorsing the management of the association and specifically commending President Stone and the board of directors were adopted by the representatives of the locals.

Cincinnati Sales Satisfactory To All in Trade

Holiday Business Now Good—Jobbers Complain of Delayed Florida Shipments—Ulmann Settles in New Home—Stacy Hill at New York Hotel Event—Warehouses to Open.

CINCINNATI, Nov. 21.—Concerns in the tobacco industry report that the business trend continues upward. While holiday trade is becoming the market feature, there is a good general demand for staple products as well as for Christmas packages and other special goods. The sales volume is larger than it was at this time last year, and orders are larger in size and more numerous. Cigar factories have been quite busy preparing for the holiday trade, and there are indications that they will be busy during the next few weeks. It is estimated that the holiday demand is greater than it was at this time last year. The sales of expensive cigars, it is said, are still the most popular with the regular trade, but the greater part of the holiday trade is for something better.

Wholesale Business Good

Jobbers report that holiday orders are coming in a little earlier than usual and that many retailers are making larger orders than last year. The regular demand, for every day consumption, is so reported to be better than it was a year ago. In some cases it was reported by jobbers that their stocks have been run low, and they find it hard to get some classes of goods quickly. In the Florida freight situation, it is estimated, delays shipments from factories in that state, and in some cases commitments come by way of boat to New Orleans, and thence by rail. Manufacturers of miscellaneous tobacco products report that orders for mild goods are increasing daily in volume and in size. General trade is reported to be satisfactory, and a further increase in demand is expected. The retail branch of the trade has not yet felt the influence of the holiday trade to any great extent, but there is a feeling that the demand will be large. Many stores have added attractive lines of novelties to catch the eye of women shoppers.

Schulte To Open Soon

The first Cincinnati store of the Schulte company, which has a chain of cigar stores located in many cities, will be opened up at the northwest corner of Fifth and Walnut streets some time in December, it is stated. The work of remodeling the premises includes the reconstruction of two fronts, and a complete change of the interior, and it is estimated that when the store is finished it will be one of the finest in the city. A great many local radio fans listened to the opening program of WRVA, a broadcasting station of the Larus & Schulte Company, in Richmond, Va. The station operates each Monday and Tuesday evening from 9 to 12 o'clock. The time, with a wave length of 265 meters.

Ulmann's general business, and a fine demand are reported by the J. B. Moos Company, the Sycamore street branch. The company has this season's season at the Churchill Downs track, Louisville.

Ulmann Settling Down

Ulmann & Company, who recently gave their jobbing house to 22 West First street, now have everything arranged and in good order, and are in a position to make shipments promptly and without delay. This house is one of the finest in the city, having been founded in 1872. Simon Ulmann, the senior partner, has been with the business from its beginning, the other partner in the firm being his son, Robert S. Ulmann. Business is fine," explained the latter. "We are thrown back a little by the strike moving, but now we are caught up ready to take care of a big holiday trade. We have much better facilities than we had before, with much more room, and we expect to expand

our business accordingly."

Eight Straus Stands

"Business has shown a great improvement in the past few weeks, and everything is encouraging," explained Robert Straus, of the Henry Straus Company, the Sixth street jobbing house. "We are better prepared to take care of holiday orders than ever before, and the heavy demand that we anticipated is already beginning to materialize."

Charles L. Straus is spending a few days in Lexington, Ky., where the company has stands in the Phoenix Hotel and the Lafayette Hotel, and also the concession at the race track. The company has recently put a fine cigar stand in the new Hotel Alms, this being one of the finest in the city.

This makes eight cigar stands it now conducts in local hotels. Recent visitors at the Straus establishment were Richard C. Bondy, vice-president of the General Cigar Company, and his son, Richard Bondy, Jr., who came here to inspect the White Owl factory. They were accompanied by factory superintendent Walton, of Detroit.

Stacy Hill's Opinion

J. Stacy Hill, president of the J. S. Hill Company, jobbers, went to New York last week, to attend the tenth annual exposition of the National Hotel Association, held in the Grand Central Palace. He is president of the Hotel Gibson Company, as well as head of the jobbing house, which explains why he wanted the hotel exhibit.

A New York Newspaper quotes him as saying in an interview: "Business conditions are much better than they have been for several years. In the mid-western section trade is active, and traveling men have told me that their sales are large. In my opinion good times are at hand, and they will continue."

"It is a little early to tell what Christmas business is going to be, but orders are already beginning to come in freely and there are indications that the holiday demand will be considerably larger than it was last year," stated F. H. Elsner, manager for Chas. N. Krohn & Company, the Walnut street jobbers. "Business conditions continue to show an improvement, and I think that trade conditions will soon be satisfactory."

Mazer-Cressman Expanding

John E. McKinnon, of Detroit, who is factory manager for the Mazer-Cressman Cigar Company, was in the city last week, visiting its plants at 326 East Third street. "We are working at capacity," stated S. H. Shapero, local manager, "and if the demand keeps on increasing we will have to increase our facilities in some way, and this may mean removal to larger quarters when our lease expires."

A cigar factory has been opened by Joseph Offenfeld, at 4121 Harvard avenue, Price Hill, with an annual capacity of about 200,000 cigars.

Malvin Haas Goes East

Malvin Haas, of Haas Brothers, jobbers, at 313 Race street, is on an extended trip to New York and other Eastern cities, attending to various matters in connection with the firm's business.

Mrs. Mellie Spalding, widow of the late W. D. Spalding, who was a prominent tobacco dealer, died November 13, in her home in Covington, Ky., at the age of 83 years. Her remains were cremated in Cincinnati on the fifteenth.

F. E. Mussett, division manager, who has been spending several days here doing special promotion work for the American Cigar Company's Roi Tan cigar. He worked in connection with the salesmen of the J. B. Moos Company, jobbers. Mr. Mussett, who is well known to the trade of this section, makes his headquarters in Nashville, Tenn.

GARCIA SMOKERS

A New Standard of Excellence in a Cigar at

5 cts.



Packed only in GREEN cans

Jobbing accounts solicited

C. A. KILDOW

BETHESDA, OHIO

JOHN H. COLLINS

69 West Washington St.,

Chicago, Ill.

R. G. DUN

A-1 Mild

CIGAR

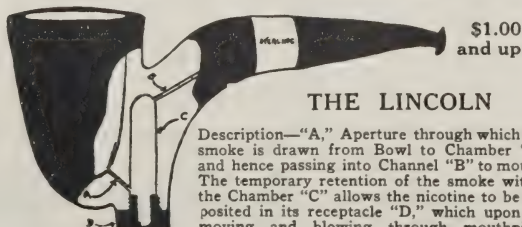
10c to 3 for 50c

BERNARD SCHWARTZ
CIGAR CORPORATION

Napoleon at Russell Street
DETROIT, MICH.



A NEW DESIGN (Patented)



THE LINCOLN

Description—"A," Aperture through which the smoke is drawn from Bowl to Chamber "C" and hence passing into Channel "B" to mouth. The temporary retention of the smoke within the Chamber "C" allows the nicotine to be deposited in its receptacle "D," which upon removing, and blowing through mouthpiece thoroughly cleanses latter (Channel "B" and Chamber "C.")

Write for Prices

LINCOLN PIPE CORPORATION
34-36 Devoe Street
Brooklyn, N. Y.

Michael Ibold Better

It was reported by the Michael Ibold Company, manufacturers, at Ninth street and Central avenue, that all of their popular brands are moving well and that holiday orders are coming in good volume. Michael Ibold, president of the company, who was confined to the hospital for several days after a minor operation on one of his feet to remove an infection, has returned to his home, and it is thought that he will be back to his desk in a short time.

The Kenton Loose Leaf Tobacco Warehouse, in Covington, which opens December 2, is erecting a large building on an adjoining lot, for the convenience of tobacco trucks and wagons that arrive and depart. This is to accommodate those who cannot immediately drive into the warehouse for loading and unloading.

Tri-States Addition Finished

The Tri-States Loose Leaf Tobacco Warehouse, in Covington, which also opens December 2, has completed a large addition, which cost about \$45,000. M. F. Boone, a well known auctioneer, will cry the sales. The company now has floor space for 125,000 pounds of tobacco. Storage room is also available for 4,000 knock-down tobacco hogsheads, and there are two McGowan presses.

"Mi Hogar is going fine, and large shipments coming in daily are rapidly taken by buyers," said Max M. Guggenheim, jobber, at Third and Sycamore streets. "Business is increasing each week, and holiday trade is beginning to rush us."

Salesmen Present

Among the prominent envoys of business, who were in the city in the past few days were W. B. McBurney, representing R. A. Bachia & Company, Long Island City, N. Y.; R. M. Tallichet, of the Porto Rican-American Tobacco Company, New York; R. E. Nichols, of New York, in the interest of Belinda cigars; and M. Lambert, of the A. Oppenheimer Company, New York.—WALT.

Connecticut Shade Grown Demand Exceeds Supply Additional Shade Orders Refused—1926 Acreage Cuts Probable—Association Sells Poor Crops in Bulk—\$300,000 Loss in Lavitt Fire—Buyers Rush to Hartford.

HARTFORD, Nov. 23.—Another week of busy days for the shade grown tobacco producers, with the demand far ahead of the supply. In many cases no more orders could be booked with any degree of certainty that the goods could be delivered when the packing season has ended.

"Why in 'ell" doesn't that kind of a condition hit the other lines of cigar leaf, so that some of the many holders could enjoy a real Thanksgiving, instead of a make believe one. That will be the lot of many, this season, especially among the growers of the weed.

Cut in Acreage

True, conditions are not encouraging, and no one seems to see any way to better them at the present time. And yet, a year passes quickly, and the chances are good for many changes in the tobacco situation before that year passes. If the radical cut in acreage of tobacco production in 1926 is carried out, are we not likely to have more of a shortage than a surplus of tobacco?

In the former case, the shortage would be somewhat offset by the stocks of old, both 1923 and 1924 crops, at present held in storage and unsold. One must also consider the 1925 crop, which has been lauded "sky high," as to its merits, and general leafiness and all other good features. If packed in the usual way, this would mean a tremendous supply of average binder stock that naturally would sell for less money than if there was an apparent shortage.

It is the latter stage that is going to happen, for the Association has decided to pack only the good grades. Light and medium wrappers, No. 1 D. W. and long and short seconds, all other grades

go into stemming stock, and a contract for their sale is already made. By this method all the No. 2 D. W. and tops, as well as broken second, fillers and trash or loose leaves are already off the market. Deliveries will be made as fast as the crops are sorted.

Poor Crops Sold, Too

Included in the deal are also all the poorer crops that are not worth the extra expense of sorting and packing, let alone the carrying charges up to time of selling, and taking chances of price conditions that will rule a year hence. By marketing this class of leaf, along with the stemming grades, the growers are going to get the proceeds, less the Association commission charge in the very near future. According to many men, this portion of the 1925 crop so marketed will take from thirty-five per cent to forty per cent of total yield, and leave only the good grades to come on the market next fall. In the meantime the users of dark grades, whether for binders or fillers, of both Havana seed or broadleaf, can put on their "thinking caps" and get busy, while there is still some fair picking to be done.

Buyers Are Numerous

Among the many buyers here during the past week were, S. H. Grabosky, of G. H. P. Company, Philadelphia; M. Heineman, of Heineman Brothers, Baltimore; Horowitz Brothers, Pittsburgh; M. Fisher, of J. Hull, Jr. & Company, Binghamton; C. J. Kaffenburgh, Boston; Leo Taussig, of Escalante & Company, Chicago; Percy Lowe and Son, M. Regensburg, B. Siegel, of A. Siegel & Son, Harry Blum, of Natural Bloom, Fred Davis, of Schwab, Davis & Company, D. E. Klein, J.

Arens, M. L. Gershel, H. Oppenheimer, R. Stanley, Frank Bach, of E. Ba & Sons, Hyman & Hollender, and B. Meyer, of General Cigar Company, all of New York, and several others who only came for a day.

Tobacco Fire Loss \$300,000

Fire last week destroyed the warehouse, barn, tobacco shed, ice house, tool house of Max Lavitt. The warehouse was filled with cased tobacco of the 1924 crop. The total loss is estimated at between \$250,000 and \$300,000, most of which is covered by insurance. The fire will throw out of work about 100 men and women usually employed during the winter at the warehouse sorting tobacco.

The fire broke out shortly after 7 o'clock, and its origin is not known. It is thought, however, to have started near the warehouse boiler room. Ellington has no fire department and the structures were all of wood. The circular truck of the Hockanum Pump company of Rockville was rushed to the scene and fought the blaze until late midnight. Through its efforts the loss was saved, although all furniture had been removed in the expectation that it, too, would be burned.

Some of the tobacco in the warehouse was owned by Mr. Lavitt, the other was in cases ready to be shipped to the Connecticut Valley Tobacco Association, Samuel A. Fassler of Hartford, Joseph Miller of Ellington, the Rockville Grain and Coal Company, S. Falk of New York and Hartford, and others.

The warehouse, one of the largest in the state, was controlled by the Connecticut Valley Tobacco Association. Lavitt was in Buffalo at the time of the fire, purchasing more cattle. He returned to-day. Thirty-seven head of cattle in a barn on the farm were saved by the fire-fighters. A crowd of about 2,000 gathered to watch the blaze, and many residents aided the firemen.

Association Makes Big Sale

L. P. M. Hickey makes the following

The best cigars contain

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Valley

Tobacco

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TOBACCO ASSOCIATION, INC.

Headquarters · 225 State St. · Hartford, Conn.

ment from the offices of the Connecticut Valley Tobacco Association: all the Association's 1925 low grade stemming tobacco has been purchased by P. Lorillard & Company and others. It is understood that the crops too poor to assort, for stemming purposes, will be burned. The farmer will receive approximately 11.4c per pound net after the five per cent Association fee or handling.

It is not expected that there will be a low grade crop this year as a result of a more favorable growing and curing season. The Association's warehouse managers and superintendents will determine whether a crop is to be assorted or not, after an examination of the tobacco in the bale.

The 1925 crops of members will be in the bundle, except stemming tobacco, without the approval of the Executive Committee, and then only when financially necessary for the members. The crop should be so sold. The application forms have been sent for the use of members desiring to have their crops sold in bundles. These can be obtained from the secretary at the Hartford

leaf warehouse manager F. J. Linn, announced that there will be considerable changes made in the method of assorting the 1925 broadleaf crop. Growers should get in touch with their assorter for instructions before starting to sort. It is estimated that over twenty per cent of the crop is being shipped and in the bale. Many growers will soon be assorting into grades.

Over a hundred cases were sold last week, fifty-two hundred odd cases of single-one bales sold in past four weeks, the Association.—NUTMEG.

Doubt About '26 Connecticut Crop

Hartford, Conn., Nov. 21.—"Don't expect any tobacco at all in 1926" was the opinion of many of the tobacco growers who attended the tobacco industry last evening in the high school auditorium, East Hartford, under the direction of the extension service of the Hartford county farm bureau. Speakers who included Professor G. Davis of the Connecticut Agricultural College, County Agent Benjamin Southwick, Thomas Murray of W. Bancroft, urged the growers to make a big curtailment of the 1926. Raising fruits, vegetables, and chickens on the farm was recommended.

Meeting was attended by only a few members, compared to a hundred who have attended similar meetings in the past. Mr. Bancroft gave an address of welcome and spoke of raising the acreage next year. He thanked Professor Davis, who said:

"You should look at the proposition and not take the local viewpoint. You must realize that you are in control of the tobacco situation and you can increase or decrease production. The farmers cannot do it. You tobacco growers can. Last year you produced 50 million bushels of potatoes, which is equivalent to the one-half bushels per acre of an over-production. This year you are about three bushels per acre and they are worth \$3 a bushel on the farm. There are about eight or nine million dollars of potatoes this year. A small part of the way of supply and demand will make or break a farmer. If there were two million bushels of corn and this year three million bushels, the situation is apparently as with the corn growers as with the tobacco. First we want to know about the future but this can be determined only by judging from the facts that we are interested in. What relate to supply, demand and price? If you are unable to obtain a price you must study supply and demand and figure out what it is. In the Connecticut Valley 100 pounds of tobacco was pro-

duced in 1900, increasing to 60 million pounds in 1920 and it will be about 50 million in 1925. There has been a steady increase from 1900 to 1920 and held there. Trends of cigar leaf tobacco production in the various states increased from 1900 to 1925 and out of all these districts you will find Wisconsin the biggest competitor. Cigar production from 1880 to 1920 has increased steadily except in 1896, when there was a falling off on account of hard times. This increased gradually with the increase in population. The United States cigarette production has increased since 1906, to 72 billions in last year. Today the use of the cigarette is 650 per capita per year, increased from 50 per capita in 1906. Consumption of cigars has decreased from 80 to 63. Today the demand moves away from the cigar favoring the cigarette. There is now three years' supply of leaf tobacco on hand for cigar purposes." Mr. Davis continued, "Three things may happen—increase the demand for cigars by advertising, cut down the acreage and reduce the price of the cigar." He recommended acreage reduction but did not state to what extent it was necessary.

Professor Davis was asked many questions. Thomas Murray urged the growers not to grow any tobacco in 1926 but to grow stuff that could be used in the home. Mr. Southwick favored reducing the acreage and substituting fruit, vegetables and live stock, such as chickens. He said the farm bureau stood ready to assist the tobacco grower in every way possible. Mr. Murray said he believed if not a stalk of tobacco is grown this coming season the tobacco now held by the association would be sold for ten cents a pound more than if any is produced and that is a higher profit than can be made on the 1926 crop. It is expected that meetings of districts No. 3 and 4 of the association will be called to discuss the situation.

France May Yet Dispose of Monopolies

WASHINGTON, D. C., Nov. 28.—In the present critical period of French finances attention has again been called by the conservative political parties and the commercial interests to the advisability of lightening the Government's fiscal burdens by disposing of state monopolies and industrial service says a report to the Department of Commerce. At a meeting of the president of the French Chamber of Commerce held in Paris during October, 1925, a resolution was adopted urging that these publicly owned utilities be delivered to private ownership. On October 24, 1925, Senator Francois Marsal, former Premier, in a public address declared that the State should first levy on its own capital and that instead of increasing the heavy tax burdens borne by the tax-payers, it should cease to be an industrialist, a merchant and a common carrier. As a counter project to the Radical Socialist "special contribution" from all forms of acquired wealth, the parties of the right are known to be considering a proposition demanding the sale of some of the state monopolies, notably that of tobacco.

On October 28, 1925, at the annual Congress of the "Union des Interest Economiques," Mr. Emile Labarthe delivered an address on the monopolies and industrial enterprises of the State, in the course of which he said:

"Can the state monopolies become a source of profit for the nation? Do they not constitute on the other hand, a heavy liability? Is not the state regime one of the causes of the high cost of living, since, under the regime of liberty of enterprise, would not competition reduce prices?"

M. Labarthe then cited numerous experiments of State ownership made in France since the war to show that most of them had resulted badly.

In a detailed examination of each State monopoly, he mentioned the fact that the complex management of the tobacco monopoly occasions formidable expenses and recommended recourse to private initiative for the operation of the public industrial services and the transformation of the fiscal monopolies.—L.A.M.M.

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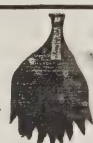
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Weather Injures Seedlings—Large Sales to Few Buyers—
Remedios, First and Second Caps, Sold Largely—
Shipping Goods Also Purchased—Juan Puente Dies at

HABANA, Cuba, Nov. 20.—Finally the weather has changed somewhat, and the heat has left us. While in the Province of Habana we had quite a few rain showers; the dryness in the other tobacco sections, especially Remedios, continues. Reports say that the northwest part of the Province of Santa Clara had very short rain showers, but that these rains have rather done harm to the seedlings than any good, being combined with cold winds. If this dryness continues, the prospects for the new crop will be very poor ones.

Pretty large sales took place during the last week, produced only by a few buyers. The main buyer was undoubtedly el Moche, or rather Don Jose Suarez. This firm bought over 3000 bales of Remedios 1st and 2nd Caps, in several warehouses, like Pablo L. Perez, Constantino Gonzalez y Ca., M. Lopez y Ca., of Caibarien, and from Lobete y Miguel about 900 bales.

There is no doubt, that Jose Suarez has taken advantage of the best opportunity, buying when the market in these grades was very quiet, and after holders found out that the large northern buyers, like Sartorius, etc., who had not bought so far any Remedios, are not interested in tobaccos from this section.

Stripping Grades Sold

In grades fit for stripping purposes, Gerardo Smith and the Compania Despilladora are buying still further quantities. Also Walter Kaffenburgh, before leaving for the north, was quite active in our market, and bought several lots of 1st and 2nd Caps. Menendez, Mendez y Ca., local representatives for the well known northern firm of Yocum Brothers, bought for this firm a good lot of tobacco in the Sancti Spiritus section.

Aixala y Ca. are also buyers of low grades in carrots and unsorted for stripping purposes. Fernando de Cardenas, who at the beginning of the crop acquired large quantities of Remedios

Capaduras as well, as of Botes, proposed of quite a quantity in the market but must have still a good quantity on hand. The tobaccos bought by him represent a good selection to any African buyer interested in goods fit for stripping purposes. The other packers and exporters have mostly disposed of these grades, which begin to get scarce.

This week J. Nienhuys and we arrived from Holland, and Mr. Nienhuys, vice president of the large firm of H. Duys & Company, naturally made his headquarters with the representatives of this firm at the Calle Amistad.

Juan Puente Dies Sudden

Thursday morning, after having registered over 500 bales in the registration of the Cuban Land & Leaf Tobacco Company, Juan de la Puente Vice President of this Company, was taken by sudden death at his desk, while despatching correspondence. Although his employees took him in an automobile to the Casa de Socorro Hospital, all efforts were in vain. Don Juan de la Puente was one of the most well known men, not only among the tobacco trade in the whole Island, having been also vice president of the well known and prosperous Association de Dependientes (Clerk's Association), and president of the Loma Tennis Club.

The tobacco trade has lost in Don Juan, President of Honour of the Tobacco Dealers Association, a valuable member and adviser, and his death will be a sorrow all over Habana and the whole Island. Members of all classes accompanied his body to the cemetery. Several cars covered with flowers followed the body of poor Don Juan to his last repose. The tobacco warehouses of Habana were closed during all day. Don Juan de la Puente leaves a widow and his son, Dr. Manuel de la Puente, one of the youngest, but one of the best physicians in Habana. To both, as the rest of the bereaved family, our heartfelt sympathy is extended.—GALLO.

New Orleans Greeting Many Northern Tourists

Falk Returns From East—Connecticut Shade Grown for
Factory—Larrieu Legacy—Acquistapace Gets Order
Afar—Christian New Lorillard Manager.

NEW ORLEANS, La., Nov. 19.—Arnold Falk, of A. Falk & Son, the Decatur street cigar manufacturers, has returned from his eastern trip, where he went to make a survey of leaf tobacco conditions and trade prospects generally. Mr. Falk was greatly impressed by what he saw. He found the market for Connecticut shade grown particularly crowded at this time with prospective buyers from all over the country. The demand was unprecedented; so much so that it was feared the supply of this year's shade grown crop would prove insufficient to meet incoming orders. Prices were relatively high. Mr. Falk succeeded, however, by energetic effort, in buying the harvest of two producers of shade grown material needed by the factory of A. Falk & Son for the ensuing year, and has returned home quite satisfied with the result of his trip north.

President Moser, of the New Orleans Cigar Box Factory, and Arnold Falk of A. Falk & Son, have succeeded Joseph Estes and J. M. Falk, of Chicago, recently appointed receivers of the Southern Cigar Manufacturing Company, Inc., in St. Mary street.

Larrieu Receives Legacy

An unlooked for windfall has overtaken Lionel Larrieu, the energetic young man, formerly in charge of Max Guiraud's cigar establishment, now op-

erating a cigar store of his own at University Place. Under the terms of a will filed for probate by the executor of Max Guiraud, it was discovered that the deceased had bequeathed his faithful employee a legacy of two thousand dollars. This, however, has been subsequently rescinded and cancelled through the annulment had not been made although in legal form. The matter having been brought to the attention of Judge Boatner, of the Probate Court, it was instantly set aside and the executors of the Max Guiraud estate were ordered, to pay or to Larrieu the \$2,000 originally bequeathed to him by an appreciative employer. Judge Boatner is noted locally as jurist whose decisions are seldom overruled by the State Supreme Court when taken to the court of last resort.

The elation of Larrieu and his friends has been assigned to the Lone Star Station by the Acquistapace Cigar Factory Magazine street. He is rendering a good account of his stewardship. The Acquistapace factory has no objection to make of business conditions; rather for all of its products showing a steady increase. Much to Mr. Acquistapace's surprise, an order for their products was recently received from New York, where he hardly expected the fame of the Royal Guard to yet extended. The factory is

ended and is in the market for
the various cigar chain stores of
clean are making special efforts
to the notice of incoming tour-
all strangers, now pouring into
the special lines which they are fea-
They are burnishing up their
ments, setting things in order,
actively displaying those goods
the cigar and pipe lines, which
they would appeal to the new-
This is particularly noticeable
the Schulte cigar stands, at St.
le and Common streets, in charge
of Monticello, and in headquarters,
and Royal streets, where gen-
manager Dominguez presides.

Christian Succeeds Maddox
Christian, division manager of
P. Lorillard Company, is making
initial trip to New Orleans, where
quartered at 617 Girod street.
Christian has been transferred
to Baton Rouge, La., office, where
previously held forth as division man-
He is perhaps the youngest di-
vision manager in the service of the
Lorillard Company. Mr. Christian
succeeded A. H. Maddox, who has gone
into wholesale drug business at
Newport, La.
Christian reports a very fair busi-
ness. Climax, Beechnut, Old Vir-
ginia and other products of
the Lorillards among the better class of
dealers upon whom he called on
his first trip. He was numbered among
the visitors at Lionel Larrieu's stand
in University Place.—CRESCENT.

Unlisted Tobacco Stocks

Closing Prices Monday Reported by Marketwyse	
Bid	Asked
Snuff	146 146
Snuff Pfd.	100 107
Sumatra	105 11
Sumatra Pfd.	88 118 1/4
Tobacco	114 115
Tobacco Pfd.	107 108 1/4
Tobacco "B"	113 114
Unlisted Cigar	43 43 1/4
Unlisted Cigar Pfd.	85 90
Cigar	100 103 1/4
Cigar Deb. Pfd.	100 108
Cigar Pfd. 102 1/2 108 Ex-Div	
Myers	85 85 1/2
Myers "B"	83 84
Myers Pfd.	122 123
P.	36 37
P. Pfd.	111 117
Products	96 97 1/4
Products "A"	103 105
Cigar Stores	104 105 1/4
Cigar Stores Pfd.	120 120
Tobacco Co. 127 1/2 130 Ex-Div	
Tobacco Co. Pfd.	113 115
(R.J.) Co. Pfd.	120 121 1/4
(R.J.) Co. "B"	94 94 1/4

George Whelan Travels to the South
George Whelan, of the United Cigar
Company, New York, will prob-
ably gain in the warmer portion of
the United States for some time yet.

Mr. Davis in Connecticut
If the interested cigar men in
Connecticut market last week was
L. Davis, of Schwab, Davis & Com-
pany, New York.

J. B. DIAZ
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S. Luis
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Pie de Golpe
Sta. Clara
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Foreign Exchange Rates

In the subjoined table the quotation
on sterling represents dollars and deci-
mals of a dollar; all others represent
cents and decimals of a cent. Quotations
preceded by the decimal mark indicate
a price measured in fractions of a cent.
Parity of exchange is given as re-
ported by the United States Mint, ex-
cept in countries with the silver standard,
where parity fluctuates with the price of
silver.

Closing Rates Monday

STERLING—Par \$4.86 1/2 per sovereign.	
Demand. 4.84 1/4	Cables 4.87 7/16
FRANCE—Par 19.3 cents per franc.	
Demand. 3.88	Cables 3.88 1/2
ITALY—Par 19.3 cents lira.	
Demand. 4.05 3/4	Cables 4.06 1/4
BELGIUM—Par 19.3 cents per franc.	
Demand. 4.50	Cables 4.50
GERMANY—Par 23.8 cents per mark.	
Demand. 23.81	Cables 23.81
AUSTRIA—Par 14.07 cents per schilling.	
Demand. 14.125	Cables 14.125
DENMARK—Par 26.8 cents per krone.	
Demand. 24.86	Cables 24.88
GREECE—Par 19.3 cents per drachma.	
Demand. 1.33 1/4	Cables 1.33 3/4
HOLLAND—Par 40.2 cents per florin.	
Demand. 40.19	Cables 40.21
HUNGARY—Par 20.3 cents per crown.	
Demand. .0014 1/4	Cables .0014 1/4
NORWAY—Par 26.8 cents per krone.	
Demand. 20.36	Cables 20.38
SPAIN—Par 19.3 cents per peseta.	
Demand. 14.22	Cables 14.23
SWEDEN—Par 26.8 cents per krona.	
Demand. 26.74	Cables 26.76
SWITZERLAND—Par 19.3 cents per franc.	
Demand. 19.27	Cables 19.28
CHINA—Cents per silver dollar for Hongkong; per tael for Shanghai and Peking.	
HONGKONG—	
Demand. 58.13	Cables 58.25
PEKING—	
Demand. 79.25	
SHANGHAI—	
Demand. 75.88	Cables 76.00
PHILIPPINE ISLAND—Manila: Par 50 cents per silver peso.	
Demand. 50.875	Cables 50.125
JAPAN—Par 49.8 cents per yen.	
Demand. 42.44	Cables 42.56
ARGENTINA—Par 42.44 cents per Ar- gentine paper dollar.	
Demand. 41.63	Cables 41.75
BRAZIL—Par 32.45 cents per paper milreis.	
Demand. 14.12	Cables 14.18

Inactive and Unlisted Stocks Closing Prices Monday Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar	108	112
American Cigar pfd.	95	99
Bayuk Cigars	38	41
Bayuk Cigars, 2nd pfd.	95	100
British-American Tobacco ..	24	25
Continental Tobacco Co.	14 1/2	15
*Eisenlohr & Bros. com.	18	20
Eisenlohr & Bros. pfd.	88	90
G. W. Helme Co., new	72	75
G. W. Helme Co., pfd.	115	118
J. S. Young	124	128
J. S. Young pfd.	103	109
Imperial Tobacco	24 1/2	25 1/2
International Cigar Machine ..	65	75
Johnson Foil	80	90
McAndrews & Forbes	166	170
McAndrews & Forbes pfd.	100	102
Mengel Co. com.	48	52
Phillip Morris	21	22
Porto Rican A. T. Co.	50	60
Universal Leaf com.	58	61
Universal Leaf pfd.	97	99

*Par value now \$25.

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NEW YORK

Wisconsin Again Enjoys Fine Spell of Weather

Tobacco in Piles Remains in Good Condition—Prospective Buyers "Looking"—Occasional "Offers" Made—Small Quantity Changes Hands—Some Northern Crops Move.

Edgerton, Wis., Nov. 21.—The weather of the last week has been of the very variety. The days have been cool and clear, and the small amounts of the virgin tobacco that the growers took during the last damp day has remained in good condition in the pile. The harrower has been held up in his fall work, because the total lack of frost in the ground has prevented the moving of the machinery in the fields, and they have been too busy shredding corn, and doing other work to take much of the tobacco down. However, many of the crops have small ends down, and the men are busy "looking" and even making occasional offers.

Brothers Company, of Edgerton, Wis., had a crew of buyers in the market for stemming goods, offering prices for stems straight, and ten and four, and 25 stemming tobacco. The movement was very slow, however, and the tobacco has changed hands. Another stemming company is reported to have started yesterday with ten cents as a "bait," and this report, if true as reports are, will quicken the movement considerably. The main life of this movement is in the southern fields, and the crops have been moved at prices from twelve to fourteen cents by minor buyers. The consensus of opinion is that these last named crops, not over half in all, are being bought in the belief of reselling their contracts later to the men who intend to pack it.

Several keeps buying an occasional crop, the north, and Claiborne, McDaniel and a few others are reported to have picked a few crops up the last week in the northern belt. Some stemming buyers are out there also, but the northern farmer has been as reluctant to sell at those prices as has the south-

ern to the stemming buyer.

The market on old goods has continued good the last week in this state, and there will be few cases of old goods in this state in the hands of the packers by the holidays. Shipments of small lots continue to be away above normal.

The Pool warfare is in the lull before the "storm." Press agents of both factions have been busy making proclamations in the press concerning the wonderful progress each side is making, and belittling the achievements of the other faction. A statement is being prepared for publication in answer to President Jens Davidson's refusal to call a meeting to vote upon the dissolution of the Pool. Pool "rebels" have started out with their petitions to get signers to call the dissolution election. It is understood on good authority that crews with the petitions have been out since November 18. To date no authentic information has leaked out as to their progress.

The Pool insurgents have held a series of formidable meetings under the supervision of E. K. Loverud, legal advisor of the rebels. The meetings have been crowded, and enthusiastic, according to reliable reports, and overflow crowds have surged wildly about during these meetings, especially in the northern districts. A formidable crew of signers are organized, and are now out getting signatures of the twenty per cent of the pool necessary to call a meeting to vote upon dissolution. The disgruntled elements within the Pool will no longer be able to claim lack of adequate leadership as their weakness instead of numbers, should the pool survive this threat. Whatever the outcome, it will clear the air for all concerned in the tobacco belt, and is so welcomed by the general inhabitants.—BADGER.

Cars Get Another Cut On Freight Rates

With the issuance of an order by the Interstate Commerce Commission requiring the railroads to establish a second class rating on cigars, with a minimum weight of 24,000 pounds, subject to Rule 1 of the efforts of the T. M. A., under the supervision of Managing Director Charles Dushkind, extending over a period of two years to obtain a workable loading rating on cigars have finally been successfully concluded.

The subject of carload rating on cigars first came up at the 1923 Convention of the T. M. A., when it was suggested that the railroads in maintaining a first class rating on cigars, quantity did not recognize the principle that lower freight rates should be given to cigars when shipped in carload lots when forwarded in small lots. One of the larger shippers felt that the carriers should be forced to grant a reduction.

The proposition was promptly made by the T. M. A. through its Traffic Department to the Classification Committees of the railroads but after unusual delay, the rate was denied. A formal complaint was thereupon filed with the Interstate Commerce Commission asking for this adjustment and thirty-nine of the country's principal companies as defendants.

Made Tentative Report

In the hearing the I. C. Examined a tentative report which was partially favorable in that he recommended a second class rating with a minimum weight of 30,000 pounds. In the filing of this preliminary report, the T. M. A. entered an emphatic protest against the establishment of the minimum as excessive and unreasonable, but this rate was never established.

In recognizing, however, that a 30,000 pound minimum was impracticable so far as manufacturers were concerned,

the T. M. A. again formally took this matter up and finally succeeded in having the Interstate Commerce Commission reopen the Case. The order just issued is the result of this reopening of the matter.

The new rate has been published by the carriers in the current Supplement to the Consolidated Freight Classification and will become effective December 19, 1925.

Manila Notes

Treatises of tobacco diseases, such as damping-off, bacterial wilt, fusarium wilt, root-rot, root-knot, sclerotium light, mosaic and cercospora leaf spots their propagation causes and symptoms, and measures for their control, are in a new circular issued Saturday by the Bureau of Agriculture of the Philippine Islands in connection with its new drive for increased tobacco productions.

Supreme Court of the United States has announced that it would review the case of Carl Franz and Otto Ingennohl against Walter E. Olsen & Company, to pay a judgment obtained in Hongkong for the use of trade marks in the manufacture of cigars in a factory in Manila which Ingennohl had owned, but which was seized by the alien property custodian during the war and sold to Olsen & Company.

C. A. Bond, Philippine tobacco agent, spent two days at Washington the latter part of the week in consultation with General Frank McIntyre, head of the Bureau of Insular Affairs.

David F. Morris, tobacco agent of the Philippine government, has returned from Los Angeles to San Francisco. During his stay in the southern countries he made an extensive survey of

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Stripped Pennsylvania Fillers

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NEW PROVIDENCE, PA.

the cigar market and his report over conditions is very optimistic.

The better grade of Class A Manila cigars is making rapid progress and staple brands are much in demand.

A wire from San Francisco sent to the New York office by Mr. Morris, states that importations on the coast are breaking records, but that the demand continues to be much greater than the supply. Mr. Morris also states that prospects for the cigar trade generally for the holidays are very favorable.

The shipments from Manila to the United States during the month of Oc-

tober, amounted to 23,000,000 cigars. During the past three months the Manila imports compare favorably with the boom years of 1918, 1919 and 1920. There is a marked difference, however, in the character of the business. During the war, Manilas were sold almost entirely as jobs. At the present time, 90 per cent of the Manila business is built on staple brands, and it depends on the demands of the smokers entirely for its support.—CAB.

McBurney in Ohio

On his last trip of the year westward, W. B. McBurney, of R. A. Bacnia y Ca., New York, stopped off in the various cities of Ohio last week.

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VEGA BAJA, PORTO RICO

Porto Rican Outlook

SAN JUAN, P. R., Nov. 18.—Weather conditions have not been very favorable during the past week, and planting in the principal tobacco districts, due to lack of rain, has been retarded to some extent and the planted tobacco has not made the desired development.

During the past two days of this week all the districts have had some good rain showers, which favored principally the new planted tobacco.

In Barranquitas about 1,600 to 1,800 acres are prepared and will be planted, which is about 30 per cent more than last year.

Co-op Movement Growing

The Association of Farmers in Porto Rico is intending to enter the Farmers' Association of America in Washington. The Association is growing stronger here every day, forming part, not only of the tobacco growers, but also the fruit, cane and coffee growers.—MIRAMONTES.

San Francisco News

SAN FRANCISCO, Cal., Nov. 18.—While many, especially at the retail end of the cigar and tobacco game, are constantly looking down a long steep incline into the valley of despair, it is interesting to find some one who is so busy tending to business that he hasn't discovered the incline. Such is Abe Charnak, who has been quietly and noiselessly building a little chain of his own that is keeping its head well above water. After serving apprenticeship in his first stand in front of the Capitol Hotel in Sacramento, Charnak came to San Francisco in 1905, and bought the Charles Thompson stand at the corner of Market and Battery streets. He discovered he was no prophet of the future when the great fire swept his stand off the map the next year. But he bobbed up again beyond the circle of the flames on Golden Gate between Laguna and Buchanan. The following year found him again in the center of things at Bush and Battery streets, where his shingle still hangs out. He later became interested in the stand in the Builders' Exchange at 180 Jessie street, which is still operated by his partner, assisted by Mel Smith.

At Sixteenth and Rondell streets, Joe Adler, assisted by Frank Edwards, has made his stand pay for the past seven years. And only last March he grabbed the corner at Townsend and Third streets, opposite the main depot of the Southern Pacific Railroad. He took in the entire lease, enlarged the cigar stand, and sub-leased the remainder to a restaurant and soft drinks stand, and to a radio store. His partner in the Jessie street stand, All White, also took an interest in this and helped him swing it. They entrusted the management to George Snow, and here again made good. Charnak seems to have the faculty of getting dependable men to stay with him, and that is half the battle of success.

That the retailers are generally fair way is the testimony of Joe Rinaldi, who states that they are already taking large orders for future delivery in full faith that the Christmas trade will be better than usual.

Holidays Hold Out Hope

John Conner, the California street retailer, is another who is looking forward to the biggest Christmas ever. "I always do, and it would seem that I am never disappointed," John's great faith is to always have unlimited stock for the purpose to hand right over the counter, so that if a man wants ten boxes of cigars to make presents to his friends, he can get them on the spot. "Some of course," says John, "but we are selling cigars every day, and it is a question of a little time till all surplus is worked off, and the advantage of having plenty on hand in itself is a help to reduce the surplus after the trade comes that one is always report that the steady improves as the season advances, so that they have no "kick" what to make. The Tadmira, which they have been gaining all the time, and their brands are not losing.

Dave Horn, buyer for the Golden State Leaf House, is about to turn. He reports a splendid assortment of lines that their trade calls for. His succeeded in getting an exceptionally fine lot of well cured Porto Rican will have a line of wrappers that are calculated to make the trade sit and take notice. Harold Horn, the low who beats up the bushes in the city for big game, says that will be a job for good tobacco makes good time for the salesman.

Philips & Meyers, the distributors of Our Cha'lie, the popular number among the cigar stand confectioners of San Francisco, the stands are getting a constantly greater trade for they are locating increasingly larger trade for they are locating increasingly large orders, and this they affirm applies to the general business of the stands.

One of the retailers who has been fortunate is Ban Kulik. He purchased the stand at the corner of Market and Front streets a short time ago, from Bob Donahue. But there are many some locations which, however low they may appear, are good only because of a personal following. So Ben himself in possession of a stand that would take much time to build to where it would support the owner, and wisely turned loose.

Can Make His Own

H. Schwartz has opened a new stand at Commercial and Montgomery streets. He is outside the circle of "king" rents, and while aware that it will take some time to develop the clientele he would like to have, feels that he has a drawing card in the ability to make an extra good brand of his own where the counter does not keep him busy. He is a cigarmaker with considerable experience in the east.

G. W. Webb is still in the land of estate agents, where they grow wonderful crops of various kinds—it is in Florida. H. Falk is looking after the

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of the Martiez factory in the Central California, and is to report that orders, many of mail, are keeping him good and

Petri Cigar Company is still going the top with a momentum that is up. They are thoroughly convinced that there is again going to be a cigar factory on the Pacific Coast, and there is room for one. This is the reason they are planning to double and output another year.

Tobacco Monopoly of France May Go To Americans

PARIS, France, Nov. 17.—Multitudinous troubles of the French government have obliged the ministerial body to consider the leasing of the tobacco monopoly to American firms. Political reasons have prevented the previous sale or lease of the monopoly. This is so because French politicians have always regarded the positions of the tobacco monopoly as the partisan of their victories.

Winners and licensees to sell tobacco are made to the supporters of the government in power. In fact, the whole business is almost identical with the American system of awarding postmasterships to the favored political partisans.

After the recent disturbances, created by the failure of the government to produce sufficient revenues for necessary expenses, have made it imperative something be done about the tobacco monopoly.

Paul Conde, of the Department of Finance, announced today that he will shortly introduce a resolution asking the government to say whether or not it would consider an immediate offer for the tobacco monopoly.

He proposes that the monopoly be leased for thirty years. It now produces an income of nearly two billion francs annually. So Mr. Conde estimates that the leasing figure would amount to about thirty million francs, or about one million of dollars in American money, at the present rate of ex-

change. M. Conde calculates that the tobacco business, operated upon an energetic and progressive business basis, would soon produce far more than two billion francs profit yearly. Socialists would not vote for this change in tobacco sales, it seems, but Senator Lazare Weiller said today he was in touch with the Americans interested in the subject a year ago, and that they would be willing to reopen the matter now.

Finance Minister Clementel could have obtained twenty million francs for the privileges a year ago, it is said, and the government would have been guaranteed the same revenue it now obtains from the sale of tobacco products.

If Americans took hold of the business, however, all the present political patronage would be eliminated. Many politicians would therefore walk the plank, and this is why the American offer is not popular with the partisans.

Parliament will consider the tobacco monopoly very soon, but the result is considerably involved, it will be seen, with peculiar circumstances, far apart from the necessity of improving the quality and service in tobacco products.

To Encourage Growing In Australia

WASHINGTON, D. C., Nov. 23.—In order to encourage the production of a higher grade leaf, the British Australian Tobacco Company has made a new agreement with the Australian tobacco growers beginning January 1, 1926, which is likely to have a far-reaching effect upon the development of the industry, according to a report received in the Department of Commerce from Vice Consul Coates, in Melbourne. By the terms of this agreement the tobacco manufacturers will take 250,000 pounds of lemon bright leaf from the growers, should this quantity be available each season, and will pay for it at the rate of 2/6 per pound, or about 55 cents in United States currency. The quantity of mahogany-colored leaf that will be

acceptable to manufacturers over the period of the agreement is 650,000 pounds if available, at the fixed price of 44 cents per pound. These are the principal grades, but in order to overcome some of the present difficulties which growers experience in the grading of their crops, 200,000 pounds of dark leaf will be purchased at 33 cents per pound, and 300,000 pounds of Number 2 leaf will be accepted at prices ranging from 22 cents to 17 cents per pound. This agreement will continue for a period of three years, after which any revision that may be necessary will become a matter for further discussion. The grades of the various leaf as set out—bright lemon, mahogany, and dark—will be determined by representatives of the three parties, and standard samples lodged, so that they will always be available for the purpose of establishing the grade of any consignment that may be open to doubt.

It is known that many who have contemplated engaging in the production of tobacco have been awaiting a decision regarding the disposal of the crops. By agreeing at the present stage to renew these contracts, in place of waiting until the end of the year, manufacturers have made it possible for a number of growers to complete arrangements for extending their areas and so increasing the coming season's yield. The raising of seedling plants is now engaging attention, and reports received from many sources indicate that considerably more plants will be grown this year than ever before. Numbers of growers are making provision for replanting their areas should the early plants suffer as a result of the recurrence of blue mold.

The report of the Victorian Department of Agriculture for the month of August, 1925, states that the growers have sown all their early beds, and the weather has been cold with some showers. The winter up to the present has, compared with recent seasons, been dry, with heavy frosts.

Buyers are operating on prices equal to last year's. The bulk of last season's leaf is lighter than usual.—L.A.M.M.

Workers Come and Go

WASHINGTON, D. C., Nov. 23.—The Bureau of Immigration, Department of Labor, states that during September eleven immigrant cigar makers came into the United States, while during that same month 16 left, and during the period from July to September 28 came into the country and 72 left here.

The Bureau's figures show also that 2 immigrant cigar packers came into the country and none left and during the period July to September 5 entered the United States and 14 left.

Figures of the Bureau also show that 2 immigrant cigarette makers came into the United States in September and none left and during the July to September period 6 came into the country and none left.

Two immigrant tobacco workers came into the United States in September and none left and during the July to September period 3 came into the country and one left here.—L.A.M.M.

Ybor City Old Cigar Town

TAMPA, Fla., Nov. 23.—More than 25,000 people now live in Ybor City, the center of the Tampa cigar industry. Most of the population is of the Spanish nationality, and the Spanish language is spoken to such an extent that one might imagine himself in old Spain instead of America.

Ybor City was named for the famous Ybor family, very early settlers in Tampa. Most of the native cigarmakers here have the typical Spanish love for music and romance. This is recognized in the erection of the Centro Asturiano, a beautiful opera and club house where Metropolitan stars are frequently in appearance and appreciation.

Florida real estate activity has affected Ybor City, too, and many old landmarks are disappearing. This does not bother the Latin cigar element, which goes about its daily work in its usual placid manner, entirely unaffected by the boom and its rapid transitions to wealth—or poverty.

A remarkable record of a remarkable tobacco

THIRTY-THREE per cent more Porto Rican cigars were imported by the tobacco trade of the United States during the fiscal year 1925 than in the previous twelve-month period. The recent Porto Rican harvest of leaf tobacco is practically sold out.

Merit is beating a path for Porto Rican cigars and tobacco. There is a very decided trend toward Porto Rican cigars and tobacco in this country.

Manufacturers, jobbers and dealers will profit by serving the demand of smokers for Porto Rican cigars, or cigars containing Porto Rican tobacco.

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Names of Steamships and Dates of Arrivals at Port of New York

Tobacco from Havana		N. Y. & J. R. R. S. S. Co.	
S. S. Siboney	—Nov. 17	S. S. Cornelia	—Nov. 18
	Bales	I. Cohen	—Nov. 18
F. Penna & Co.	11	I. Cohen	—Nov. 18
General Cigar Co.	400		
B. Castellano & Co.	10	Tobacco from Rotterdam	
M. Schwarz	20	S. S. Breedysk	—Nov. 18
S. Ruppel, Inc.	18	R. J. Kugelman, Inc.	—Nov. 18
H. Neuberger	4	J. Willing Co.	—Nov. 18
S. Rossin & Son	10	H. Duys & Co.	—Nov. 18
M. Rosenberg & Co.	10	General Cigar Co.	—Nov. 18
	Packs	E. Rosenwald & Bro.	—Nov. 18
General Cigar Co.	192	American Cigar Co.	—Nov. 18
Bernard, Judae & Co.	3	F. W. Fox	—Nov. 18
P. Lorillard Co.	239	H. Duys & Co.	—Nov. 18
M. Schwarz	57		
G. M. Beyea	65	Tobacco Fabrica from Rotterdam	
H. Neuberger	2	S. S. Rotterdam	—Nov. 18
Yocum Bros. (Reading, Pa.)	18	A. D. Newman Co.	—Nov. 18
S. Rossin & Son	30		
J. H. Meyer & Son (Chicago, Ill.)	15	Tobacco from Glasgow	
J. A. Mesa & Co.	20	S. S. Transylvania	—Nov. 18
On Order	19	A. Dunhill, Inc.	—Nov. 18
	Barrels		
Bernard, Judae & Co.	31	Tobacco from London	
B. Castellano & Co.	10	S. S. Minnetonka	—Nov. 17
E. Rosenwald & Bros.	91	D. A. Schulte, Inc.	—Nov. 17
Hinsdale, Smith & Co.	90	Faber, Coe & Gregg	—Nov. 17
Stern, Mendelsohn & Co.	51	United Cigar Stores Co.	—Nov. 17
E. P. Cordero & Co.	51		
M. B. Pendas	10	Tobacco from Patras, Greece	
American Cigar Co.	137	S. S. President Wilson	—Nov. 17
Suarez & Cresp	9	On order	—Nov. 17
S. Ruppel, Inc.	17		
S. Sichel	40	Tobacco from Trieste, Italy	
M. Lopez & Co.	2	S. S. Clara	—Nov. 17
S. Rossin & Son	170	Liggett & Meyers Tob. Co.	—Nov. 17
V. Toledo	6		
Waitt & Bond (Newark, N. J.)	132		
J. A. Mesa & Co.	15		
		Cigars from Havana	
Tobacco from Porto Rico		S. S. Siboney	—Nov. 17
S. S. Maracaibo	—Nov. 10		
	Barrels		
Durlach Bros.	308	G. L. Goldsmith (Toronto, Cana)	—Nov. 17
J. Cohn & Co.	29	Hickey Bros. (Davenport, Ia.)	—Nov. 17
Hamburger Bros. & Co.	241	Duncan & Moorhead (Philadelphia, Pa.)	—Nov. 17
H. Duys & Co.	17	Estabrook & Eaton (Boston, Ms.)	—Nov. 17
Stern Mendelsohn Co.	214	J. T. Snyder (Buffalo, N. Y.)	—Nov. 17
Rosenstadt & Waller	50	C. B. Perkins & Co. (Boston, Ms.)	—Nov. 17
Selgas & Co.	784	General Cigar Co.	—Nov. 17
	Bales	Capitol Cigar & Tobacco Co.	—Nov. 17
Durlach Bros.	1	H. M. Schermerhorn (Chicago, Ill.)	—Nov. 17
Hamburger Bros. & Co.	28	Washington Tobacco Co. (Washington, D. C.)	—Nov. 17
Stern, Mendelsohn Co.	41	Kiefer, Stewart & Co. (Indianapolis, Ind.)	—Nov. 17
	Barrels	J. Wagner & Son	—Nov. 17
S. S. Porto Rico	—Nov. 17	D. A. Schulte, Inc.	—Nov. 17
	Bales	R. J. Seidenberg & Co. (Buffalo, N. Y.)	—Nov. 17
Hamburger Bros. & Co.	13	United Cigar Stores Co.	—Nov. 17
H. Duys Co.	10	D. Frank & Co. (Boston, Mass.)	—Nov. 17
	Bales	Alpers & Mott	—Nov. 17
Tobacco from Porto Rico		Central Union Trust Co.	—Nov. 17
S. S. Corosal	—Nov. 18	Stickney, Hoelscher Cigar Co. (Louis, Mo.)	—Nov. 17
	Barrels	Reymer Bros. (Pittsburgh, Pa.)	—Nov. 17
Stern-Mendelsohn Co.	191	R. D. Strachan	—Nov. 17
P. Lorillard Co.	254	C. L. Perkins & Co. (Boston, Ms.)	—Nov. 17
Rosenstadt & Waller	70	S. S. Pierce & Co. (Boston, Ms.)	—Nov. 17
Kohlberg & Gonzalez Co.	48	G. L. Blake	—Nov. 17
	Bales	A. J. Billin & Co.	—Nov. 17
P. Lorillard Co.	13	J. F. Snyder (Buffalo, N. Y.)	—Nov. 17
Hamburger Bros. Co.	100	Yahn & McDonnald (Philadelphia, Pa.)	—Nov. 17
	Barrels	Stearn Co.	—Nov. 17
H. Duys & Co.	86	W. J. Meedoy	—Nov. 17
Maurice Winter & Co.	116	Surburg Co.	—Nov. 17
Consolidated Cigar Co.	281	Lee & Cady (Detroit, Mich.)	—Nov. 17
L. Hirsch	34		
N. Y. & P. R. R. S. S. Co.	20		
	Bales		
Maurice Winter & Co.	12		
L. Hirsch	2		

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Porto Rico

arleng	5
ilford	43
he & Gregg	19
holas & Son	11
alton & Co. (Philadelphia,	10
erman	12
les & Co.	3
anill	16
ard	5

Cigars from Porto Rico	
<i>S. Porto Rico</i> —Nov. 17	Cases
era Tobacco Co.	2
lor in	12
os	3
ona	4
anza & Co.	2
to Vigil & Co.	68
ed Cigar Stores Co.	27
ican American Tobacco Co.	33
nz & Rodriguez	10
utberg	2
nsilt & Waller	4
erl, S.	4
<i>S. Puerto Rico</i> —Nov. 18	Cases
SP. R. S. S. Co.	1
ed Cigar Stores Co.	40
era Tobacco Co.	11
nz & Rodriguez	19
<i>S. ornelia</i> —Nov. 18	Cases
h ros.	117

Cigarettes from Porto Rico	
<i>S. Porto Rico</i> —Nov. 17	Cases
f, artini	1
Cigarette Holders from Hamburg	
<i>S. Albert Ballin</i> —Nov. 16	Cases
assros. & Co.	1
reberg & Sons	1
Cigarettes from Southampton, Eng.	
<i>S. Lauretania</i> —Nov. 21	Cases
Dunill	1
Cigarette Paper from Havre, France	
<i>S. chodack</i> —Nov. 18	Cases
uri Co.	22
da' Products Corp.	58

Cigarette Cases from Bordeaux	
<i>S. Chicago</i> —Nov. 20	Cases
14 Teerhor	14
Tobacco from Puerto Plata	
<i>S. idna E.</i> —Nov. 20	Cases
S. jockett	920

Tobacco from Belfast	
<i>S. ncmore</i> —Nov. 20	Cases
enshaw & Sons	235

Cigar Pipes from Antwerp	
<i>S. Belgenland</i> —Nov. 20	Cases
oal National Bank	2
uiy Hill Co.	2

Cigar Pipes from Southampton	
<i>S. Lauretania</i> —Nov. 21	Cases
o report Co.	3

Clay Pipes from Rotterdam	
<i>S. reedyk</i> —Nov. 17	Cases
rica Clay Pipe Works	12
Ceramic Articles from Hamburg	
<i>S. Albert Ballin</i> —Nov. 16	Cases
g ank	3
rk Trust Co.	1

Ceramic Articles from Southampton	
<i>S. Lauretania</i> —Nov. 21	Cases
uiy Hill & Co.	15

Allen Succeeds Duke
 Toronto, Can., Nov. 21.—Because of close association with James B. Allen, of New York, has succeeded Duke as president of the Duke Cigarette Company, Ltd. Tremendous development is in course of by the company at the Grande Prairie, capable of supplying 480,000 cigarettes a day.

Lays Good to Lambert
 Story holiday business has been in the trade centers recently by M. Lambert, of A. Oppenheimer Company, New York. Jobbers of pipes are showing great interest in the Oppenheimer lines.

Liverpool Tobacco Report and Market Comment

LIVERPOOL, Eng., Nov. 5.—The following figures and comment are taken from the regular tobacco report issued by Edwards, Goodwin & Co., showing the hogsheds of tobacco on hand, imported and delivered:

Virginia			
Stock September 30	11,815	7,241	
Imported in October....	19	79	
<hr/>			
Delivered in October....	84,373	45,641	
<hr/>			
Stock, October 31, 1925..	80,203	44,196	
Against 1924	84,947	47,046	
Against 1923	84,306	42,555	
Against 1922	87,849	48,337	
<hr/>			
Western			
Imported in October....	11,815	7,241	
Imported in October....	19	79	
<hr/>			
Delivered in October....	11,834	7,320	
<hr/>			
Stock, October 31, 1925..	11,330	7,006	
As against 1924	10,222	7,417	
As against 1923	13,497	8,676	
As against 1922	13,212	11,505	

Market Comment

The market has been active throughout the past month, the sales totalling above the average, supplemented by the navy purchases, though these only comprised 490 hogsheds of American growths and 100 bales Nyasa and Rhodesian. The new bright crop is sampling well and desirable cigarette grades should come to a good market. The prices on the loose leaf floors have advanced considerably during the last few weeks in eastern Carolina, which is due in part to the poor character of the Old Belt crop.

Rothschild Returns From South American Trip

Returning from an extended trip to various countries of South America last week, Harry S. Rothschild, chairman of the board for Otto Eislenhr & Brothers, Inc., expressed himself as greatly pleased with his examination of affairs in the southern republics, especially for the outlook to extended trade in the tobacco business between this country and our neighbors. Better representation of American firms in the Latin nations has largely aided our commerce, said Mr. Rothschild. Banking loans to the Argentine have also created much sentiment for the United States. Recent tax recommendations likewise interested Mr. Rothschild, and he said: "This undoubtedly will stimulate the cigar business considerably. I find that the tobacco business is rapidly regaining the ground lost after the war. Cigar manufacturers generally declare they are able to manufacture better five and ten cent cigars than at any time since the war. This accounts for the material increase in cigar sales in the past three months."

New Loose Leaf Warehouse In Gallatin, Tenn.

GALLATIN, Tenn., Nov. 21.—With the recent erection here of the building for the Gallatin Tobacco Warehouse Company, this vicinity will now be served with another looseleaf floor. Splendid lighting has been arranged for, and all new equipment has been installed. Uniform weight baskets are included. Growers are requested to carefully strip and grade their tobacco for rapid handling, and to bulk it previous to loading it for sale.

Nine New York Buildings Bought By Schulte

Purchasing from J. C. G. Hupfel the nine buildings at 216-226 East Forty-second street, New York, running through the block to 223-235 East forty-first street and fronting 150 feet on each street, the Schulte Real Estate Company obtained some very valuable realty last week.

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GOOD TOBACCO AND GOOD WORKMANSHIP!

Good tobacco and good workmanship make good cigars. It's a combination you can't beat! Manila, today, is making better cigars for the money than ever before in the history of the trade. Ask the man who has been handling a dependable Manila brand. He knows!

LIGHT COLORS AND FRESH MERCHANDISE!

Manila factories have discovered what the American smoker wants for his money and they are giving it to him. The machinery for distributing Manilas has improved, and it has become possible at all times to supply fresh merchandise. Spot stock is being carried by a large number of importing houses and factory agencies located in various sections of the country, which makes it comparatively easy to obtain supplies of cigars at short notice.

HONEST MERCHANDISE AT HONEST PRICES.

Real Manila Cigars may be easily identified. Factory and District numbers are plainly printed on every box, and the guarantee and import stamp enables the smoker or the dealer to readily determine the genuineness of the merchandise. There are large factories and small factories at Manila. There is no monopoly of any kind. In fact, competition between the various factories is very keen and the matter of prices and quality is left entirely to the laws of supply and demand.

Some factories specialize on high grade goods at top prices. Others deliver to this market, in answer to the demands of a certain class of trade, cigars that are cheap in price but less desirable in quality. But with all of them the cigar is honest value for the price.

Lists of Factories, Agents and Importers on application

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Reducing Manufacturing Costs Through Humidification



Humidair System operating in packing department of large tobacco factory.

A Humidair System installed in your plant will increase your production, improve the quality of your tobacco, prevent waste, and reduce your manufacturing costs.

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MONTREAL OFFICE:
80 St. Francis Xavier St.
W. F. C. Turnbull, Mgr.

The Psychology of the Tobaccophobe

By O. VICTOR LIMERICK, M. D.

Director Department of Pharmacology, Brooklyn Diagnostic Institute,
New York

most conclusive statement of the facts about tobacco, O. Victor Limerick, M.D., Director Department of Pharmacology, Brooklyn Diagnostic Institute, New York, writing under the title "The Psychology of the Tobaccophobe," as published in the Therapeutic Gazette of Detroit, he discusses the cause and action of the peculiar prejudice on which rests the campaign against antobacs. Doctor Limerick's article with the baffling prohibition, mythology, and their influence on the minds of the devout tobaccophobe. He says:

Of all the problems that remain unexplained by psychologists, none is more difficult than the hold which myths often have on the popular mind. Myths frequently become so firmly fixed in the popular mind that they seem destined to remain every conceivable form of refutation. A deeply rooted myth often accounts for popular opinion that holds true whatever the verities. The range as it may seem, the most intelligent supporters of a particular cause are usually the ones that are most ill-tempered resentment by the accumulation of facts that prove it to be groundless.

Tobacco and Tomatoes

Doctor Limerick contrasts the attitude against tobacco with that of the century-old antipathy toward the tomato. In this connection he remarks: "The wide-spread and seemingly unjust prejudice against the use of tobacco is based on a myth that reminds one of the history of the common to-

mato. In the sixteenth century the Spaniards brought the tomato into Europe from South America, and it became known in Italy as Pomo dei Mori (Moors' Apple). Similarity of sound made it Pomme d'Amour (Love Apple) in French, and this at once gave rise to the popular belief that there was 'something sinisterly dangerous' about this vegetable.

"Even to this day the tomato is avoided as a poisonous and evil-doing plant by the peasants of several districts of northern France. The hold of this myth on the minds of these peasants is too strong to be broken by the fact that the tomato long ago became a favorite vegetable in almost every other part of the world. There is—or should be—a wholesome admonition against prejudices born of ignorance in the fact that the tomato is now recognized as a source of one of the most important vitamins."

Investigation Jolts Opinion

Scientists, says Doctor Limerick, are intensely interested in tobacco and its effects upon the human constitution. It is observed that the verdict of science is frequently at variance with popular opinion and custom. And he continues: "The popular opinion about the effect of tobacco on man is of special interest to those engaged in scientific pursuits; for, in accounting for its origin and its pertinacity, we inevitably arrive at a better understanding of why some of those who have been highly trained in a particular branch of science often fall into serious error when they venture beyond its borders. We also come to see why

the researcher must use rigorous measures to guard against self-deception, which so often accounts for erroneous conclusions.

"The verdict of science is, and must always remain, contrary, in some degree or respect, to popular opinion. This is because the conclusions of the more fortunately endowed and the more highly trained are invariably based on a consideration of factors that are beyond the comprehension of the average mind.

Scientists Are Not Poetic

"Scientific research is not a pursuit for minds of the pious or poetic type. The laboratory of the researcher has no attraction for the grades or intellect that are drawn into politics or commercial pursuits, or are pushed into menial occupations.

"In the case of the researcher, the traditions of a thousand years count for nothing if they are repudiated by a single verity. But the average person makes consecrated notions objects of sentimental adoration. The researcher possesses an intellectual courage which prevents tradition from affecting his interpretations of phenomena, but the average person is inherently hostile to any experimental verifications that may cast a shadow of doubt on his soothing presuppositions or long-cherished delusions.

"The researcher is guided by knowledge of cause and effect, but the average person is wont to be swayed by poetry mistaking itself for science. The researcher seeks out the truth, and then proclaims it without regard for any effect the truth may have on emotional bias or popular opinion; he is totally indifferent to what his discoveries may cost him, if measured in terms of mass popularity."

Correction of Errors

Perplexity in science, writes Doctor Limerick, is due to the lack of distinction between belief and knowledge. This is the vital element which reformers seldom consider. Doctor Limerick says

of it:

It is true, of course, that knowledge always advances by process of trial and error. But if the errors found are wittingly or unwittingly concealed, they are apt to be repeated by others embarking in the same line of investigation.

"A hundred repetitions of the same blunder may deceive an unlimited number of persons, so it has come to be a truism in research circles that a fact unearthed by a single individual very often rectifies the accumulated errors of many centuries.

"One of the chief causes of perplexity, relative to my problem in science, is the common failure to make proper distinction between a prevailing opinion and an established fact; between what is believed to be true and what is known to be a reality.

Lawyers, for instance, cannot tell architects their business. Educated persons in every walk of life are looked upon by the mass of people for current opinion upon everything which comes along. And Doctor Limerick speaks of all that in this way:

"And, inasmuch as the prejudice against the use of tobacco is based almost entirely on popular opinion, it is important that we know how this popular opinion originated and why it is still shared by a considerable number of persons whose attainments are not open to dispute.

"In other words, the necessity arises for a study of the psychology of the tobaccophobe of both low and high type.

"But, before adducing facts to prove that the prejudice against the use of tobacco is a result of popular delusion, it will be helpful to briefly recount other popular opinions that are equally incompatible with what we choose to term common sense.

"When we pause to note the absurdity and the pertinacity of these popular opinions, and to bear in mind that some of them are still shared by highly edu-

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cated folk, it ceases to be difficult for us to understand why a great number remain steadfast in the belief that tobacco is a menace to mankind, in spite of the positive proof to the contrary.

"The astonishing thing about popular opinion is that they seemingly flourish best in the midst of evidence that should effect their complete undoing.

Danger for the Ostrich

Fixed notions and the fixed stars probably had something in common in the very old days. Anyhow, Doctor Limerick tells of the ancient astronomers' critics and their theories. He also mentions the ostrich, the sand, and the fable thereof:

"Medieval critics of astronomy insisted that there could be only seven planets, because there are only seven days in a week. Here we recognize a popular opinion resulting from a primitive sense of the fitness of things, which prevented an evident fact from being admitted to consciousness; an unwillingness to recognize a palpable truth merely because it would not harmonize with a fixed notion.

"For more than two thousand years the popular opinion has been that, when pursued, the ostrich buries his head in the desert sand in the belief that he thus conceals himself from his carnivorous enemy. It is patent that if the ostrich did do such a silly thing his throat would be leisurely cut by the attacking beast, yet this popular opinion is still fostered by some of our school-books.

People who live along the equator are not the only folk in the world who imagine the North Pole is colder than any other spot in the world. But Doctor Limerick mentions Stefansson's version of polar weather:

Popular Opinion

"The popular opinion is that the North Pole is the coldest place in the northern hemisphere, and that the polar regions are far colder than any country inhabited by civilized folk. This could not possibly be true, yet we are assured by Vilhjalmur Stefansson that it is always with great difficulty that he succeeds in convincing even graduates of our leading universities that the polar regions are never extremely cold—never as cold as some of the well-populated sections of the United States.

"In order to be extremely cold, a place must have latitude, altitude, and distance from the ocean. The polar regions have neither altitude nor distance from the ocean, so they naturally cannot be extremely cold.

"Here again we have a popular opinion due to common failure to apply knowledge that should be in the possession of the average schoolboy.

Intelligence Not Rampant

"Lack of intellect in the great mass of population is no doubt particularly responsible for all these wide spread opinions. Doctor Limerick points out that really ninety-six per cent of the cultured American people are below the usual standard of intelligence:

"It can thus be seen that popular opinion need not hold any valid relation to what is true, and that it is often entirely erroneous. It could not be otherwise, for the majority of persons lack the intellectual resources that are necessary to the solution of ordinary problems.

"We have it from excellent authority that 'ninety-six per cent of the people of the United States are below the accepted standard of intelligence.' If we put aside false pride and appraise popular opinion with the open-mindedness with which we are wont to take a problem in mathematics or chemistry, we come face to face with some very humiliating facts.

"Popular opinion is not the crystallization of independent and self-relying inquiry and meditation; on the contrary, it is the scum of mass reaction. It is composed, in large part, of beliefs that cannot endure casual scrutiny, much less the rigorous tests of enlightened criticism. It is thick with fossilized misconceptions, held in suspension by stupefying tradition. It contains the emotionalisms of the neurotic, the prejudices of the illiterate, the fantasies of

the feeble-minded, and the hallucinations of the common drunk.

Widows and their cats come in for some comment by the eminent doctor. It is also told why such men as Oliver Lodge and Sherlock Holmes have been led off on a peculiar line.

"A highly educated and well-circumspect and conventional life, suddenly comes a patron of astrologers, arithmancians, magicians, or healers, and becomes active as a parlor Bolshevik.

"To the amazement of her friends she shows a new interest in 'mysticisms' for the 'good of the he'; and very likely, evinces an affection or deep or cats which she did not formerly possess.

"A certain physiological disturbance has finally passed the bound of restraint, and is expressed in a startling change in her response to stimuli. Popular opinion consists, in part, of the eccentric views of this familiar type of psychoneurotic.

"A man—such, for example, as Oliver Lodge or a Conan Doyle—who has achieved great distinction in one or another branch of science or of literature, may, as a consequence, say, of some emotional trauma, suddenly step into the world with the announcement that he is in personal communication with the spirits of the dead.

Bryan's Following

Receptions of these beliefs, however, nostrums is frequently received with pious consideration by the bulk of the populace simply because of the prominence of its advocates. For instance, the event of Bryan's ministry of Adam and Eve:

"As a rule, popular opinion is profoundly influenced by the specious deductions of a renowned individual, because the lay mind cannot be made to understand that extraordinary lightness of talent, in one branch of intellectual endeavor, does not necessarily imply superior or even average ability in other branches.

"William Jennings Bryan's aside the megaphone, picks up the title and fills the air with a sort of moly that redoubles the confidence of his words in the hallowed account of the creation of Adam and Eve.

"Not to be outdone by his man, the Ladies' Auxiliary of the Order of Forbidders places itself on record as being 'terribly' opposed to the use of pretty dogs in the experimental study of any disease, except (of course) superfluous flesh and wrinkles.

"Then, too, the followers of Dowie, Abrams, Coué and Mother Ey are to be remembered as liberal contributors to popular opinion.

"It can thus be seen that, spite of the lobored panegyricizing of disingenuous popular opinion is quite apart from the concerted views of the best informed.

"Refinement of our method of conducting research, especially in the field of psychology, has disclosed the fact that much of the controversy, which arises when serious attempt is made to ascertain which conclusion is correct, one, results from blunders on the part of the controversialists.

"The fact, that difference between conclusions invariably denotes dissimilarities of the function of individual organs of thought, escaped recognition for a long time. Two normal minds working under identical circumstances can possibly receive irreconcilable impressions from any outside source.

"Consequently, when irrational conclusions are arrived at by studying phenomena under identical circumstances, the inconsistency is due to some dysfunction of the organs of thought of one of the investigators. The blunder of the controversialists, that they overlook the dysfunction.

"One of the most admirable traits of the accomplished researcher, is a habitual vigilance with respect to possible dysfunction, which may lead to an erroneous conclusion.

Checking Investigations

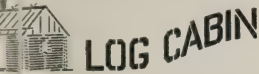
"It is quite true that, in every form of observation, one comes to appreciate shades of difference. (Continued on page 77)

Trade Marks Filed

In U. S. Patent Office

following trade-marks were published in compliance with section 6 of the Act of February 20, 1905, as amended March 2, 1907. Notices of opposition are filed with the U. S. Patent Office at Washington, D. C., within thirty days from date of official publication.

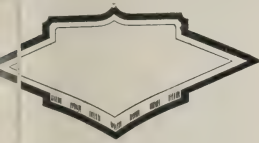
Se No. 215,502. W. A. BROWN TOBACCO COMPANY, INCORPORATED, Martinsburg, W. Va. Filed June 9, 1925.



215,502

Particular description of goods.—Log Cut-Plug, Chewing, and Smoking Tobacco. Claims use since about 1855.

Se No. 220,141. REISS-PREMIER PIPE CO., New York, N. Y. Filed Sept. 11, 1925.



220,141

Particular description of goods.—Pipe Cigar and Cigarette Holders, and Cigarette Cases. Claims use since Nov. 1, 1924.

Se No. 220,172. BAYUK CIGARS, INCORPORATED, Philadelphia, Pa. Filed Sept. 18, 1925.

BAYUK FELLO

220,172

Particular description of goods.—Cigarettes. Claims use since on or about March 1, 1924.

Se No. 220,413. MULTIADDES MELANCO, Inc., New York, N. Y. Filed Sept. 18, 1925.

MULTIADDES

220,413

Particular description of goods.—Cigarettes. Claims use since March, 1925.

Se No. 221,140. SMOKERS PRODUCTS, New Newark, N. J. Filed Oct. 2, 1925.

ONE-UP

221,140

Particular description of goods.—Tobacco Cases or Pouches. Claims use since July 1, 1925.

Patents Recently Granted

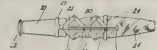
By U. S. Patent Office

Complete description of the patents described herewith can be obtained from the Patent Office by sending to the Commissioner of Patents, Washington, D. C., the number of the patent together with 10 cents in currency or money order. Stamps will not be accepted. For this sum the Patent Office will supply a printed copy of the patent, which usually contains complete drawings and descriptions in detail.

1,560,538. SMOKER'S ARTICLE. L. B. JOKE, Denver, Colo. Filed May 9, 1925. Serial No. 712,017. 3 Claims. (Cl. 131-51.)

Smoker's article comprising a housing a container placed within said housing and a door hinged on said housing and a holder and ash tray secured to

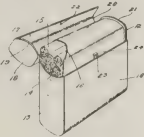
said door and arranged to deposit their



1,560,538

contents into said container as said door is closed.

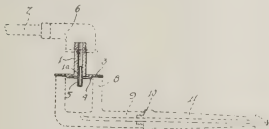
1,560,644. CIGARETTE CASING. ELI J. BEAUPRE, North Attleboro, Mass. Filed Dec. 5, 1923. Serial No. 678,608. 3 Claims. (Cl. 206-41.)



1,560,644

A sheet metal casing for cigarettes comprising a body member of a strip of sheet metal folded into U-shape in cross section forming front, bottom and back walls substantially the length of a cigarette, walls at the end of said body, and a cover hinged to said body and having a portion of one of the end walls attached thereto to expose the end of a cigarette when open.

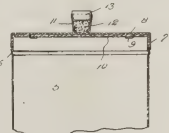
1,560,903. DEVICE FOR CLEANING SMOKING PIPES. FREDERICK EICHE, Lincoln, Neb. Filed Nov. 24, 1924. Serial No. 751,984. 2 Claims. (Cl. 131-13.)



1,560,903

As an article of manufacture, a tube having an integral lateral flange at one end thereof, an auxiliary tube of smaller dimension carried by said first named tube and arranged to project on the opposite side of said flange, and an annular centering flange carried by said first named flange and surrounding said auxiliary tube, said auxiliary tube being adapted to enter the bore in the mouth piece of a pipe.

1,561,057. TOBACCO CAN. EMERY B. COLSON and HOSEA CLINTON GREEN, Hutchinson, Kans. Filed Nov. 21, 1923. Serial No. 676,107. 1 Claim. (Cl. 131-30.)



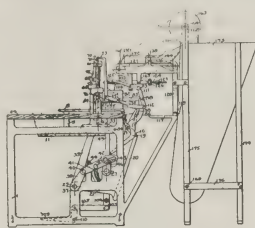
1,561,057

In a tobacco can, a cover having an absorbent sheet secured against and covering substantially the entire under surface thereof, said cover having a top wall provided with a neck through which a portion of the absorbent sheet is exposed, a compressible moisture retaining element within the neck upon the exposed portion of the absorbent sheet, a removable closure for the neck positioned above said moisture retaining element, the means for securing the absorbent sheet against the under surface of the cover comprising a plurality of marginal downwardly directed tongues struck from the top of the cover and projecting through and clinched against the under surface of the absorbent sheet.

1,559,009. AUTOMATIC CIGAR-BUNCHING MACHINE. WALTER H. SCHUSSLER, Philadelphia, Pa., assignor to The Schussler Tobacco Machine Co., Inc., Philadelphia, Pa., a Corporation of Pennsylvania. Filed Mar. 8, 1922. Serial No. 541,914. 4 Claims. (Cl. 131-42.)

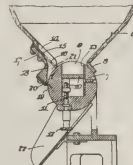
1. In an automatic cigar bunching machine, a container for the tobacco, a conveyor, a feed belt to which the to-

bacco is discharged from said conveyor, weighing mechanism to receive the discharge from said feed belt, a retainer to receive the tobacco from said weighing



mechanism, means to discharge the tobacco from said retainer, and a bunching machine to receive the discharge from said discharging means.

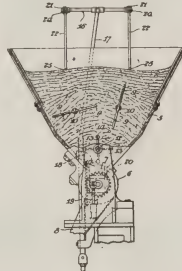
1,559,265. CIGAR BUNCHING. BERNARD LIBERMAN, Philadelphia, Pa. Filed Nov. 16, 1921. Serial No. 515,446. 9 Claims. (Cl. 131-39.)



1,559,265

1. In the art of bunching, the method of separating measured charges of scrap tobacco from a supply, which consists in pressing evenly into a normal plane, the exposed surface of the measured charge which projects above said normal plane, and then severing the body of the charge from the supply.

1,559,266. CIGAR BUNCHING. BERNARD LIBERMAN, Philadelphia, Pa. Filed Apr. 8, 1922. Serial No. 550,666. 5 Claims. (Cl. 131-39.)



1,559,266

3. In a scrap bunching machine, the combination of a measuring element, a supply hopper for delivering scrap thereto, rotating agitators positioned near the middle part of the hopper, and a rotating agitator near the discharge of the hopper having horizontal rods, operating to press the charge into the measuring element.

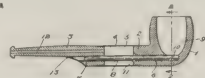
1,559,322. METHOD OF AND MEANS FOR THE PRODUCTION OF CIGARETTE RODS IN THE MANUFACTURE OF MACHINE-MADE CIGARETTES. PAUL MAX ERNST HOHN, Dresden, Germany, assignor to "Universelle" Cigarettenmaschinen-Fabrik J. C. Muller & Co., Dresden, Germany. Filed Apr. 22, 1924. Serial No. 708,155. 8 Claims. (Cl. 131-39.)



1,559,322

1. A method of making the tobacco rod for the manufacture of machine made cigarettes consisting in shaping tobacco to form a flat layer and forming the same into a closed ring.

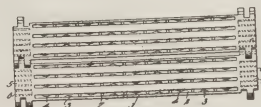
No. 1,558,833. TOBACCO PIPE. ROBERT BUTLER, Boston, Mass. Filed Apr. 28, 1925. Serial No. 26,508. 4 Claims. (Cl. 131-12.)



1,558,833

1. A tobacco pipe having a condensing chamber, a mouthpiece having an inlet passage leading from the outside air to said chamber, a tube extending across the lower portion of the fire chamber of the bowl, thence through the condensing chamber and into said inlet air passage in the mouthpiece to communicate with the outside air, said tube having a port communicating with the fire chamber at or near the bottom of said fire chamber and so constructed and located that the smoke shall divide to enter the tube, said tube having intermediate its ends a port which communicates with said condensing chamber, the portion of the tube on one side of said last mentioned port constituting an air passage and the portion of the tube on the other side of said port constituting a smoke passage.

1,560,484. LINK CARRIER FOR PAPER-MATCH MACHINES. LUCIAN E. PARKER, Wadsworth, Ohio, assignor to The Ohio Match Company, Wadsworth, Ohio, a Corporation of Ohio. Filed Dec. 1, 1924. Serial No. 753,409. 3 Claims. (Cl. 144-65.)



1,560,484

1. A link carrier for paper match machines, having transversely grooved links provided with projections from the side walls of said grooves and extending into the grooves in staggered relation.

Warning To Code Buyers

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John Ruskin

Best and Biggest Cigar

Tobaccophobe

(Continued from page 76)

at first could not be detected, but even the most skillful and experienced are apt to observe what harmonizes with their own conscious or unconscious set.

"Investigators are often deceived by their own and unsuspected emotional luxations. Then, too, a disproportionate emphasis on an insignificant fact, which is unintentional, may affect the relation of an observer to the laws of consistency.

"Again, the quality and the degree of anticipation may determine, to some extent, what will be admitted to consciousness. Soresearchers have come to know that the checking up of the observations of one trained investigator by another trained investigator is the best possible safeguard against self-deception.

"A single error in the interpretation of phenomena may vitiate an investigation, so we need not be surprised at the frequency with which irreconcilable conclusions have been arrived at in the study of the effect of tobacco on man, seeing that almost every grade of intellect has engaged in it at some time.

"Self-deception is undoubtedly the most probable cause of the irreconcilable conclusions. Bias is the greatest enemy of truth, and bias often arises from a set, or emotional presupposition, that is not in the awareness of an investigator.

"A mental attitude quickens attention for one group of things at the expense of attention for other things of possibly greater importance to the problem in hand. The dominating influence in certain intellects is a set, which frequently gives direction to the current of their thoughts.

"Imagination often supplies the missing gaps in a picture. If it didn't there would be no such thing as motion pictures. The quality of a set, or presupposition, is an excellent clue to the conclusion an investigator will arrive at, and the set of many of those who have studied the effect of tobacco on man is frequently exposed by the impetuosity they involuntarily display toward those whose views on the subject do not coincide with their own.

Set Convictions

"An assumption very often proceeds from a set, and it may prove helpful as a preliminary in an investigation. But an assumption is not a fact, and its value must always remain dubious until a conclusion reached by its aid has been tested and proved in the actual procedure of experience.

"A thing is considered true in the scientific sense only when it can be proved and reproved by established formalities of substantiation. The popular opinion relative to the effect of tobacco on man cannot survive any of the tests having scientific respectability.

"It has been rejected by present-day scientists because precise methods of investigation have proved it entirely out of harmony with fundamental laws of consistency.

"When we make a stringent examination of the theories that have successively supported the belief that tobacco causes disease of the body or of the mind, or of both body and mind, it becomes difficult for us to understand how these theories could have escaped refutation for so many years.

"It becomes next to impossible for us to understand how the higher grades of intellect could have been led and kept astray by a succession of assumptions, each one of which might have been completely shattered by a moment's sober reflection. The unconscious harboring of an emotional bias, and the unsuspected absorption of conventional opinion, is the only way of accounting for the longevity of the erroneous theories.

"When the first voyagers to the Western Hemisphere learned of tobacco from the Indians and, on their return, introduced it into Europe, opposition to its use was at once based on the assumption that the drawing of smoke into the lungs, as in the act of inhaling, must certainly cause some sort of lung disease.

"In course of time this belief became almost world-wide, and it still prevails in some quarters. Now the truth is that a little smoke ever enters the lungs, whether it is inhaled by a smoker; it is conveyed further than the larynx, or even into the lungs, by the action of the vocal cords, which will presently become obvious.

"It may be said at this juncture that a greater number of non-smokers died of tuberculosis during the draft of soldiers for the World War. But this statistical fact is offered merely as an interpolation, for we are chiefly concerned at this moment in a human weakness, namely, the failure to apply the knowledge we possess when confronted with a new problem.

Searchlights of Science

"To the average mind there is something inhumanly shocking in the thing which scientists turn destructive rays upon venerable notions. The crushing of their favorite superstition or the dislodging of their favorite truth is heard with dismay by many folk. The truth that it immediately follow will doubtless be distressing to some poetic soul; the habit of inhaling tobacco smoke is every whit as pure and undefiled in origin as is the habit of kissing.

"The simple truth of the matter is that the two habits are kin. More than that, they are very closely related to the habits of carressing and hugging. Why? Because our sense-organs (vision, hearing, taste, and touch) were developed from simple sensitive papillae in the skin. In the infinitely long evolution these tiny sensitive papillae have developed into the wonderful instruments through which external impressions are received.

"In the ordinary experiences of life we are constantly being bombarded with proof of the common origin of our sense-organs. But the pity is that one person in ten thousand possesses sufficient powers of observation, and sufficient interest in natural phenomena, to notice the bombardment.

"Whatever makes a pleasurable impression on one of our sense-organs is made to make a like impression on other sense-organs; conversely, whatever makes a disagreeable impression on one sense-organ will make a similar impression on another sense-organ.

"A thing that is pleasing to one sense always excites in us an impulse toward it, and this fact accounts for the origin of the habits of stroking, carressing, hugging, patting, and kissing, which in the last analysis, nothing more than less than different degrees of touch.

"When we see, say, a pretty child, we at once feel an impulse to pat, stroke, hug, or kiss it, the force of the impulse varying, according to the construction of the reactor or individual response stimuli.

"Women who kiss cats, dogs, colts, and beasts are deficient in inhibitory power. When his master returns after a long absence, the dog licks his hand because he is glad to see him. But when we see, say, a dead rat, we immediately feel an impulse to turn our eyes away from it and hold our noses.

"When we see a beautiful flower, we inhale its perfume in order to possess as much of it as possible to the smallest olfactory terminals in the nasal cavities, which give us the sense of smell. Right here we have an explanation of the fact that smoking in the day does not afford a full measure of enjoyment to those habituated to tobacco—the smoke cannot be seen.

"There are no nerves of taste in the nerves of smell in our lungs, so it must be obvious that the drawing of cigarette smoke into the lungs cannot give rise to a pleasurable sensation. As a matter of fact, when tobacco is accidentally drawn into the lungs, it is a common experience of novices to involuntarily excite an expulsive cough.

"The inhalation of tobacco smoke (drawing it as far back as the throat, not into the lungs) is simply a preliminary to forcing the smoke against the nerves of taste and smell, which are situated only in the mouth and nose.

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measurable impression derivable from smoking is proportional to the amount of surface of these nerves that is exposed to the volatile materials inhaled in the tobacco smoke. The blowing of smoke through the cigarette, which is a practice of many habit-smokers, is an extension of surface to the volatile materials. The popular belief that tobacco smoke causes disease is a thing that came to an end in enlightenment. It is the time that the red flannel shirts lost its reputation among smokers.

What Is Nicotine?

The next assumption advanced in support of the contention that tobacco is a poison to both body and mind is that nicotine, which is a very powerful substance, is the captivating constituent of tobacco, and the actual cause of the craving which ultimately results in addiction. The belief in the fascinating and potent potency of nicotine became widespread, and started by so many professional eminence, that none of the most courageous dared express contrary opinion or even a doubt. The very processes of reasoning, by which scientists arrive at conclusions, are inverted in order to give this theory much as a semblance of plausibility. Whenever an addiction to a drug has been established the addict feels the need of it, and often actually requires, ascendingly of that drug. In almost every case the craving eventually becomes insatiable, so that the addict prefers or requires his favorite drug in its most concentrated form. "Hence we observe that an opium addict prefers morphine to the crude drug, and the cocaine addict prefers purified alkaloid to the leaves from which it is obtained. This is the exact reverse of what is true in the case of the addict to tobacco. Despite the fact that nicotine is available to everybody, being the insecticide in common use by gardeners and farmers, no one has ever seen a nicotine-taker. "It is a significant fact that there is nothing as nicotine pills or tablets on the market. There is, in fact, no appreciable relation between the amount of nicotine derivable from a given kind of tobacco and its nicotine content. "The preference of the average smoker is strongly in the direction of mild tobacco that manufacturers find it expedient to stress the mildness of their respective brands. The cigar is rapidly giving way to the cigarette, which is the mildest form of smoking tobacco. "The theory, that the injurious effect of tobacco is due to the carbon monoxide present in its smoke, can be dismissed with the statement that there is no carbon monoxide generated by automobiles during traffic jams in New York City in one day than be got out of a whole year's croak of smoking tobacco. And New York is a health resort.

again. Teachers and principals of all sorts of schools began compiling and publishing statistical data supporting the contention. This naturally attracted so much attention to the subject and provoked so much intemperate discussion of it that researchers were moved to make a searching investigation of the soundness of the contention.

"The thing that immediately cast suspicion on the spoken and printed convictions of these schoolmasters and school principals was the fact that almost without exception, these well-meaning souls attached greatest blame to the mildest form of smoking tobacco, (the cigarette) and were unaccountably mute with respect to the strongest form (the pipe), which is quite a favorite with student bodies.

"Here was a palpable inconsistency that could not possibly escape the notice of exacting scientists, and it would have to be explained in accordance with the inflexible rules of logic before any value whatever could be attached to the conclusions reached by these custodians of adolescent minds.

"The plight of the average schoolmaster is indeed a pitiable one. In spite of the fact that the responsibilities which beset him are momentous, he receives less for his services to society than does the ordinary bricklayer. Inherent superiority of mind and scholastic attainments do not always determine the position he shall hold nor the compensation he shall receive.

"On the contrary, his general fitness, as an educator of young men or young women, is usually measured by the sum of parental favoritism he can acquire. As a rule, it is proportional to the esteem in which he is held by the mothers of his pupils. Consequently self-preservation, reduces him to a state of defensive hypocrisy.

"He dare not admit facts that do not harmonize with tradition, for fear of losing his position. He is incessantly haunted by the ugly fact that many of the mothers of his pupils still think, or think they think, that ignorance is synonymous with purity. He must at least affect sympathy for whatever view is moldy with accumulated tradition.

Hitting the Nail on the Thumb

"He is not supposed to encourage his pupils to approach subjects with a critically open mind. He must dogmatically repeat what accords best with the sentiments of the parents of his pupils. He must inveigle them into paths of blind acceptance, and burden their minds with a mass of vestigial nonsense, because their mothers will have it so.

"In teaching biology, physiology, or embryology, he must always hit the nail squarely on the thumb, in order that he may not give offense to those who have a voice in the management of his school. Now, it is perfectly obvious that, in the circumstances, the average schoolmaster must, in time, consciously or unconsciously regard a pupil whose general deportment is always exemplary, and whose demeanor is excessively submissive, with a shade of sentiment that he cannot bestow on a pupil that is somewhat recalcitrant, even though, as is often the case, he possesses superior ability.

"It has been seen that we are apt to observe what harmonizes with our own conscious or unconscious set, or emotional bias; that the degree of an anticipation may determine what will or will not be admitted to consciousness, and that a mental attitude quickens attention for one group of facts at the expense of attention for another group of facts of possibly greater importance to the problem in hand.



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"Seeing that this is true, it is inevitable that the average schoolmaster, who is totally inexperienced in scientific procedure will discover slight infractions of his rules of deportment and inconsequential flaws in the class-work of a student having what he considers a vice that would probably escape notice in the case of another student whose habits accord in every respect with his idea of unblemished gentility.

"The opinions of schoolmasters relative to the effect of tobacco on mental alertness and scholarship are made scientifically worthless by the fact that they are products of self-deception. They are as unconvincing as an old-time revivalist's description of purgatory.

What O'Shea Has Said

"M. V. O'Shea, Professor of Education, University of Wisconsin, and mem-

Scholars and the Cigarette

Moved to caution by the nimble manner in which scientists have shattered their theories, one after another, the schoolmasters took recourse to what has appeared to them as far beyond any such refutation as the testimony of the microscope might supply. They held the stand that, in some way or other, the tobacco lessens mental alertness, and scholarship, and impairs deportment. This charge inspired some of the finest oratory of the day. It led to pulpits, legislative halls, and editorial circles. Then misfortune set in

Tobacco Merchants' Association Of The United States



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ler of the Committee to Study the Tobacco Problem, is author of a book, recently published, entitled Tobacco and Mental Efficiency.

"In speaking of the irreconcilable opinions of men, as they are commonly expressed, this author says: There is another possible explanation of the different groups of men. The men of distinction felt under no compulsion to express conventional views. There was nothing whatever to be gained by misrepresenting their experience.

"Being men of distinction, they probably possess an unusual degree of independence of thought and judgment, and freedom from conventional restraint. They would, therefore, be less influenced by traditional views than would the typical individual of average attainments. They have probably given an accurate and faithful statement of their experience with tobacco, so far as they have been able to analyze it. (The italics are the writer's)

"Here we have the admission that the opinion of the typical individual of average attainments relative to the effect of tobacco is of no value because he feels more or less compulsion to express conventional views. Professor O'Shea makes this further admission: Leading reformers who should be regarded as creative thinkers, have generally been non-smokers, but the men who have created new nations, new types of government, who have welded nations together, and who have in other

ways exhibited marked creative ability, have often been smokers.

Cigarettes and Women

"At the present moment a considerable number of persons seem stirred up about the possibility that cigarette smoking will prove ruinous to the minds and morals of our young women. A magazine of world-wide circulation has quoted a physician as saying: It (tobacco) fouls the breath and makes women unwomanly.

"This sort of loose talk is a stench in the nostrils of real scientists. Tobacco has no specific action on the organs that differentiate the sexes, so it can neither make a woman unwomanly nor a man unmanly, in the sense in which these terms are used by respectable medical authorities.

"Nothing could possibly be more allowable than recourse by women to things that will draw attention to them. The bejeweled cigarette cases of our flappers will probably go the way of the snuffboxes of our great-grandmothers just as soon as something more alluring intrudes on the feminine mind.

The history of human experience as well as the results of exhaustive investigations conducted by men highly trained in scientific research, point to the fact that the moderate use of smoking tobacco is not harmful to either the body or mind.

"The welfare of every organism, whether it be ameba or man, is determined by the totality of its gainful reactions to its environment. Man is continually struggling to adapt himself to his artificial and vacillating environment.

"Every innovation of modern civilization adds to the intensity of this struggle, which is superficially expressed in animosity, irascibility, envy, greed, dejection, inflation, or other emotional stresses involving excessive psychomotoric taxation.

"Beyond shadow of doubt, tobacco does aid the adaptive mechanism of man. This fact has been confirmed with statistical finality. Under its soothing influence the jags and frets of the moment soften and the smoker thus gains a repose in which his powers of perception are better poised, his ideas flow more freely, and his various responses to stimuli are improved in quality.

Winston-Salem Enjoys Another Big Week

WINSTON-SALEM, N. C., Nov. 21.—This has been another "big week" in the history of this great tobacco market: 3,576,162 pounds were sold, which brought the sellers \$632,216.83. From early Monday morning until well into Friday afternoon the streets and warehouses were lined with autos and wagons, but notwithstanding the rush, there was no confusion—everybody was in a good humor. The traffic officers to a man were "right on their jobs," with a smile of welcome on their faces.

The week brings the sales for the season to 19,221,896 pounds, which brought \$3,632,253.08, an average price of \$18.89 per hundred pounds for the whole.

There were many fine individual averages made during the week; notably that of W. A. Young, of Guilford County, whose average was almost \$50. Mr. Young's prices ran up to \$60.

Yadkin County farmers had much good tobacco on the sales. Davidson County had a great deal of good tobacco on the sales. Surry County farmers also had some mighty good tobacco on the sales. But it remained for Moore County, located in the Bright Leaf Belt, to bring to the market this week the best grade of tobacco. It was as smooth as velvet and had plenty of body and a very bright color.

Moore County is turning to Winston this season as never before. They know a good thing when they see it. Much tobacco was here this week from Patrick and Henry Counties, Virginia. This is the kind of tobacco that Winston's plug tobacco manufacturers are exceedingly anxious to secure, for these two counties surely know how to raise good tobacco for chewing purposes.—McFARLAND.

Boston Dealer Moves

BOSTON, Mass., Nov. 23.—Nicholas E. Triantafel, proprietor of the Hemmenway Spa, 1130 Boylston street, this city, selling cigars and confectionery, will remove to 395 Huntington avenue in about one week. He will re-open under the title of Roosevelt Spa, and is now in the market for new fixtures.

Italian Monopoly Revenues Show Increase

WASHINGTON, D. C., Nov. 21.—It is reported from the office of the Commercial Attache in Rome that the net profit on the tobacco monopoly during the fiscal year 1924-125 is estimated at 2,200,000,000 lire against a gross profit of 2,162,000,000 lire during the preceding fiscal year.

Total revenues on tobacco sales during July and August of 1925-26 registered an increase over the same period for 1921, 1922, 1923 and 1924 by 46,000,000 lire, 31,000,000 lire 16,000,000 lire and 40,000,000 respectively. Tobacco consumption is undoubtedly on the increase, and the above figures represent an expenditure for tobacco on the part of the population of approximately 8,000,000 lire per day.—L.A.M.M.

Baltimore Market

BALTIMORE, Md., Nov. 19.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

MARYLAND—While receipts showed a decrease to 349 hogsheds, sales increased to 782 hogsheds, some of them were French grades, for which prices were slightly lower.

OHIO—No receipts; sales, 10 hogsheds, mostly air cured.

Association Data

The Leaf Tobacco Association of Baltimore City issued these statistics for the official trade week ending November 4:

Receipts, Including Reinspections				
	This Week	Previously	Net to Date	Same Date
Maryland	390	31,076	31,466	30,674
Ohio	433	433	433	433
Total	390	31,509	31,899	31,107
Reinspections this week:				
Maryland	41			
Maryland, to date	41			
Ohio	792			

Deliveries

	Coastwise	For- Domestic	Total	Ohio	Total
Previously	7,784	13,698	21,482	490	21,972
This week	248	609	857	7	864
Total	8,032	14,307	22,339	497	22,836

Stock in Warehouses

	Maryland	Ohio	Total
Stock Jan. 1, 1925	5,774	824	6,598
Receipts since	30,674	433	31,107
Delivered since	36,448	1,257	37,705
Delivered since	22,339	497	22,836
Stocks today	14,109	760	14,869

Sales

	Maryland	Ohio	Total
This week	782	10	792
Previously	25,182	277	25,459
Total	25,964	287	26,251
Groundleaves to date	333		333

Imports and Exports At New Orleans

The following are the imports and exports through the port of New Orleans, during the two weeks ending November 22:

Cigars from Havana

	Number
By S. S. Walter Munson	
The H. Jeyne Co. (Los Angeles)	22,500
United Cigar Stores Co. (San Francisco)	3,500
U. Koen & Co.	11,000
U. Koen & Co.	981 pounds

Cigars from Manila

By S. S. Lena Luckenbach	
H. T. Cottam & Co.	30 pounds

Stripped Tobacco from Cuba

	Barrels
By S. S. W. D. Munson	
Natan Elson & Co.	
A. Falk & Son	

Exports

S. S. Ed. F. Luckenbach	13 tons tobacco to Pacific Coast.
S. S. Carlton	15 hhds. tobacco to Genoa.
S. S. Woodfield	41 hhds. tobacco to Bremen; 77hhds. tobacco to Rotterdam
S. S. Louisiana	173 hhds. tobacco to Copenhagen.
S. S. American	48 hhds. tobacco to Dublin.
S. S. Cranford	132 hhds. tobacco to Antwerp.
S. S. Tampa	30 hhds. tobacco to Oslo
S. S. Point Judith	11 tons tobacco to Pacific points.
S. S. Huronian	128 hhds. tobacco to Liverpool.

New Sign Up

(Continued from page 60)

once was. The recent controversy over a meeting of members, or at least one time members, at which officials of the pool were called upon to close the local receiving station, temporarily, has somewhat subsided, but there is still degree of disloyalty to the pool, as is witnessed in the more or less general delivery of tobacco by grower member on the auction floors.—H.A.L.

Philadelphia

(Continued from page 52)

of the Columbia avenue business district.

Among the recent visitors to the leaf trade of the city were James S. Clark who represents James Willing Company, Inc., New York, and E. D. Themby, of the Tremble Leaf Tobacco Company, Covington, Ky.

A. H. Schloss, who has withdrawn from the partnership of the leaf house of Schloss Brother, North Second street has taken over the business of Dav Stern & Company, bath robe manufacturer, for the past forty years located: twelfth and Calowhill streets.

CLASSIFIED ADVERTISING

FOR SALE. One Philadelphia Title Machine Co.'s tobacco dryer. Machine 9' x 12' 6", motor driven with motors for fans and a complete electric power plant in first class condition. One Grote hydraulic power press in good condition. Would sell combined or separate. Complete specifications furnished upon request. R. Rudolph & Son, Inc., Clarksville, Tenn.

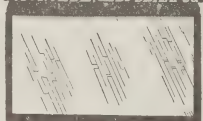
FRIEDMAN TOBACCO PRODUCTS CORP., 469 Kent Ave., Brooklyn, N. Y., buy and sell cuttings, scraps, shiftings and dust of any quantity.

WANTED

"Thoroughly experienced Salesman" to introduce new Cigarette. Must have best of references. Will have booth at the Tobacco Exposition. Experienced Box Y77. Care TOBACCO.

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Chicago Joyous Over Fine Christmas Prospects

McDonald Resigns From Consolidated—Anagyros' New Cigarette—Tom Palmer Advertising—Amorita Individuals—Hunch on Prince Albert—Chas. Denby's Bell Girls.

CHICAGO, Nov. 21.—Looking forward to a busy December, the merchants all are busy arranging Christmas stocks. Store windows are showing holiday packings of cigars, cigarettes and tobaccos, and they are asking their trade to shop early and avoid the rush.

Chicago expects the largest Christmas business in its history, with labor making high wages, building on the boom, factories working over-time in many cases, millions of dollars will make the cash registers ring next month.

J. E. Norton, perhaps the oldest cigar salesman on duty in Chicago, still takes the rounds. J. E. N. sells for the La Martia Cigar Company, who make high grade cigars at 2500 West Chicago avenue.

Big United Lease

The United Cigar Stores Company has leased the store at 800 West Roosevelt road for five years, at a term rental of \$53,000.

Sam Zuckerman, of H. L. Rogers, Inc., New York, is here this week. Sam runs the new Sherman Hotel, and he can be found strolling the lobby.

McDonald Leaves Consolidated

Wm. McDonald, who has been representing the Dutch Master department under Victor Thorsch, and who has covered a large part of the United States with this brand, is no longer connected with the Consolidated Cigar Corporation. Mac is open for a connection, and any mail will reach him at the Astor Hotel, Chicago.

Prolonged His Stay

Tony Rego, of F. Garcia & Brothers, stayed here longer than he expected. While making the rounds with Harry L. Harris, their representative in his territory, they landed several sizes of F. Garcia cigars with the Hotel Sherman. F. Garcia clear Havana cigars are now on sale in all the leading Chicago stores. Tony left Thursday for New York, and then goes to Tampa to rush out the many orders on hand.

Another Anagyros Cigarette

S. Anagyros, branch is out with a new cigarette called Brush End, each cigarette being wrapped in foil, and made only by hand. They retail for thirty cents the box of ten.

The Franklin Cigar Company, 300 West Van Buren Street, have stocked up heavily, expecting a large Christmas trade. Joe Ostheimer, the owner, carries only the finest brands.

Harvey Vreeland reports from Omaha that his orders for Benson & Hedges cigarettes are heavy, and he has to use more stamps on his mail, to the New York office, containing his orders for fancy packings.

New Tom Palmer Signs

Wenglar & Mandell's Chicago office, and whose Tom Palmer is now made in Tampa, are putting up signs on the fronts of the dealers' stores. A blue background with white letters shows Tom Palmer up very nicely.

Amorita individuals in a De Luxe packing of one cigar are on sale. They are made by Kraus & Company, Inc., of Baltimore, and have been placed here by F. W. H. Clarke, the local agent. They retail for twenty cents, and on each single box your name will be printed when ordered in 500 lots.

The Baer Cigar Company, of Milwaukee, write in "business is great." The new luncheon department has made a big hit, and, besides a large cigar department, their candy and cigarette business is one of the largest in Milwaukee.

La Mega Output Oversold

Eddie Marlin, who was reported at his St. Louis home, is still here. Eddie

says he's taking a vacation, as his factory cannot accept another order for La Mega cigars.

George Panagis, president of the Cavalla Tobacco Company, Milwaukee, is highly pleased over the Ben Bey campaign put on by Nathan Elson & Company. Ben Bey is now on sale in all the Milwaukee stores.

Siegel Opens One More

A new store has been added to the M. B. Siegel chain. The new location is at Oakley and Madison streets and the opening shows the neighborhood needed an up-to-date store, as the place has been packed since it opened.

The annual International Stock Show opens November 28. Thousands of visitors will fill the Chicago hotels, and the event is going to be a record-breaker.

The Bai Tabarin, Chicago's smartest supper club, has been opened in the new addition of the Hotel Sherman. The fun starts at ten P. M., and Tony Sarg's Marionette Revue, with Johnny Hamp's Kentucky Serenaders, keep you busy. It's no wonder so many of the out of town cigar salesmen stop at the Sherman.

Sam Gold's New Place

Sam Gold announces, in a large newspaper advertisement, the opening of his new quarter of a million dollar wonder cafe, at 1137 South Halsted Street. The formal opening was by reservation only, and was attended by several well known cigar men. Gold is a large handler of fine cigars in high priced sizes.

A quarter page advertisement of Prince Albert appears in all the Chicago newspapers. "Hunch," one of the most famous characters in advertising history, passes a few lines on why you can't lose by smoking Prince Albert tobacco.

"In every size, the same mild blend" says the G. H. P. Cigar Company, Inc., in their El Producto cigar advertisements.

Chas. Denby Sampling

Ruhrstrat-Christian Company pulled off a novel stunt a few days ago when they had two handsome young ladies dressed up like the colored Demby bell boy in bright red suits and brass buttons, giving away Charles Denby cigars. Ten thousand of these well known cigars were passed out to the travelers at the Chicago and North Western Railroad Station as they came from the train or left the city.

At 15 South La Salle street is the Dolan Segar Shop. Here you find Espadilla and Henry Irving, from M. Bustillo & Merriam; Cyrilla, Ben Bey, Chancellor, La Palina, Cuesta Rey and Perfecto Garcia. The Dolan Shop also features Haddon Hall, a very fine Sumatra wrapped cigar made by D. Emil Klein Company. Clarence Dolan devoted his efforts to this finely equipped store.

Jay Isett, formerly of the firm of Isett & Wismer, is now selling cigars for the Kimball Cigar Company, at 25 East Jackson Boulevard.

La Fendrich Campaign Soon

Right after the New Year a big advertising campaign will be started in Chicago on La Fendrich for Ruhrstrat-Christian Company, the local distributors. Billboards, as well as newspapers and window displays, will be used.—H. L. H.

Retail Tobacconists' Ball Booked for Feb. 17

Setting the date for the Independent Retail Tobacconists' Association Ball for February 17, 1926, at the Hotel Martinique, the dealers in the New York trade have ample opportunity to look forward to an enjoyable evening, and to mark the day against all other future appointments.

EL TREBOW

"None Better at Twice the Price"



Made in 6 sizes.
Sumatra wrapped
and a filler blend
of all imported
tobaccos. An all
satisfying cigar.

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TOBACCO

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ST. LOUIS, MO.

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nothing satisfies like
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FAMOUS FOR QUALITY

BRANDS THAT BUILD UP BUSINESS



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ARRIUS
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Leaf Tobacco Brokers

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Headquarters for

Sumatra and Java
TOBACCO

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CULLMAN BROS., Inc.

Packers Domestic Leaf Tobacco

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FRANCO-AMERICAN IMPORT CORP.
68 PINE ST., NEW YORK, N. Y.

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

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Pennsylvania Tobacco Buyers Not Yet Noticeable

Shipping Started—Prices Problematical—Crop of 1925 Fine in Color, Texture and Burn—Reduced 1926 Acreage Agitated—Pool Formation Intact, But Inactive.

LANCASTER, Pa., Nov. 30.—With the beginning of the stripping season, which has opened on most farms last week, the appearance of buyers throughout the county will begin to take on an active meaning. The future tense is used advisedly, as buyers in any number have not yet taken to the county roads. Visits to warehouses by tobacco men have been featured so far by conversation and vague conversation at that, insofar as prices are concerned. The slight inspection of the new crop that the start of stripping operations has made possible, shows that the 1925 Pennsylvania has fine color and seems excellent in texture and burning qualities.

Reduced Acreage Possible

A sentiment, that has rapidly been gaining ground in growing circles within the harvest of the crop, is one in favor of reduced acreage in 1926. The present crop does not move so fast and at better prices than did the 1924 leaf. This sentiment has been gaining verbally, but it is exceedingly problematical as to how many adverse market conditions this winter will actually affect the crop next year. Some growers, who farming scheme permits the limitation of tobacco, may carry the matter into action, but the great percentage of the acreage devoted to tobacco in southeastern Pennsylvania will undoubtedly remain "as is."

Pool Action Dormant

As to the movement to establish a pool in Pennsylvania, that is for the time being quite dormant. The organization has been kept intact, and the officers state that most of the membership has agreed to the clause in the contract which makes the market agreement binding on the 1926 crop. Some of the pool adherents state that the buyers know what they are getting and they will not attempt to "squeeze" the growers into accepting lower prices this year, but will profit by the knowledge that growers can do little for their protection other than to be driven to it.

Squeezing

On hearing this remark, the writer took the liberty of passing it along to a tobacco man who now falls into the category of buyers, but who for some time has been a grower as well. He replied, and in answer said, "This business of being a 'squeezer' or a 'squeeze' is largely a matter of opinion, and is like. That portion of the American public which enjoys the rich aroma and agreeable flavor of Pennsylvania tobacco in its cigars is squeezing us buyers on the one side,

for they want their cigars as big and as good for the money as possible. And on the other side is the grower, 'squeezing' us to the last penny for his tobacco. So when you talk about 'squeezing' you're not saying anything." Which seems likely enough.

Buying Should Start in January

A good part of the crop should be stripped by the holidays, and buying will probably start in the early part of January, barring a spell of bad weather such as the one which kept buyers out of the county last year until very late in the season.—KEYSTONE.

Sid Freeman's Opinion of Tax Reduction

In discussing his opinion of the probable benefits of the proposed cigar tax reduction, Sidney J. Freeman, of Sidney J. Freeman & Sons, 123 Liberty street, New York, said:

"I believe that any reduction of tax on cigars will be beneficial to the trade in general. And I want to say, further, that I believe the tobacco industry as a whole, through the efforts of the Tobacco Merchants Association, has achieved a wonderful success in being able to get the Ways and Means Committee to be in favor of a reduction for the cigar industry, even though it is but a small reduction at this time. "Also, here is a copy of the resolution that was adopted by the Tobacco Salesmen's Association, showing exactly our position in the matter of reduction of taxes."

Tobacco Salesmen's Resolution

The resolution passed by The Tobacco Salesmen's Association of America, Inc., New York Branch, reads as follows:

"Whereas, the cigar industry is heavily burdened by high internal revenue tax;

"Whereas, such tax was placed on cigars as a war measure for the purpose of raising sufficient moneys to defray the expenses of our government;

"Whereas, practically all war taxes have been reduced with the exception of the tax on cigars;

"Whereas, the time is now passed for the necessity of this excessive tax;

"Whereas, after careful investigation the Ways and Means Committee, in its wisdom, has seen fit to recommend to the Congress the reduction of internal revenue tax on cigars of all classes: Therefore, be it

"RESOLVED, that the thanks of The Tobacco Salesmen's Association of America, Inc., New York Branch, be extended to the Ways and Means Committee for its action in recommending the reduction of taxes on cigars, and they hereby express their approval for the reduction so far recommended; be it further,

"RESOLVED, that the recommendations

of the Ways and Means Committee with relation to such reduction of tax on cigars be endorsed and approved; and be it still further,

"RESOLVED, that a copy of this resolution be forwarded to the Ways and Means Committee, and to each Representative in Congress, urging upon Congress the adoption of the recommendation of the Ways and Means Committee."

The resolution was submitted by Sid J. Freeman, president of the Salesmen's Association.

Theyskens & Co. Continue As Tobacco Exporters

Following the resignation of William B. Shaw as president, and L. F. Theyskens as vice-president of Theyskens & Shaw, Inc., leaf tobacco importers and exporters at 23-25 Beaver street, New York, Mr. Theyskens has organized his company under title of Theyskens & Company, and the temporary office will be at the Beaver street address, New York, and a branch office at 11 rue Leys, Antwerp, Belgium.

F. G. Walz will be in charge of the New York office during the absence of Mr. Theyskens in Europe. Mr. Theyskens will sail December 12, and he will be pleased to receive immediate offers and samples for export.

Affairs to Be Liquidated

Affairs of the former partnership will be liquidated at once. George H.

Lyne, the secretary of Theyskens & Shaw, advises that, by order of the board of directors, no purchases of tobacco will be made, nor any sales negotiated, except for material now on hand.

As previously announced, Mr. Shaw will also continue in business under a title yet to be selected.

Sumatra Inscriptions In March

Advices from Amsterdam, Holland, inform the New York leaf trade that the first inscriptions for the 1925 Sumatra will be March 12 and 19, 1926. American buyers have jotted that down on their dates-ahead pads. Demand will be greater than ever next year because of the already apparent cigar improvement throughout the country. Sumatra is still favored by many manufacturers as the ideal wrapper for domestic Havana cigars.

Ollendorf Installation At Hotel McAlpin

Recently elected officers of the New York branch of the Tobacco Salesmen's Association will be installed at a public function to be held at the Hotel McAlpin, December 8. This is in commemoration of the fifteenth year of the Association's organization, and the second installation of former President Jonas J. Ollendorf, cigar department manager of Park & Tilford.

Austrian Imports of American Tobacco Decrease

Monopoly Making Steadily Increasing Demands on Former Sources of Supply—America Provided 926,000 Pounds During First Half of Current Year—Detailed Statistics.

WASHINGTON, D. C., Nov. 30.—The steadily increasing extent to which the Austrian Tobacco Monopoly is returning to its prewar sources of supply in Bulgaria and Turkey, and a general shift on the part of the Austrian tobacco smoker from the use of expensive cigars and manufactured cigarettes to the use of relatively cheap pipe, cigarette and chewing tobacco has had a direct effect on Austrian purchases of American leaf tobacco, particularly of Pale Virginia, Dark Virginia and Kentucky tobaccos, during the past year and a half, according to a report received in the Department of Agriculture from Consul John P. Hurley, Vienna.

The share of the United States in the raw tobacco trade of Austria during the first half of 1925 amounted to 926,000 pounds, or approximately 8 per cent of the total imports. Statistics for the corresponding six months of 1924 are not available but imports from the United States during all of 1924 amounted to 3,167,000 pounds or 10.3 per cent of the total for that year, and in 1923 to 5,858,000 pounds or 17.2 per cent of the total imports.

Much smaller imports of Virginia pale leaf, used in the manufacture of cigarettes, accounted for much of this slump in the imports from the United States. Detailed statistics for the first half of

1925 are not available but imports of Virginia pale leaf during 1924 amounted to only 715,000 pounds as compared with 2,114,000 pounds in 1923. The principal reason for the decreased use of American cigarette tobacco is that Austria, which has always preferred cigarette tobacco from the Balkans, is again receiving a large proportion of its supplies from those sources. Virginia pale leaf was used as a substitute during 1922 and 1923 when the Balkans were unable to supply enough of the desired qualities.

Considerable quantities of dark Virginia and Kentucky tobacco were also used in Austria during 1923 for the manufacture of cigars. The production of cigars during 1921, 1922, and 1923, however, was considerably larger than sales, because of the unemployment and reduced purchasing power in Austria during those years. Stocks of cigars became so heavy that the monopoly reduced its output from 181,000,000 cigars in 1923 to only 117,000,000 in 1924, the lowest for any year since the war. Imports of dark Virginia and Kentucky leaf during 1924 accordingly declined, amounted to only 687,000 pounds as compared with 1,909,000 pounds in 1923. The stabilization of the crown in 1923, however, resulted in great improvement in business conditions and put an end to periodical increases in prices of tobacco

products. This led to an increase in the consumption of cigars during 1924 and the first half of 1925, sales by the monopoly during 1924 amounting to 205,000,000 as compared with 158,000,000 in 1923. The consequent reduction in stocks has been so rapid that the production of cigars by the monopoly during 1925 seems likely to show a material increase over the output for 1923 and 1924, with 90,000,000 cigars manufactured in the first half of 1925. The outlook for greater use for dark Virginia and Kentucky tobacco appears to be improving. The use of this type of American leaf in the manufacture of cigars in Austria, however, will depend largely upon the price at which it can be purchased in competition with tobacco from other sources.

There has also been a sharp decline in the Austrian imports of pipe tobacco particularly in imports of Maryland and Ohio which are used for the manufacture of high priced pipe tobacco. Imports of ribs and stalks on the other hand show a large increase. These are used for the extraction of nicotine and for adulterating leaf tobacco.

Detailed statistics of Austrian imports of American tobacco during 1923 and 1924, the latest year for which complete figures are available, are given in the following table:

Production and Sales of Tobacco Manufactures

Item and Year	Millions of Cigars	Millions of Cigarettes	Cigarette, pipe & chewing tobacco in native units of	Snuff in metric tons
PRODUCTION				
1920	152	2,585	2,416	—
1921	194	3,309	3,803	—
1922	236	4,042	4,757	206
1923	181	2,355	5,315	206
1924	117	3,371	5,619	161
1925 (first half)	90	1,500	2,700	75
SALES				
1921	172	3,176	3,165	169
1922	170	3,600	4,596	133
1923	158	2,935	5,372	129
1924	205	3,741	5,673	134

a In 1923 about 70 per cent pipe tobacco, 26% cigarette tobacco and 4% chewing tobacco. In later years the relation has not changed materially.

Domestic production of tobacco is insignificant in Austria, and practically all of the tobacco consumed has to be imported. Imports since the war reached their maximum in 1923 with a total of nearly 34,000,000 pounds. During 1924 imports amounted to 30,540,000 pounds. Imports during the first half of 1925 amounted to a little over 11,000,000 pounds, compared with 16,500,000 during the corresponding period of 1924. The chief sources of supply during 1924 were Bulgaria, 42 per cent of the total, Turkey 16.3 per cent, the Dutch East Indies 16 per cent, the United States 10.3 per cent and the Dominican Republic 9.4 per cent. The extent to which Austria is returning to its principal pre-war sources of supply, that is Bulgaria and Turkey, is indicated by the fact that imports of raw leaf tobacco from these two sources combined, amounted to 58 per cent of total imports during 1924, compared with only 28 per cent in 1921. Other sources of supply in the order of importance were Greece, French Africa, Paraguay and Cuba.

Austrian Imports of Leaf Tobacco 1920 to 1925

Imported from	1920 Pounds	1921 Pounds	1922 Pounds	1923 Pounds	1924 Pounds	1st half 1925 Pounds
Algeria	a	a	a	a	520,286	1,263,236
Bulgaria	a	5,978,875	9,488,598	8,988,154	12,974,071	3,522,951
Brazil	a	a	a	1,796,749	a	a
Cuba	a	a	a	63,933	213,846	337,304
Dutch E. Indies	3,644,204	9,393,801	2,616,860	5,127,900	4,744,299	1,459,445
England	a	a	4,616,432	a	a	a
Germany	2,802,047	1,538,811	a	a	a	a
Greece	965,614	a	a	526,899	725,313	491,626
Hungary	a	1,038,366	a	2,751,341	a	a
Italy	696,654	a	2,528,676	a	a	a
Netherlands	1,212,530	a	a	540,127	302,030	1,047,185
Paraguay	a	a	a	a	a	1,060,413
Russia	a	368,168	2,032,641	a	a	a
Dominican Republic	a	a	a	3,567,043	2,872,594	a
Turkey	297,621	941,364	3,626,567	3,895,702	4,982,396	923,727
United States	a	4,206,377	2,074,528	5,857,622	3,165,805	925,932
Yugoslavia	251,324	a	a	a	a	a
All others	39,683	636,539	4,572,342	1,115,528	39,684	8,818
Total	9,909,677	21,107,301	31,556,644	33,930,998	30,540,324	11,040,637

(a)—Included in all others if any.

Austrian Imports of American Tobacco

American Varieties Imported	1923 Pounds	1924 Pounds
Dark Virginia and Kentucky	1,909,000	687,000
Pale Virginia	2,114,000	715,000
Maryland	406,000	90,000
Ohio	396,000	a
Various Pipe Tobaccos	283,000	a
Ribs and stalks	750,000	1,675,000

Total 5,858,000 3,167,000
Statistics forwarded by Consul John P. Hurley at Vienna in letter dated October 17, 1925.

The tendency of the Austrian consuming public in 1921 through 1923, was toward greater use of pipe tobacco and tobacco to be rolled into cigarettes, with less use of the comparatively expensive cigars and cigarettes. 1924 sales figures indicate, however, a return to the use of cigars and manufactured cigarettes.

Austrian imports of tobacco manufacturers have also declined steadily since the beginning of 1923. The monopoly has been able to supply a larger proportion of the domestic requirements with the best imported manufactured products, ranging from 50 per cent to 150 per cent higher than the best domestic made product.

Sylvester Home from Cuba

President A. L. Sylvester, of the American Cigar Company, New York, arrived home last week from an extended tour of Florida and Cuba.

Tobacco Products May Re-adjust Capital Plan

Active consideration is now being given, it can be stated, to plans whereby capital structure of Tobacco Products Corporation may undergo considerable change, says the Wall Street News. Certain legal details still are to be ironed out but the matter has progressed so far that an announcement can be expected very shortly. This much is admitted by Tobacco Products interests who, however, state that details are still to be ironed out.

Present plans call for the elimination of the class A common through an offer on an exchange basis for shares of United Cigar Stores common stock now held in Tobacco Products treasury. Details are now being worked out whereby exchange basis will probably be largely stock but a small amount of cash may also be given. Non-assenting stockholders who do not wish to exchange shares for those of United Cigar Stores may be given an alternative cash offer at a price to be determined later. With the elimination of the class A stock, eventually the plan as present contemplated will probably mean liquidation of Tobacco Products entirely with a distribution of its assets, chiefly United Cigar Stores stock.

The last balance sheet showed to be outstanding \$44,808,500 of the Class "A" common 7% non-cumulative stock, in addition to the \$51,490,400 common stock. It will be recalled that the entire issue of \$8,000,000 preferred stock was retired at the call price of 120 in July, 1924. Tobacco Products has no funded debt, so that the Class "A" common is the senior issue, succeeded by the common.

Class "A" stock has preference as to non-cumulative dividends at the rate of 7% per annum over the common and both have equal voting power.

Had Position of Holding Company

Ever since the transfer of its manufacturing facilities to American Tobacco Co. in 1923, for a cash consideration of \$12,000,000 and a yearly rental of \$2,500,000 for 99 years, Tobacco Products has been relegated to the position of a holding company, exclusively, with its earnings derived from the lease and dividends on stocks owned. The exact nature of holdings in other companies carried in the balance sheet at \$55,565,287, is not shown. However, Tobacco Products holdings principally comprise 87% or about 1,200,000 shares of United Cigar Stores common, 360,000 shares of Happiness Candy Stores and a half interest in Stephano Brothers, cigarette manufacturers. The feeling has been for some time that the function of Tobacco Products was an unnecessary one and that eventually a dissolution might result. The retirement of the \$8,000,000 preferred stock two years ago, was a step in this direction now followed by plans for elimination of the common Class "A" stock.

Had Different Sources of Income

Tobacco Products Corporation in the 1924 annual report showed net income from all sources of \$7,766,000. The different sources of income were not shown in the statement. The sum of \$2,500,000 naturally must have been credited from the American Tobacco lease and cash dividends on United Cigar Stores stock held, must account for a good part of the balance. Whether Tobacco Products has kept in its treasury the additional United Cigar Stores stock received as stock dividend with the cash payment, is not shown. Present rate on the Cigar Stores common stock is 8% annually in cash and 5% in stock. If Tobacco Products were able to dispose of its stock dividends of Cigar Stores stock at anything like present market prices, this item would add considerably to current income. Giving a market value of \$100 a share for United, Tobacco Products, if it sold its 60,000 shares now being received annually as a stock dividend, would augment income by \$6,000,000.

Another angle to the situation, which is of importance to Tobacco Products, is the fact that United for some time has been contemplating an increase in the stock dividend quarterly rate or the

payment of a special stock payment. United, it is estimated has profited considerably aside from straight real estate operations, in the enhancement value of its leaseholds. The thought for some time has been to capitalize increased value in leaseholds, etc., writing them up to a point more in line with their actual value and to pass part of this on to stockholders in the form of stock dividends. This plan received discussion at the board meeting a few weeks ago but action was deferred and only the usual cash and stock payments were declared on the common.

South Boston Maintains Prices

SOUTH BOSTON, Va., Nov. 28.—Tobacco sales for official week ended Nov. 25, 1,140,400 pounds; average price, \$16.39 per 100 pounds. Sold date of 1925 crop, 4,682,368 pounds; average price per 100 pounds, \$15. Prices on all grades were well maintained. Good tobacco is showing up in larger quantities than was expected, a severe drought was had in this section last summer.—E. L. EVANS, Secretary, Tobacco Board of Trade.

Praise for Wisconsin Tobacco

Wisconsin's 1925 tobacco crop met the tobacco-producing states of the Union in point of condition, according to a bulletin issued by the U. S. Department of Agriculture.

The current crop has been found to have a very thin leaf, which will absorb moisture quickly, and Wisconsin growers are cautioned to limit the moistening of the leaves in curing.

The year's output is also characterized by a large and sappy stalk, which feeds moisture to the stems, and the latter must be given every opportunity of drying. Wet stem tobacco is the bane of the producer and the houseman. Such tobacco, authentic point out, should be stripped separately to be marketed only after the stems are thoroughly dry.

Wemmer Comes to New York

From the Lima, Ohio, plant of the Deisel-Wemmer Company, William Wemmer came on to New York for a look at trade conditions in the local distributing fields.

The Allotted Years

From the rival instances of two respectable citizens who have managed to attain their ninetieth birthday, by smoking and drinking as he pleases, the other by abstaining from tobacco and liquor, people have hastened to arrive the lesson that in order to live long one should live as he pleases—without proviso. And that is to begin by honoring one's ancestors wisely. Whatever may be true about certain diseases, vices, or genius, it is established by long years are hereditary. We, the right kind of grandparents a person may have his own way about strong drink, black cigars, fairly late hours, much or vegetable and curdled milk, etc., under a republican form of government or an absolute monarchy, marry, and or marry late, live on a farm in a cottage, or in an apartment, and—important question—take frequent vacations or none at all.

Running parallel with this condition of free choice, or perhaps as a consequence of free choice, would seem to be the rule that longevity is proportioned to equanimity. A man may do as he pleases and live long provided he is untroubled and pleased. Whether a man loafers or takes vigorous vacations, eats heavily or keeps late hours or early, he must be happy in doing so. The wild life that is a gesture of defiance to sober sensibility is not likely to be a long life. The ascetic life that comes hard will probably show the same result. The question is, one way or the other, shall he be allowed to enter. The question of short life and a merry one will probably prove successful. But on the other hand the firm resolve to live on the means of this or that prudent regimen.

(Continued on page 3)

Ida Jobbers Doing Four Million Business

MIAMI, Fla., Nov. 27.—About three to four hundred thousand dollars' worth of business monthly is now being done by the local branch of the Eli Witt & Tobacco Company. Manager Witt reports an average of twelve to fifteen dollars daily on general tobacco products. Most of this bulk is the American Cigar Company's Muriel and Roi-Tan, the P. Lorillard Company's Muriel, the I. Lewis Cigar Company's John Ruskin, the Morgan Cigar Company's Lozano, the Cuesta, Rey & Company's

Cigar Store Lease Sold For \$75,000

MIAMI, Fla., Nov. 28.—Holding a two year lease of the Rex Cigar Store, on Duval street, this city, the proprietors have received \$75,000 for it, and they closed their store forthwith. It is like this are put over here almost and the real estate promotion is to the Yukon gold rush to Alaska.

Perfecto Garcias Develop Indiana Trade

ST. WAYNE, Ind., Nov. 28.—Holiday business upon the Perfecto Garcia brand, Perfecto Garcia & Brothers, Tampa, has been very satisfactory to the distributors here, the Wayne Cigar Company. Besides this seasonal sale there is a competition of regular demand from customers of this city for the Perfecto Garcia line on all sizes. Next year's sales to be even a better development, for this Havana cigar, and the Perfecto Garcia Company is making plans for its progress.

Jevne Secures Greater Cigar Distribution

LOS ANGELES, Cal., Nov. 24.—With the aid of the American Cigar Company, Jevne has widely distributed advertising appeals to retailers and consumers for the Jevne and the Geo. W. Childs cigars, the H. Jevne Company, local agents, have surely obtained much better placement in the last few weeks. The brand which has received exceptional support here is the Isabella, and Manager Erdt believes the Manila business is still in its infancy in this respect.

New Detroit Jobber for Martinez

DETROIT, Mich., Nov. 28.—Sales Manager Sol C. Korn, of the Martinez Cigar Company, New York, has arranged with the Howes-Shoemaker Company to distribute the Luis Martinez cigars in this section. It is almost certain that for effective holiday coverage, an attempt will be made by the Martinez factory to supply some service for immediate requirements. Retailers will be supplied more thoroughly after the first of the new year.

Cuesta-Reys Sold By Western Jobbers

ANNEAPOLIS, Minn., Nov. 28.—Many new holiday packings of the beautiful Cuesta, Rey & Company line are being distributed here by Noyes Brothers & Cutler. Distribution is most complete with the stands and clubs, and the Christmas sales are anticipated as the largest made by the local jobbers.

Mitlades Cigarettes Bought In Buffalo Field

BUFFALO, N. Y., Nov. 30.—Very effective work for the new Mitlades cigarette is reported here by F. P. O'Connell. Retailers have been efficiently moved by the advertising and distribution in the campaign now closing, and even more satisfactory reception is expected for immediately after the holidays. There is a keen demand for a quality Egyptian cigarette, and the Mitlades appears to have hit a chord.

Jobbers' and Retailers' Department

Conducted by "THE SMOKER"

Smokers Complacently View Havana Cigar Advances

TAMPA, Fla., Nov. 28.—With the announced price advances upon Cuban-made imported cigars, effective December 1, the Tampa manufacturers have also sent notices to their customers of changes in prices and sizes to be booked after January 1. So far, the necessary changes have been fairly well received by both jobbers and retailers. Advances from metropolitan centers, where some of the higher rates are already in use, report that the Havana cigar smokers are taking the trade views reasonably, and that few complaints have actually occurred. Some consumers have been led to believe, through the press, that all cigar rates will be reduced by the new schedules of taxation. They have, therefore, been somewhat surprised by the increases, but when the subject is explained to them they admit its force.

John Ruskin Campaign On For Western Jobbers

NEWARK, N. J., Nov. 30.—Copy for advertising of the John Ruskin cigar is now in the hands of the Chicago newspapers for the account of the I. Lewis Cigar Manufacturing Company, of this city. It is linked up with the local distribution there of the Nathan Fox Company. Considerable display has been obtained for the brand over the Chicago territory, and the new schedule of advertising is bound to reinforce this preliminary introduction very effectively.

New England Buys Heavily Of The 7-20-4

MANCHESTER, N. H., Nov. 28.—Jobbing and retailing demands for the 7-20-4 cigar, of the Roger G. Sullivan factory here, have been so enormous this year that the New England trade, especially, is crying for more goods. In the year now closing the Sullivan plant has secured a widely growing distribution, and the brand is now on sale in practically every city of any size in the country. Most of this far-flung sale has been acquired by friendly contact with both smoker and dealer, even in points outside the normal 7-20-4 territory.

Lincoln Pipes in Holiday Sale by Retailers

Numerous retailers have communicated with the Lincoln Pipe Corporation, 34-36 Devoe street, Brooklyn, N. Y., in the effort to obtain selling rights for the newly designed Lincoln pipe. Jobbers are stocked with this specialty in various localities, but there is still some open ground for distributors who wish for an actively selling pipe. Holiday sale for this pipe is increasing.

Princess Pat Cigarettes Please the Dealers

CHICAGO, Ill., Nov. 28.—Since the Federal Tobacco Company, of this city, marketed the Princess Pat cigarette, some months ago, there has been a steadily expanding request for the brand from dealers all over the country. It is apparent that the Princess Pat has pleased not only the consumer, but the jobber and retailer, as well, for the comment of the trade is very favorable to the Federal offering.

Both Blackstone Factories Extremely Busy Now

NEWARK, N. J., Nov. 30.—All hands at the two local plants of Waitt & Bond, Inc., are very busy just now

with holiday orders. Blackstones, Totems and Endicotts are being shipped broadcast to jobbers who are still insisting upon ever larger requirements. This will be a banner year for the Blackstone brand, and 1926 is already booked ahead with considerable dated shipments.

West Indies Tobacco Corp. Successor to Orocus

Three new tobacco products are now being made by the West Indies Trading Corporation, the successor to the Orocus Tobacco & Trading Corporation, 69 Cortlandt street, New York. These brands are the West Indies Smoking Mixture, the Tivoli cigarette and the Dardanelles cigar.

These products are practically free from nicotine and bitterness, it is said, as E. H. Constantine, the famous tobacco blender of international reputation, has been experimenting along these lines for years and years. His present processes are the result of this research, aided by fermentation. Tobaccos from the firm's plantations in the West Indies, as well as Turkish and domestic leaf, are used in the goods mentioned with astonishing success.

Tom Moore Feature of Copy in Chicago Press

CHICAGO, Ill., Nov. 28.—New space and copy for the Tom Moore cigar is now appearing in the local papers as the lead for more business to the jobbing account of the Clarence Hirschhorn Company. Previous sales, with the Hirschhorn house, have been large on the Tom Moore brand, but the advertising now appearing promises to eclipse all former records as an aid to the retail trade. Dealers are not slow to realize this, and they are stocking the Tom Moore in much greater volume.

President Hoffman Looks Over Western Dunhill Trade

At the offices of the Continental Tobacco Company in New York, it is said that President Jacob Hoffman has been covering the western trade in an inspection of the distributing centers. Particular attention is being paid to the work for Dunhill and Revelation cigarettes, and the current output, in the sections so far looked into, has been very satisfactory to Mr. Hoffman and his staff.

Roi-Tan Distribution Good in St. Louis Field

ST. LOUIS, Mo., Nov. 28.—Exceedingly good business is recorded at the distributing house of the Parker-Gordon Cigar Company, this city. Manager Kempka announces an excellent present market, too, for the American Cigar Company's Roi-Tan brand. In the Missouri territory there is keen appreciation of this popular cigar, and the advertising and display work is surely aiding the Parker-Gordon folk to build almost a daily increase.

Muriel Sweeps Southern Holiday Market

BIRMINGHAM, Ala., Nov. 27.—Many handsome packings of the P. Lorillard Company's Muriel brand are now on sale throughout this territory. Distribution is in the capable hands of the Patterson Cigar Company, of this city, and they say the Muriel has surely proved to be a most popular holiday offering. Retailers are not yet selling the Christmas goods, but preliminary inquiries denote a good market for the last two weeks of December.

New Jersey Jobber to Have Christmas Party

NEWARK, N. J., Nov. 30.—All the employees of the local branch of the New Jersey Tobacco Company have been invited by Manager Adolph Mayer to help him celebrate a most satisfactory business year with a big party in New York. This is to occur Friday, December 11, and Mr. Mayer will escort his guests first to a famous Broadway restaurant, and then on to see Al Jolson in Big Boy.

Webster Business Good in Pittsburgh

PITTSBURGH, Pa., Nov. 30.—Repeat orders here for the Webster cigar are really remarkable this year because of the extremely hard work of the distributors, the J. C. Bridgeman house. Identical effort has likewise been placed upon the Cinco brand, and both cigars are now enjoying the results of this effort. Holiday demands are being met with recently received increased stock, but the supply is going fast and will not last forever.

Reymer & Bros. Selling Lots of Optimos

PITTSBURGH, Pa., Nov. 30.—An unusually large quantity of Optimo cigars is being sold now for the local holiday trade by Reymer & Brothers, the distributors. Kings and queens sizes, particularly, are in much demand, and it is too late now, of course, for A. Santalla & Company, the manufacturers, to guarantee more deliveries for Christmas. So retailers will have to struggle along with what they have, although they certainly bought in good quantity earlier in the season, anticipating this big business.

Chicago Trade Using Many Cuesta-Rey Cigars

CHICAGO, Ill., Nov. 30.—After supplying practically all the Cuesta, Rey & Company goods he could get for the Ruhstrat-Christian Company, of this city, Herbert V. Mesick has departed for the Tampa factory. He may be able to urge through a few more wanted sizes, but it is almost certain, now, that even express shipments can not get here in time for the holidays.

Denver Jobbers Satisfied With Holiday Trade

DENVER, Col., Nov. 28.—More business than expected has been obtained this season for the Blackstone and La Palma cigars to the account of the Metropolitan Cigar Company, of this city. Manager Samuel Isaacson spoke of the really earnest efforts the Company has been making to get a record breaking holiday trade, and he now feels satisfied that they have done what they set out to do for the brands they market in this mountain territory.

Another "Litographer" Starts in Business

Lithographers are now keenly sought by the increasing demands of the cigar trade, so Henry Toplitz, middle western representative of the Pasbach-Voice Lithographing Company, Grand street and Morgan avenue, Boro of Brooklyn, New York City, started a new member in the business when he introduced another baby boy to the trade last week. This is Mr. Toplitz's second son, and both father and mother are receiving the congratulations of their relatives and numerous friends.

PRINCE ALBERT

—no other tobacco is like it!

The BULL'S EYE

Published every Monday and Then

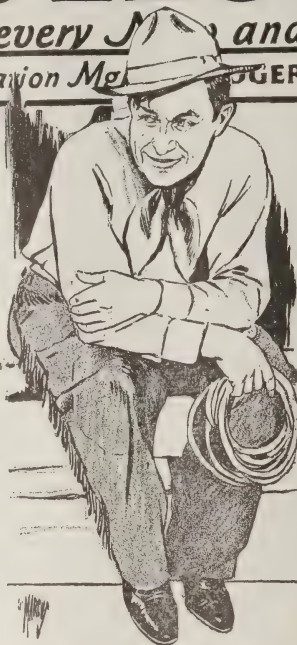
Proprietor MR. ROGERS

Circulation Manager MR. ROGERS

Editor WILL ROGERS

The BULL'S EYE is just about the most reliable paper before the American people today (with the possible exception of H. G. Wells' "Outline of History"). We pick up all the big problems and chase 'em up a tree. We are for no particular Party. The Party in power is always the worst. Every man looks good until he is elected.

Our Vice President is for abolishing the Senate. Now that is no doubt a splendid idea, but I think that I can improve on it fifty per cent. Abolish Congress, too, and I really think there is only one reason why we don't do it. We have got the Building there and we haven't got anything else to put in those rooms. If someone would just think of some use we could put their rooms to, I doubt if we would ever send any more of our worst



Another "Bull" Durham advertisement by Will Rogers, Ziegfeld Follies and screen star, and leading American humorist. More coming. Watch for them.

characters back there again. Then another thing. Our Legislators are so linked up with "BULL" DURHAM that it would be hard to

abolish one without the other. They may not know Law but they do know good Tobacco, so for the good of "BULL" DURHAM we maintain our form of Government.

Will Rogers

More of everything for a lot less money. That's the net of this "Bull" Durham proposition. More flavor — more enjoyment and a lot more money left in the bankroll at the end of a week's smoking.



Guaranteed by
The American Tobacco Co.

INCORPORATED
111 Fifth Avenue, New York City

65th Birthday—



65 YEARS OF PUBLIC SERVICE
2 BAGS for 15¢
make 100 cigarettes
The WORLD'S BEST CIGARETTE

GENUINE **BULL** DURHAM TOBACCO

Foreign Exchange Rates

The subjoined table the quotation metering represents dollars and decim of a dollar; all others represent and decimals of a cent. Quota preceded by the decimal mark in ce a price measured in fractions of et.

ity of exchange is given as re d by the United States Mint, ex in countries with the silver stand where parity fluctuates with the of silver.

Closing Rates Monday

INGO—Par \$4.86½ per sovereign.
 mand..4.84 5/16 Cables..4.84 9/16
 CE—Par 1.93 cents per franc.
 mand..4.02½ Cables..4.03
 A—Par 19.3 cents per lira.
 mand..4.04½ Cables..4.05
 mand..Par 19.3 cents per franc.
 mand..4.52½ Cables..4.53
 ANY—Par 23.8 cents per mark.
 mand..23.81 Cables..23.81
 A—Par 14.07 cents per schilling.
 mand..14.125 Cables..14.125
 ARK—Par 26.8 cents per krone.
 mand..24.87 Cables..24.89
 E—Par 19.3 cents per drachma.
 mand..1.34 Cables..1.34½
 D—Par 40.2 cents per florin.
 mand..40.19 Cables..40.21
 ARY—Par 20.3 cents per crown.
 mand..0.014½ Cables..0.014½
 AY—Par 26.8 cents per krone.
 mand..20.33 Cables..20.35
 A—Par 19.3 cents per peseta.
 mand..14.17 Cables..14.18
 N—Par 26.8 cents per krone.
 mand..26.74 Cables..26.76
 IERLAND—Par 19.3 cents per franc.
 mand..19.27 Cables..19.28
 i—Cents per silver dollar for
 kong: per tael for Shanghai and
 Png.
 N—LONG—
 mand..58.13 Cables..58.25
 R—
 mand..79.25
 A—HAI—
 mand..76.13 Cables..76.25
 ILE ISLAND—Manila: Par 50
 per silver peso.
 mand..49.87½ Cables..50.125
 A—Par 49.87 cents per yen.
 mand..43.06 Cables..43.18
 ENINA—Par 42.44 cents per Ar-
 cane paper dollar.
 mand..41.37 Cables..41.50
 A—Par 32.45 cents per paper
 is.
 mand..14.06 Cables..14.12

stein Looks for That Hole in Porto Rico

he cargo of the San Lorenzo,
 in last Thursday from New York,
 Loinstein, of Durlach Brothers, had
 being stowed away which resem-
 golf bag with clubs in it, and
 ajercha balls in the side pocket.
 id is rumored that he will look
 or Porto Rico for the famous
 uth hole, which is more difficult
 in the United States.

ham Haas Arrives From Havana

ni rather hurried visit to New
 rk last week, Abraham Haas, of
 pia de Abraham Haas, San Mig-
 85 Habana, arrived for some rapid
 nferences.

Andre Sees Beacon Hill

ad from a dashing trip to Boston
 ek, M. A. Andre, the Water
 et eaf dealer, says business over
 e improving every day, and that
 s outlook is most optimistic.

Tobacco in Department Stores

France, probably having noted the
 soaring stocks of those American con-
 cerns that manufacture cigarettes, has
 determined to take a leaf from their
 books. The business increase rep-
 resented by stock enhancement, France
 has learned, is due largely to the ad-
 option of smoking as a habit by women.
 Being in the tobacco business, that gov-
 ernment has determined to profit from
 the new manners of these times, says
 the Louisville Herald.

Department stores have been granted
 licenses to sell tobaccos, much to the
 distress of the tobacco dealers. The tax
 gatherers think it will prove benefi-
 cial to governmental revenues for fags to
 go on sale where women congregate and
 French women, like their American sis-
 ters, like to rush the bargain counters.
 But the tobacco merchants are pro-
 testing. They claim the competition to
 be unfair. Madame, they argue, should
 learn to patronize the old-established
 shops if she wants to indulge. Putting
 smokes on sale in department stores,
 they contend, will rob them of a logical
 increase in receipts.

But business, even when government-
 owned, knows little sentiment. When

the State needs money it will adopt the
 best means at its disposal to get it. The
 tobaccoist in France is not the only
 one having his troubles. The old-style
 tobacco shop in this country has all but
 disappeared. It has been replaced by
 the chain store and drugstore stands.
 The business has been robbed of its in-
 dividual touch. Even the chain stores
 are not exclusively devoted to tobacco
 products. Razor, clocks, fountain pens
 and toys seem to occupy as much space
 in their cases as cigars and cigarettes.

The old-fashioned tobacco user who
 loved to discuss the merits of the stock
 he was buying has no one with whom
 he can hold forth, because the clerk
 who hands him his smokes probably
 knows as little of what's in them as
 he does of the innards of the clocks
 and toys. It has become just an article
 of merchandise to be moved off the
 shelves as rapidly as possible. Its
 growth history and characteristics are
 Greek to him.

Perhaps the speed of American living
 has crowded out this leisured salesman-
 ship. The buyer has become reconciled
 because he must and the French to-
 bacconist will find himself bowing to the
 same necessity. The wheels of time can-
 not be braked by those who think chang-
 es are often for the worse.

Voices and Invoices in an Active Trade

PHILADELPHIA, Pa., Nov. 30.—Louis
 Schaeffer has purchased the cigar store
 of Morris Rother, 1601 Jackson street,
 this city. Blau Brothers, 1420 Chestnut
 street, were the brokers.

BEECH BOTTOM, W. Va., Nov. 28.—
 Power Smokehouse has been purchased
 by Nolte & Montiegl, and they will con-
 tinue the business as at present.

BRIDGEVILLE, Del., Nov. 30.—J. C. Sul-
 livan, operating a general store here,
 will shortly open a new place near his
 present location, carrying cigars and
 confectionery. Old store to be retained.

GREENCASTLE, Pa., Nov. 30.—Edward
 R. Martin, proprietor of Martin's Smoke
 Shop, died here last week.

SKOWHEGAN, Me., Nov. 28.—Peter
 Leakos has opened a cigar and confection-
 ery store at the corner of Water and
 Russell streets.

DANVILLE, Pa., Nov. 28.—George W.
 Hoffman, operating a cigar store here,
 died last Friday.

NEWARK, N. J., Nov. 30.—Selig
 Reichman has opened a cigar and con-
 fectionery store at 139 Baldwin avenue,
 this city.

WHITMAN, Mass., Nov. 30.—A. Gi-
 berti & Son, 575 Washington street,
 must vacate their cigar and confectionery
 store here, as the present building is to
 be demolished. They are now looking
 for another location.

PHILADELPHIA, Pa., Nov. 30.—Samuel
 Retman has purchased the cigar business
 of Edward Cronfeld, at 1642 South
 Sixth street, this city.

SPRINGFIELD, Mass., Nov. 30.—Jacob
 Feldon, 782 North street, this city, is re-
 ported to have failed in the cigar and
 confectionery business, with liabilities of
 \$4,202 and assets of \$3,600.

WILLIAMSPORT, Pa., Nov. 30.—Elmer
 Bower and Camillo Vanucci have pur-
 chased the cigar and lunch business of
 Charles Pozziopoulos and Augustus Kisi-
 kis, 243 Pine street, this city.

PHILADELPHIA, Pa., Nov.—I. Seco-
 lon, 1445 North Sevenths street, has
 opened a cigar store here.

PASSAIC, N. J., Nov. 30.—Morris
 Greifer, 681 Main street, is reported to
 have filed an involuntary petition in
 bankruptcy upon his cigar and station-
 ery stock, with liabilities of \$30,000 and
 assets of \$12,000.

BROOKLYN, N. Y., Nov. 30.—Unity
 Confectionery & Cigar Shop will open a
 store at 1565 St. Johns place, this city.

PHILADELPHIA, Pa., Nov. 30.—Cum-
 berland Cigar Store, 2453 North Second
 street, has opened in this city.

HERKIMER, N. Y., Nov. 30.—Joseph
 Guzzo has opened a cigar and confection-
 ery store at West Smith and Wil-
 liam streets, this city.

RUNSELEAR, N. J., Nov. 28.—Vincent
 Boyle, 812 Second street, this city, is re-
 tiring from his cigar and confectionery
 business.

PHILADELPHIA, Pa., Nov. 30.—J. D.
 Lalor has purchased the cigar and con-
 fectionery business of L. Greenberg, a.
 550 Greenway avenue.

FAIRMONT, W. Va., Nov. 30.—Charles
 E. McCray has opened a cigar and con-
 fectionery business here.

OAKVILLE, Conn., Nov. 30.—W. H.
 Byrnes, proprietor of the Oakville Drug
 Company, Main street, reports damage
 to his cigar and drug store of \$25,000 by
 fire last Tuesday. Loss was covered by
 insurance.

Listed Tobacco Stocks

Closing Prices Monday
 Reported by Marketwyse

	Bid	Asked
American Snuff	146	150
American Snuff pfd	100	106
American Sumatra	10½	10¾
American Sumatra pfd	105	118¾
American Tobacco	115	115½
American Tobacco pfd	108	108½
American Tobacco "B"	114	114¾
Consolidated Cigar	50½	50¾
Consolidated Cigar pfd	90½	91
General Cigar	101½	102
General Cigar Deb. pfd	109	114
General Cigar pfd	104	109
Liggett & Myers	89	89¾
Liggett & Myers "B"	87¾	88
Liggett & Myers pfd	121	123
Lorillard, P. pfd	37	37¾
Lorillard, P. pfd	111	115
Reynolds, (R. J.) Co., pfd	121	121½
Reynolds, (R. J.) Co., "B"	94¾	95
Tobacco Products	96½	97
Tobacco Products "A"	107	108
United Cigar Stores	103¾	103¾
United Cigar Stores pfd	120	130
U. S. Tobacco Co.	56	59
U. S. Tobacco Co. pfd	113	114

*Ex-dividend.

Inactive and Unlisted Stocks

Closing Prices Monday
 Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar	110	112
American Cigar pfd	95	99
Bayuk Cigars	38	39
Bayuk Cigars, 2nd pfd	95	100
British-American Tobacco	26	28
Continental Tobacco Co.	14½	15
*Eisenlohr & Bros. com.	17	19
Eisenlohr & Bros. pfd	88	92
G. W. Helme Co., new	77	78
G. W. Helme Co., pfd	115	118
J. S. Young	124	128
J. S. Young pfd	103	109
Imperial Tobacco	24½	25½
International Cigar Machine ..	65	75
Johnson Foil	80	80
McAndrews & Forbes	170	173
McAndrews & Forbes pfd	100	102
Mengel Co., com	48	52
Phillip Morris	21	22
Porto Rican A. T. Co.	50	60
Universal Leaf com	60	62
Universal Leaf pfd	100	101

*Par value now \$25.

Palina Cigarettes Go To Two Duluth Jobbers

DULUTH, Minn., Nov. 28.—Two local
 jobbers will now handle the recently
 introduced Palina cigarette of the Con-
 gress Tobacco Company, Philadelphia.
 These firms are the Rush-Parker Com-
 pany and Charles Cohen. Smokers here
 have been eagerly awaiting the appear-
 ance of the Palina, and a wide and
 steady sale is certain.

Porto Rican Planting Proceeds Apace

SAN JUAN, P. R., Nov. 25.—There has
 been plenty of rain throughout the to-
 bacco belt during this week and a great
 deal of planting has been performed.
 The tobacco fields in general have
 developed this week very favorably and
 in some parts I have seen plants up to
 two feet high.—"MARAMONTES."

Fassler in New York

Most New York leaf men go to Hart-
 ford, but Samuel Fassler, of S. A. Fas-
 sler & Company, Hartford, Conn., re-
 versed the procedure and came over to
 Manhattan last week.

GALLAHER'S TOBACCOS

Trade Inquiries Solicited

A. OPPENHEIMER & CO., Inc.

U.S. Agents

104 FIFTH AVENUE, NEW YORK

ESTABLISHED 1854

THE JOHN BERGER & SON CO.

PACKERS OF
 LEAF TOBACCO

WAREHOUSES

MAIN OFFICE IMPORTERS OF
 315 MAIN STREET HAVANA and
 CINCINNATI, O. SUMATRA

Germantown, O.
 Lancaster, Pa.
 South Windsor, Conn.
 Havana, Cuba.



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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, DEC. 3, 1925

Rusty Rails

Every railroad in the land is beset by rusty rails. They are the tracks which are seldom used. They are sidings, mere freight bumpers, rails for reserves and empties. They become rusty from lack of use.

Such tracks are costly for a railroad to maintain. They may not be used much, but they deteriorate rapidly. They cannot be used for heavy service. They are cursed by the department of Maintenance of Way.

On the other hand, the limited and express rails of constant traffic are polished like a peddler's apple. They never have a chance to become rusty.

True, they require considerable attention. Track walkers are ever on guard to prevent bolts and nuts from rattling loose. It is important that the main lines of traffic be kept in the best condition for service, day and night.

But the rusty rails fall away from disuse. Even with the best of attention they cannot be kept in good repair. It is not expected. Their very rust indicates decay, loss, expense.

And this is so of the cigar business, too. It is true because almost every cigar manufacturer has his rusty rails!

They are not always the rusty rails of traffic, however. They may not indicate obsolete business methods in direct service. But they usually represent, these rusty rails, extravagant production!

Because, in factory after factory, there are the rusty rails of useless cigar shapes and sizes! They are eating themselves up in the same way thousands of miles of right-of-way eat into rail profits!

Railroads, though, endeavor to control the rusty rail problem. When the division superintendents note the continuous disuse of certain track, it is removed.

Do cigar manufacturers ever do likewise? Do they ever discontinue odd shapes, odd sizes?

It seems not. No matter how rusty a size may become, it is continued in stock, eating overload.

Every salesman, in fact, who sells cigars carries several sizes and shapes which are rusty rails on his back. He may have some small demand for them. So he carries them around, showing them to certain customers, and obtaining some small business for them.

This makes the cigar manufacturer believe he *must* continue to make those rusty rail editions. He cannot remove them from his lists, even though they eat into his costs by their presence as stock sizes and shelf warmers.

One case of this sort was brought to the attention of TOBACCO this past week. It was of a factory which produced some twenty sizes.

Barely a half-dozen of these sizes are in actual use. Yet the manufacturer does not dare to discontinue the rest.

Rusty rails of this kind will never carry the burden of greater traffic for the cigar industry. If the cigar business is to proceed to greater proportions it must have the polished rails of greater concentration, increased use.

One of the largest trans-continental railroads of America has only *four* tracks for its main line. But those four tracks carry thousands of passengers and millions in freight each day.

They never become rusty. They are the backbone of the business. Cigar manufacturers need about the same number of sizes for their main lines. For their branch lines they can very readily use three or four more. But twenty, thirty, forty—even sixty sizes—are being made today in some of our largest cigar factories, and the resulting duplication and loss necessity of the trade's rusty rails!

On the Boardwalk

In season and out of season, thousands of people go to the seaside resorts. They leisurely pace up and down the broad boardwalks. They absorb the air, they absorb the sights.

And one of the sights of the average boardwalk is the advertising. This is strikingly true of Atlantic City. Owing to the wash of the gulf stream, there is an agreeable warmth to the atmosphere at that resort even in winter.

One of the results of this fact is the importance of the advertising there. Manufacturers all over the world contribute to the support of Atlantic City through its wall and board space. Cigar, cigarette and tobacco manufacturers are no exception to this general rule. In fact, they predominate it.

Recently, there was a space of this sort offered for sale. It was offered to a conspicuous cigar advertiser. And the price asked for a position upon the top of a certain building on the Boardwalk was exactly \$22.50 a day, based upon a yearly average, which fluctuates somewhat according to season.

Of course, the manufacturer thought this price was excessive. He said so. He was using other signs, in similar locations, for less money. He was using, too, some magazine space in a weekly publication, for which he paid \$9,000 a page.

And in a metropolitan daily paper he was using other space for which he paid \$2 the line, or \$28 the column-inch! It was all very costly, this cigar manufacturer thought—but it kept him where he wanted to be!

He wanted to be, it seems, continuously in the public eye. He wanted his cigar brand to obtain the utmost publicity so it might maintain its position as a foremost seller in its field.

He was already on the boardwalk of popular approval, he knew, but he could not afford to remain there. So he continues to pay more than \$1,285 daily to reach millions of people in just one publication!

They are not all smokers, to be sure, but some of them are. And of the percentage which do smoke this manufacturer believes he will reach the majority by being where they can find him—on the boardwalk of publicity!

Patience!

Leaning against an electric light pole not far from the New York offices of a cigar manufacturing firm on Forty-third street, is a man. He is blind.

That blind man has been standing in that one spot, off and on, for many, many years. He is now an old man. He is tall and thin, and his face has been seared by time.

Under his arm he has an empty shoe box. It isn't quite empty, though, because it contains, usually, at least a dozen pencils.

As the great multitude of folk pass along the street in the neighborhood of this afflicted man, coins are frequently flipped into the box or placed into his hand.

To every donor of a bit of change, no matter how small, this blind man invariably has the same acknowledgment, "Thank you. Bless you, and good luck!"

Some people who work in the vicinity who occasionally pass that way, never lose an opportunity pass to contribute their bit, just receive the earnest blessing of this poor fellow.

And in Spring or Autumn, Summer or Winter, hour by hour, day upon day, as they are rolled into weeks, months, and years, this blind man has patiently stood against that pole waiting for what?

Pennies are his reward. Now, during the holidays, his contributions may be a trifle more. But coppers, as a rule, are the bulk of his income. And he patiently awaits these small sums—with a smile!

There is a lesson—a Christmas lesson—right there for all us folk in the tobacco business, if we will heed it.

Patience in the tobacco business is needed. All of us are tremendously impatient of immediate results. We want business, we want profits—we cannot wait for either!

Tobacco men, perhaps, are no different from any other class of business men. Business men

Coming Events

TUESDAY.—Tobacco Table meets at luncheon each Tuesday at the Hotel McAlpin, 34 street and Broadway, New York. New and interesting special features every week. Transactions cordially invited.

DECEMBER 11.—Next regular monthly meeting of the Tobacco Salesmen's Association. New York Branch, takes place Friday, December 11, at Hotel Pennsylvania, 7th, 8th and 32nd and 33rd streets, New York. There always something doing when tobacco salesmen get together. See them in action. Better than a circus!

DECEMBER 18.—York County Cigar Manufacturers Association is to hold its 1925 annual banquet at the Yorktone Hotel, York, Pa., Friday, December 18.

DECEMBER 28 and 29.—National Board of Tobacco Salesmen's Associations to meet annual convention December 28 and 29 at the Hotel Pennsylvania in New York. Salesmen representing every branch of the tobacco and allied industries are cordially invited to attend these important sessions.

DECEMBER 29.—The annual dinner and dance of the Tobacco Table are to take place at the Aldine Club, 200 Fifth avenue, New York. Tuesday evening, December 29. Note the place selected for this joyous event: where All Le and likewise Dance, provided none dine too wisely but too well. The latter contingency liable to happen, inasmuch as an abundance of excellent grub is assured by those in charge of the gastronomic division. A pleasurable tin is promised to all who may have the good fortune to be present on this festive occasion.

JANUARY 25 to 30.—The Tobacco and Allied Industries Exposition, January 25 to 30, inclusive, 1926; Grand Central Palace, New York. Under auspices of the Allied Tobacco Exhibitors' Association, whose executive offices are in the Hotel McAlpin, suite 334, New York. Telephone, Pennsylvania 5700, extensions 32-334-336. Call or write, Harry A. Coehne, managing director; Asa Lemlein, business manager; S. W. Levine, president. Get busy and arrange to feature your products where they may be seen and inspected by many thousands of potential buyers. Do your part. Help to show the world the vast importance of the tobacco and allied industries.

everywhere are impatient. They all desire quick action.

Not only quick action, either, but quick return in ever increasing cycles. This is the excellent attribute of the American market.

and merchant. Likely it is. Yet the jewel of unknown price—has its reward. Especially is this true if the patient man is a patient man, a happy man. If not—well, if patience is almost useless! Hence, as exemplified by the forlorn blind of Fifty-third street, acquires its just punishment, perhaps. Hence, as illustrated by the impatient businessman of Anystreet, Anywhere, requires a little more consideration, no doubt, particularly by men in the tobacco trade everywhere.

Window Shopping

On the other day it was related that President and Mrs. Coolidge walked along F Street in Washington, window shopping. On every fine day the President and Mrs. Coolidge do this same thing, stopping along the street and the surrounding thoroughfares to look in windows, and admiring the wares of other Americans do this very thing. They enjoy window shopping.

They have money to spend, too, but they window-shop first, merely as a matter of curiosity and interest.

But do they look into your windows? If you are a retailer of cigars, for instance, do you make a keen bid for window shoppers to stop and look at your goods?

Entirely too many tobacconists take this window shopping habit as a joke, giving it little or no consideration whatsoever. Other tradesmen are not so unprogressive. Other dealers, in many lines, make it a daily point to display material which they realize will attract the interest of folk in the street, and this results in ultimate sales.

For sales are, after all, what window shopping invariably results in. Perhaps the passer-by is not ready to buy upon the instant; yet, sooner or later, the attractiveness or appeal of a certain merchant's windows will surely induce even an absolutely hopeless customer to enter the store, and at least inspect the offerings.

Price, then, and courtesy, do the rest. With reasonable quotations, good quality, good service, the merchandise is immediately half sold.

It is entirely unnecessary to add to these

points a warm supporting argument of sale. It is not only unnecessary, but it is useless.

If your windows and your stock are not worthy of patronage you simply will not receive it, that's all.

It is entirely a matter of display, though, to first get the attention of the shopper. Windows do it. You have the windows. It is within your power to make of them either an asset or a liability.

And a liability they will surely be if you permit them to be soiled, dusty, ill-kept, or improperly trimmed.

If you, personally, have not the ability or the desire to dress your own windows you can engage such services for very small outlay. Or you may have a salesman in your employ who can be trained to do the work in an acceptable manner.

At least, however, get the job done! Don't ignore these important window shoppers another day! If you cannot obtain the President's personal patronage you can, probably, obtain the direct trade of the very person the President represents—John B. American! At any rate, it is worth a try out.

The Proper Fertilizers For Tobacco In The Connecticut Valley

Large Quantity of Plant Food Used in New England—Probably Four-Fifths Consumed on Tobacco Farms—Importance of Fertilizers To The Industry—Questions Concerning Best Quality—Accurate Experimental Tests Safest Guide

By P. J. ANDERSON

Director Connecticut Valley Tobacco Experiment Station

HERE are 40,000 acres of tobacco grown in New England. Assuming that the growers apply an average of $1\frac{1}{2}$ tons of fertilizer to the acre and the average price of tobacco fertilizer is \$50 a ton, the estimates are too low—the fertilizer manufacturers are taking \$3,000,000 annually from the tobacco growers of New England. Probably four-fifths of the fertilizer sold in Connecticut is used by tobacco growers. I mention these facts to show that the interests of the tobacco grower and the fertilizer dealer are the same. Fertilizer is best for the grower is best for the fertilizer dealer. The dealer prospers only to the same degree that the grower prospers. This has been very apparent during the last years of depression for the tobacco grower. I shall therefore discuss the fertilizer problem from the standpoint of the grower with particular mention of the dealer.

The first question to the grower is: What fertilizer is the best for me to use on tobacco? But what do we mean by best? It means the fertilizer that will produce the best tobacco? Not necessarily. A farmer may produce the best quality of tobacco, yet not be the best to use. It may be so much that it wipes out his profits by producing better quality. To the grower, then, the best fertilizer is the one that gives him the highest return for the money he spends for the fertilizer irrespective of the quality of the tobacco.

How is he going to find out which is the best? The usual way he does it is to try one kind one year, and the next year, and a third the next year, and then he selects the one which he thinks is the best crop. I don't want to point out to you that such a method is worthless because there are a dozen other ways which go to make a good crop of tobacco besides the fertilizer. Another way is to decide which is the best is to find

out what some neighbor is using and if he gets good tobacco they use that. The neighbor probably learned in the same way. A third way is to ask the fertilizer salesman which is best and of course the salesman tells him the one he happens to be selling is the best. A fourth way is to ask the experiment station expert who is supposed to have tried out different combinations of fertilizers, what he considers is the best. Unquestionably the last method would be the safest if he could find a station man who knew anything about tobacco fertilizers and if any experiment station had carried out experiments which were comprehensive enough to answer that question.

Several years ago when I began investigation of tobacco problems—although I was investigating tobacco diseases, not fertilizers—I wished to grow some tobacco and naturally had to decide what fertilizer I should use. I decided that I could determine this point by finding out the consensus of opinion of the best tobacco growers and surely that must be right. I went to the first successful grower and he told me what he used, mostly cotton seed meal, I think it was, but he gave me his whole formula which looked very excellent and I thought I was all set till I asked another successful grower and he told me to use nothing but linseed meal. The next man used castor pomace, the next dry ground fish. One told me to never use any phosphoric acid, the next that we were not using enough; one said to not use anything but sulfate of potash and the next nothing but carbonate; one said to use lots of stable manure the next said he wouldn't use it under any circumstances. To make a long story short—When I got through interrogating my best growers I decided that a "consensus of opinion" on fertilizer was a myth except for a few very broad principles. When I tried to summarize the broad principles on

which the agreement was pretty general, I found I had just four points:

1. It was generally agreed that a certain amount of commercial fertilizer is a good thing for tobacco.
2. That fertilizer should contain at least ammonia and potash.
3. The greater part of the nitrogen should be in organic form.
4. Muriate of potash should never be used.

A fifth point on which there was almost a consensus was that cottonseed meal is a good source of ammonia.

Those general principles were all right as far as they went but were hardly detailed enough for the elaboration of a fertilizer ration. So I gave up that line and decided that there was only one safe source of information and that was accurate experimental tests conducted by competent, unprejudiced workers and continued on the same plots through a series of years. Such tests have been conducted naturally only by experiment stations so I began a careful search through the experiment station literature of all the states where tobacco is grown. I was glad to find that there had been fertilizer experiments on tobacco conducted by a considerable number of states and countries. But I soon found that experiments conducted in Tennessee or Sumatra or almost any other part of the world were of no especial help in making a formula for the Connecticut Valley. The same formula which would produce bigger chewing tobacco in Western Tennessee or cigarette tobacco in Virginia would absolutely ruin our cigar wrapper strains in New England. Even experiments in states which grow tobacco for cigars are of little significance because of difference in soil and climate and more especially because in the other states which might be comparable, tobacco is grown in rotation and not continuously as is the case in the Connecticut Valley. My final conclusion was that the only data which could be used as a basis for deciding on the best fertilizer formula were those obtained

from experiments scientifically conducted here in the Connecticut Valley. Now we have records of only two sets of such experiments and they were conducted about thirty years ago by Jenkins at Poquonock in Connecticut and by Goessmann in Hatfield, Agawam and Westfield in Massachusetts. The Connecticut experiments are more comprehensive and cover a period of five years while the Massachusetts experiments cover three years. A third set of experiments was started in 1922 at the Connecticut Valley Experiment Station at Windsor and is still in progress. A fourth one is now in progress at the Massachusetts Agricultural Experiment Station but as yet nothing has been published in regard to the results of these two last named experiments. Such is the almost entire basis for our knowledge of tobacco fertilizers.

Let us now briefly state what these experiments have shown without going into too much detail.

Four elements seem to be essential in the fertilizers to be used in the Connecticut Valley, viz: nitrogen, phosphorous, potassium and magnesium. But these elements cannot be furnished in the free state. They must be furnished in "carriers." Thus the next question is; What are the best carriers of each. Let us take the four up separately.

Mineral vs. organic carriers. Although it is usually believed that a large proportion of mineral nitrogen carrier is harmful to the quality of tobacco one looks in vain for reliable published data to prove it. Neither Jenkins nor Goessmann used formulas which contained a large proportion of mineral nitrogen. Jenkins did have two plots on which he supplied half the nitrogen in nitrate of soda but it was applied as a side dressing to the

Stable manure. Jenkins' experiments showed a striking decrease in yield where stable manure growing crop and one cannot say whether the results obtained were due to the amount of

nitrate of soda or to the time of application. In our present experiments at Windsor we have plots which received all their nitrogen in mineral carriers. During the three years of the experiment this has produced rather inferior quality tobacco and I do not believe should be recommended. From the plots however, which received one-half their nitrogen from mineral sources the quality has been as good as where six-sevenths of it was organic. The profit was somewhat larger.

Cottonseed meal vs. Castor pomace. I do not believe that this question has been answered yet. Jenkins found that castor pomace produced higher yields but not quite such good quality. Goessmann found one to be just as good as the other.

Linseed meal. Goessmann found linseed meal to be as good a source of nitrogen as was cottonseed. Jenkins found that it produced a smaller yield but better quality.

Dry ground fish. Jenkins found that when he used this as the only organic source of nitrogen the yield was reduced but the quality was very good. In our experiments where we have used a combination of fish and cottonseed meal both the yields and the quality have been about the same or possibly slightly better than where cottonseed meal was the only organic carrier. The cost of fish however precludes its extensive use in the mixture.

Tankage. The only experiments on tankage on our tobacco are those in progress at Windsor where one-half the nitrogen is from tankage, the other half being from cottonseed meal. Up to the present the results are not quite as good as where cottonseed was the only source but the difference is not large.

was used alone as fertilizer. Goessmann was not able to show any benefit from it. Jenkins recommends it not to be used alone but as a supplement to the commercial ration. My own observations lead me to believe that manure is a

good thing for tobacco but I have no data to prove it. Its increasing cost however is removing it from the market and it is questionable whether there would be any benefit derived from experimenting further with it.

Tobacco stems are a source not only of nitrogen but of the other elements and in the tests they have been given good results. The supply is very limited, however, and in some cases at least there is danger of transmitting diseases through them to the crop.

Necessity of phosphoric acid. In other tobacco sections phosphoric acid is usually regarded as the element which should be applied in the largest proportion. In our tests at Windsor however, we have found very little if any injury from the entire omission of phosphoric acid except for that contained in the organic nitrogen carriers. If this is continued through a long series of years however we might find more serious results. Some experiments by Jenkins in cooperation with the United States Department of Agriculture however showed increases in yield by raising the application up to 300 lbs. per acre. Apparently there is need of further experimentation on the quantity of phosphoric acid.

The best carrier. Precipitated bone is the most used of all phosphoric acid carrier in tobacco mixtures. In some rather inclusive experiments by Jenkins it seemed to give somewhat the best results with double superphosphate second, Thomas slag third and acid phosphate last. Presumably the objectionable feature of acid phosphate is the sulfuric acid which it contains. This feature should make double and treble superphosphates objectionable. Apparently no experiments have been tried with raw rock phosphate on New England tobacco. Actual experiments

(Continued on page 15)

Manufacturers!

From: CARL UPMANN, Inc.

"You ask how we were satisfied with the recent TOBACCO SHOW. In reply, may we state that our signing up for the 1926 Exhibit is simply proof of our satisfaction. In fact it was an excellent medium of renewing old friendships amongst the trade and resulted in the acquisition of new customers.

"We feel that the TOBACCO SHOW is beyond the experimental stage and the coming one will be the beginning of a new era where our yearly TOBACCO EXPOSITION will be an institution, and to that end your management deserves the fullest support of the Tobacco trade."

CARL UPMANN, Inc.

Manufacturers!

Reserve your space now for the coming Tobacco Show
January 25th to 30, 1926

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Havana Has Very Lively Market For Quick Buyers

Keen Competition Among Purchasers for Arriving Leaf—Partido Wrappers to French Regie—Remedios Improves—Rains Here and There—Vuelta Loses Seedlings.

HAVANA, Nov. 27.—Due to the still lively market, similar to the week before, the small stock in the country being sent to Havana. Every day several hundred bales arrive, and find their right away. Jose Suarez & Company keep up buying 1st and 2nd of which they must have bought this time over 3,000 bales. The Compania Despalilladora and Gerardo Smith are, as before, after Remedios capaduras for stripping purposes, and partly bought of this grade for Fernando Cardenas, who had a quantity on hand. This firm is in a good of a large part of its stock to local cigarette manufacturers, who could pay more than the European exporters. The firm of M. Lopez y Ca., of Cienfuegos, sent around 700 bales of 2nd and 2nd caps to the warehouse of Don Ramon Cepa, where goods were registered and received by the firm of M. Calixto Lopez & Company. The firm bought a large quantity of botes from Kaffenburgh's Son.

Unassorted Caps Sold

During the last few days M. A. Suarez & Company are buying unassorted capaduras, undoubtedly for stripping purposes. Mark A. Pollack bought a good quantity of Rem. 3rd and 2nds. Although pretty large quantities of 1st and 2nds were shipped during the last few weeks to Argentine, there are still very large quantities sewed up and marked in several warehouses awaiting shipping order from South America. Argentine, besides new 1st and 2nds, has bought old grades from the end hands. Every year, the firm of Baldo-

mero Fernandez bought for the French Regie from 5 to 600 bales of Partido wrappers and Vuelta Abajo fillers.

New Remedios Improved

Regarding the new crop, it can be mentioned that the prospects in the Remedios section, which mostly interest the American market, have improved somewhat. In the Tamarindo section, finally, plenty of rain has fallen.

In the Manicaragua section the rain was not quite as heavy, but enough in order to save the plants, which were very near drying out entirely. In Zaza, Caibagan and Saniti Spiritus sections only very thin rain showers fell, and farmers, who very seldom are entirely satisfied, claim that these thin rains, instead of improving the condition of the plants, have done harm. The cold spell seems to have left us, and most probably plenty of rain will be the consequence.

Partido has had some rain, and besides this, most of the large farms own irrigation plants.

Vuelta Seedlings Lost

The reports from Vuelta Abajo are not as good. Many seedlings have been lost by the usual plague; this also includes the Semi Vuelta section. The weather remains the same as before, "dry." These are the reports received today. As the rain first started in the eastern province, and afterwards struck part of the province of Santa Clara, let us hope that also the western province of Pinar del Rio gets her share, thus improving the prospects of the new crop.—GALLO.

United Cigar Stores To Issue More Stock

The United Cigar Stores Company of America will sell 354,083 shares of additional common stock at \$25 a share, according to an announcement Monday, following a meeting of the Board of Directors. Proceeds from the sale of this stock, amounting to \$8,852,075, will be used to expand the business. Stockholders of record Dec. 10 will get the right to subscribe to the new stock on the basis of one share of the new for four shares of common or preferred stock now held. The common stock is \$25 a share par value, and is now being sold in the open market at 103½. The new stock is authorized but unissued, so that action on the part of the stockholders is unnecessary.

J. A. Ferguson, Secretary of the company, in a notice to stockholders, said: "It is the present intention of the Board of Directors to continue paying dividends on the common stock at the present annual rate, viz., 8 per cent in cash and 5 per cent in common stock, after the issuance of the additional stock hereinbefore mentioned."

Fractional shares will be issued after the new arrangement.

Thomas B. Yuille, President of the Tobacco Products Corporation, after the meeting, said:

Tobacco Products Corporation, the largest stockholder of United Cigar Stores Company of America, is heartily in accord with the action of the Board of Directors of that company, taken to authorize the sale of additional shares of its common stock at par to its preferred and common stockholders, and will, of course, exercise its right to subscribe to its entire proportion of said additional common stock. In this manner the United Cigar Stores Company of America will be enabled to finance its capital needs for its rapidly expanding and growing business."

The statement of the company showed

that as of June 30, 1925, United Cigar Stores Company had total assets of \$66,090,683. Current assets totaled \$19,891,709, against current liabilities of \$7,468,030.

The company opened its first store in May, 1901, in Nassau Street. By 1915 its assets passed the \$40,000,000 mark. After the sale of the new stock total assets will exceed \$70,000,000. The company now operates 2,888 stores and agencies in all sections of the country.

Cigar Tax Bill in Congress December 7 for Action

Preliminary introduction by the Ways and Means Committee of the House of Representatives' bill for the previously announced reduction of cigar taxes will be, quite likely, upon Monday, December 7. This will be followed, after the holiday recess, by the introduction of the amended measure by the Senate finance committee, January 4. Final action on the bill will not occur, it is believed, until the last days of March. Cigar manufacturers will not enjoy the fruits of their efforts on lower taxation until the early days of Spring, according to these present plans.

Si Schloss Marries Miss Lang

PHILADELPHIA, Pa., Nov. 28. — Last Wednesday there was a very pretty wedding when Si Schloss, of S. J. Schloss & Company, of North Third street, was married to Miss Gladys Lang. After a short honeymoon the couple will reside at 6314 North Fairhill avenue, Oak Lane, where the many handsome and useful gifts will be assembled by the bride.

Abe Caro in Quakerville

With one last trip of the year, Abe Caro, of A. Santaella & Company, Tampa and New York, strapped his baggage together, and off he went to Philadelphia.

JOSE B. DIAZ
BRUNO DIAZ
ROSENDO PEREZ

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Santa Clara
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P. O. Box 495

Cable ANTERO

San Francisco Largely Oversold For Holidays

Demuth Pipes and Tubes in Demand—Morris Builds Manila
Business—Judell Waiting for Roi Tans—Applefield Co.
With St. Francis Factory—New Stores Opening.

SAN FRANCISCO, Cal., Nov. 24.—A. Dallman, the William Demuth pipe man, is authority for the fact that there is lots of cigarette smoking. That is the only explanation for the remarkable sales of Arrowhead cigarette holders that he has had in this western territory. He also has had a great pipe season, and will start out soon after the first of the year to do the trick over again.

Morris Going Northwest

David F. Morris, representative of the Philippine Government has made the length of the state, and reports that in the rich Imperial Valley, Manila cigars have become a great favorite; while in the San Joaquin Valley, the increase is simply remarkable. And before returning east, after the first of the year, Morris purposes to make the northwest country once more. The northwest has treated them very well so far, he states, and they expect to make it one of the strongholds of the Manila cigar.

Morris tells of the meeting of the Philippine Society, the other day, at a luncheon at the Palace Hotel. Some 68 or 70 were there who have seen time in the Philippine on some mission or other, for only those are eligible to membership. Morris took along a box of Manila's best, and was more than pleased at the expressions of appreciation and preference he heard for the Manila cigars. They were especially popular with the army men who were present.

Judell Behind on Roi-Tans

H. L. Judell & Company, reports that it looks like a big year for fortieths. John W. Glenn, the factory hustler for the Roi Tan, has been making the territory with such energy, assisted by Milton Glass, that they are waiting their regular shipment, which has been a little delayed to catch up with the production. The Alhambra trade is keeping up to its record. A nice thing is the new transparencies they have for the trade. Their new and handy self-help show case is continuing to be popular, and they are increasing the manufacture.

Bob Blaine is still pinning faith to the Garcia y Vega. Under his efficient efforts, he has boosted the circulation over a hundred per cent, and has succeeded in planting orders for 200,000 extras for the holiday packings, all of which he is rejoiced to see on the floor ready for delivery.

Walter Fricker, the factory representative of the Garcia y Vega, as he passed through on his way to Los Angeles, stated that he was well pleased with what he saw in the northwest, and succeeded in locating a couple of good live distributors, who will take hold after the first of the year.

P. Alberty, factory representative of the Congress Cigar Company's La Palina, is as cheerful as you please. He is greatly pleased with the distribution gained on the Pacific Coast. In the east bay region, especially, the increase in placement has been matter for gratification. Taken all in all, with a few exceptions, everything looks more than favorable.

Applefield With St. Francis

William Applefield, who recently bought a half interest in the St. Francis Cigar Factory, becoming a partner with his brother, feels very well pleased with his investment. At present they have all the orders they are prepared to fill, but with the turn of the year, the intention is to double present operations.

William is well acquainted with the territory, having formerly been proprietor of the El Christoforo factory, when it was one of the popular smokes of San Francisco, and he believes that he can make the St. Francis just as popular, as it already has a good standing as a high grade cigar.

His idea is to keep it strictly always up to all it pretends to be, that no one can find any fault with. That he did with the Christoforo the time he sold, so that he never a customer, and collected every dollar when he quit. He is particular, however, that those with whom he deals shall be thoroughly responsible.

The H. L. Judell Company has received its first shipment of the Antony and Cleopatra, and are pleased with the placement it has had in many of the most classy stands of the city.

New Stores

Gus Lakey is the new cigar man who has opened at the corner of Kearney and Post streets.

James Ward, who was formerly with the Bercoich stores, is planning soon to open near the corner of Second and Mission streets.

Nate Rinaldo, has returned from most enjoyable trip east after an absence of thirty-seven years. It is without saying that Little Old New York hadn't even the fingerprints of the village it was when Rinaldo turned his face to the west, but he found a lot of hospitable people there just the same.

R. C. O'Bannon, the R. J. Reynolds Tobacco Company representative, reports a record business in this territory the past six months. Mr. O'Bannon was formerly the representative at Seattle.

Cigar Tax Situation

The Ways and Means Committee is finally completed the new tax bill, which will be formally introduced in the House on December 7. It is predicted that the bill will be passed in the House before the Christmas holidays, and the Senate Finance Committee will begin its work thereon on January 4.

According to the judgment of close observers, it is figured that it will be about two months before the bill will be passed in the Senate, so that we are likely to have a new revenue law before the early part of March.

No changes have been made in the Cigar Schedule since our last bulletin, and the provisions relating to the repeal of the Special Manufacturers' Tax (including cigarette and tobacco manufacturers), as well as the excise tax on builders, pipes, etc., also remain unchanged. As the new schedule has now been firmly adopted by the unanimous vote of all members of the Ways and Means Committee, from both political parties, no opposition to it is looked for in the House, nor is it likely to be changed in the House.

When the bill reaches the Senate Finance Committee we shall, however, have ample opportunity to demand changes or further reductions as may be determined. We shall, of course, in due time call a conference of leading factors in the cigar industry to consider and determine upon what course to pursue before the Senate in connection with its bill.

It may be added that, to our immense surprise, it was urgently suggested (the Ways and Means Committee that the new cigar schedule be made effective with the beginning of the next fiscal year, that is, July 1. Needless to say, we have most strenuously opposed this suggestion, and we now feel safe in predicting that the new bill when introduced will provide that the new tax rate go into effect immediately upon the passage of the act.—TOBACCO MERCHANTS' ASSOCIATION OF THE U. S.

Curtis in Keystone State

Last week Herbert Curtis, of A. Bornholdt & Company, New York, came through the cigar manufacturing districts of Pennsylvania, and he sold in quantities to the busy factories of the Keystone State.

Cleveland Certain of a Profitable Christmas

Sellers Increase Orders—Fortieths in Big Favor—Pipes and Novelties Sought—Rowen Delegate to Salesmen's Convention—Websters Featured by A. D. Goodman Co.

CLEVELAND, O., Nov. 28.—Everything is in readiness for the best holiday season ever enjoyed by the local trade. Holiday stock has been ordered, and, in many cases, received. In a great many instances orders have had to be revised, additions made thereto. One dealer told me that because of inroads made on his holiday merchandise already received he has had to send in another order double his original order. Promising negotiations, surely.

Fortieth packings promise to be even more popular than ever, despite the fact that in the ten and two for quarter sizes the price of these packings has been raised about a dollar per thousand in the popular brands, especially. Novelties of all kinds have attracted buyers, and will undoubtedly toward making the balance on the right side of the ledger loom even more satisfactorily.

Pipes and Novelties Prevail

Cigarette boxes, trays, stands, holders; in fact, all unique articles cleverly wrought and reasonable, have met with advance sale and interest. Pipes, too, the sale of which has amazed local dealers, will come in for more than their usual share of attention. A good many dealers have been devoting their front windows exclusively to the display of pipes and kindred articles, the sale of which entails a fair profit with no detriment in the shape of spoilage and, in the times, a more than fair turnover.

Jimmy Rowen, Delegate

Jimmy Rowen, good natured and ever popular hereabouts, has been elected delegate-at-large to the Tobacco Salesmen's Association Convention in New York on December 27 and 28. Jimmy is anxious to represent the local association in the shape of a pipe, no one can get anything out of a fine opinion of the local group from Jimmy.

Two Visitors

Esse Salke, of the Russell Playing Card Company, and Charles Haupt, of the S. M. Frank Company, were two visitors in town this week. Salke represents one of the biggest concerns in that business, and always manages to corral more than just his quota of orders. Haupt, too, sells one of the best lines of pipes, and his orders run up into the money.

Good Box Salesman

Sam Weingarten, one of Sam Klein's assistant salesmen, is certainly one fine business getter. Sam solicits business in the surrounding office buildings, and has succeeded in establishing himself as one of the best liked salesmen in this work. His rapidly increasing box trade has been in direct result of Weingarten's fine work.

Websters Prevail

Five credit where credit is due. And it is due to the A. D. Goodman Company for the Webster cigar. The cigar has continually been in the vanguard of public favor, and the hard and expert work of the A. D. Goodman Company has kept it there, and ever forging ahead. The successful co-operation of the distributor with the manufacturer means everything in successful sales results. By co-operating to the extent of maintaining one of the best crews of advertisers, window display experts and salesmen, Websters have been, from the start, among the best sellers.

Jack Mendelsohn Returns

Jack Mendelsohn, of the Cleveland Novelty and Novelty Company, returned the other day from a short business trip to the Lake Shore East territory. He tells us that business has been exceptionally good with him, and that all through this territory, for Christmas decorations, he has sold many pipes. The "A. D." brand is a by-word in this territory, as it is in the city, made so both by the quality of the merchandise, and by the distribution accorded it by the Cleveland Novelty and Novelty Company.

Officers of Salesmen's Association

The local chapter of the Tobacco Salesmen's Association met the other day at their weekly luncheon and elected officers for the coming year. Frank Berger, of the Scrambling Company, was elected president, Harry Bercu received the office of vice-president, and Jimmy Rowen was elected secretary and treasurer. Ralph Williams, chairman of Association No. 7 in Chicago, was the guest of honor and delivered a short address on the doings and enterprises in the Windy City. —HERB.

Artisans Come and Go

WASHINGTON, D. C., Dec. 1.—October employment figures in the tobacco industry have just been made public by the Bureau of Statistics, Department of Labor, and replies were received from 147 cigar and cigarette factories who reported their employment in September at 34,031 increasing in October to 35,217, an increase of 3.5 per cent. The payrolls in these plants also increased from \$601,672 in September to \$653,373 in October an increase of 8.6 per cent.

Thirty-three chewing and smoking tobacco and snuff factories reported their employment in September at 8,516 in October to 8,729, an increase of 2.5 per cent. The payrolls in these plants also increased from \$136,600 in September to \$137,864 in October, an increase of 0.9 per cent.

The Bureau also received replies from 140 cigar and cigarette factories reporting their employment in October of last year at 28,257, increasing in the same month of this year to 31,915, an increase of 11.9 per cent. The payrolls in these plants also increased from \$512,654 in October of last year to \$602,989 in the same month of this year, an increase of 17.6 per cent.

Replies were also received by the Bureau from 33 chewing and smoking tobacco and snuff factories who reported their employment in October of last year at 9,065, decreasing in the same month of this year to 8,729, a decrease of 3.7 per cent. The payrolls in these plants also decreased from \$145,085 in October of last year to \$137,864 in the same month of this year, a decrease of 5 per cent.—LAMB.

B. WASSERMAN CO.

77 Chambers Street
New York

Established 1870 Incorporated 1902

Importers
and
Distributors
of

Havana

and

Domestic Cigars

HAVANA CIGARS

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Leader
in All
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Markets

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Clown Cigarettes
and
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Smoking

Manufactured by
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Incorporated
Louisville, Kentucky, U. S. A.

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The Aristocrat of

Imported Cigars

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Established Since 1871
BOUQUET de GATO—MI PREFERIDA—CRESSIDA—
E. H. GATO CIGAR CO., Factories and Office, Key West, Fla.

TADEMA

INFINITO

LORD BYRON

CLEAR HAVANA CIGARS

ARGUELLES, LOPEZ & BRO., Inc., Makers

GENERAL OFFICE AND FACTORY, TAMPA, FLORIDA
Eastern Office: 222 PEARL ST., NEW YORK Warehouse: HAVANA, CUBA

CRESCENT MAPLEINE

Is soluble in Glycerine, Invert Sugars, Glucose and Sugar Syrup.

It will permanently modify the pungency and at the same time add to tobacco that full mild flavor desired.

A concentrate liquid flavor—economical to use.

WRITE FOR SAMPLES

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105 Hudson St., New York, N. Y.

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GROWERS OF CONN. SHADE

And Packers of Leaf Tobacco

235 State Street Hartford, Conn.

Steane, Hartman & Co., Inc.

GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.
"After all, nothing satisfies like a good cigar."

HIPPLE BROS. & CO., Inc.

HATFIELD, MASS.
GROWER AND PACKER OF
BROAD LEAF and HAVANA SEED Tobacco

E. L. KOHLBERG & SON

CONNECTICUT TOBACCOS

144 WATER ST., NEW YORK
Telephone John 2821

MANNING & KAHN, Inc.

Growers and Packers of
CONNECTICUT SHADE AND BROADLEAF
MANCHESTER, CONN.

M. J. GANS

PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobacco
219 State St., Hartford, Connecticut

HUNTTING BROS.

Growers and Packers of Connecticut Shade, Primed,
Broadleaf and Havana Seed
East Hartford, Conn.

L. B. HAAS & CO., Inc.

Established 1853

Growers, Packers and Dealers

CONNECTICUT LEAF TOBACCO

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GROWER AND PACKER OF
BROAD LEAF and HAVANA SEED Tobacco

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S. A. FASSLER & CO.

GROWERS OF SHADE AND PACKERS OF
CONNECTICUT TOBACCO
148 STATE ST., HARTFORD, CONN.

Tel. Laurel 456

BREWER BROTHERS

Growers and Packers
CONNECTICUT SHADE GROWN
HOCKANUM, HARTFORD, CONN.

Connecticut Has An Extremely Quiet Week Of It

Very Few Sales—Holiday Kept Buyers Away—Shade Growers Demand Abates—Bigger Crop of It Next Year—Over supply of Other Types Means Elimination of 1926 Crops

HARTFORD, Nov. 30.—This week was one of the quietest, insofar as tobacco sales, that this market has experienced in a long while. The Thanksgiving holiday naturally kept many buyers at home, and the active shade grown demand has, in a measure, subsided.

While many inquiries come in the mails for the latter type of leaf of the 1925 crop, the packers are not prone to book any more orders until the crop is all sorted and packed. Then they can know what they have to offer, and any surplus over the orders already booked will soon be absorbed.

Growers Optimistic

Naturally, with this state of conditions in this type of tobacco, the growers are all optimistic on a reasonably safe margin of increased production in 1926. If this is done with judgment, the producers will have a good market ahead of them. But, if an abnormal acreage is set, they are bound to have their troubles, now that the shade market has, in a way, subsided.

Perhaps buyers of broad leaf and Havana seed will take more interest in these types and live up the market a little. If this was to happen and holders reduced their stocks of both 1923 and 1924 crops, they would be more inclined to venture in the 1925 field and start buying in order to put up a packing. As it is, not a crop has been reported as sold, so far this Fall, and no one seems to want to even look at crops in the shed.

Local Press Reports Oversupply

The local press has devoted much space to the tobacco situation in New England. They report speech after speech all bearing on the oversupply of the weed, and as to the growers cutting out the 1926 crop entirely, and turning their endeavors to other crops.

Geo. Trumbull, at a dinner of the Advertising Clubs, this week, spoke at considerable length on the plight of the tobacco growers. He laid much stress on the fact that the cigar output was the factor that governed the leaf tobacco market, and that the cigar manufacturers, in most cases, were slow about advertising.

Manufacturers Need Advertising

They do too little of it in the daily and weekly press, as well as magazines, and that cigar manufacturers ought to have a catchy slogan about a cigar being a man's smoke. That slogan should be made as popular as some in other lines, all of which is true. Among his remarks, which the writer thought most trite, was that many cigars were made so big nowadays, a smoker has a mouthful, not of smoke, but of tobacco. Smaller sized cigars, of better quality, would soon be consumed in greater numbers.

Very Few Visitors

Visitors in this market were few. Messrs. Jos. Arens, K. Falk and B. G. Meyer, of General Cigar Company, of

New York; and Leo Stern, of Chicago were the only ones the writer saw.

Shipments of old tobacco are daily being made, but not in large blocks, and the few sales being made are mostly for January dating.

Association Notes

Sales for the week were about 50 cases, and several deals of magnitude yet pending, are likely to be close any day. Most of the warehouses are to open next Monday, and continue until the 1925 is all packed. We will have to have more tobacco than we have had in order to get the crop down, for a good share of it still hangs in sheds, and may be the same time. In that case, warehouse would have to either close down until we get a damp, or work on parts of crops that are down.—NUTMEG.

The Tom Marshall Goes to Philadelphia Trade

PHILADELPHIA, Pa., Nov. 30.—Just soon as enough Tom Marshall cigars can be obtained from the W. K. Gre & Sons' factory at Norristown, the distribution of the brand will commence this vicinity through the jobbing house of Dusel, Goodloe & Company. Popularity of nickel cigars is daily expanding, and the sale of the Tom Marshall in tremendous volume is already assured. H. C. Gresh, after arranging the introduction of the Tom Marshall the local trade, left here for a ship trip south.

Sixty Publications Used For Milano Pipes

All over the country there is an appreciation of good pipes this season. This is especially borne out by the reports from the jobbers and retailers handling the William Demuth & Company Milano pipe, which is now advertised in sixty national publications. Very few smokers think of smoking anything except the best today, and the friends consider a holiday gift of Milano the choicest article in its line.

Pittsburgh Jobbers Sell Me Dutch Masters

PITTSBURGH, Pa., Nov. 30.—Since a holiday business commenced a month ago, the Federal Tobacco Company, this city, has largely increased its share of the Consolidated Cigar Company's Dutch Master brand. Retailers throughout this section have stocked the Dutch Masters in all shapes, particularly in the popular priced fortieths of the ten cent, two for a quarter and three for a half sizes.

Bijur in Connecticut Market

In the Hartford market last week I. Bijur, of E. Rosenwald & Brett, New York, looked over some prime Connecticut, and he said he thought very highly of it.

SILBERMAN & KAHN, Inc.

Growers of Shade-Primed Connecticut.
Packers of Connecticut Broadleaf and Havana Seed.
109 COMMERCE STREET, HARTFORD, CONN.

The Home of Connecticut Broadleaf

J. E. SHEPARD

Grower and Packer of
Connecticut Broadleaf Tobacco
South Windsor, Conn.

The Proper Fertilizers

(Continued from page 10)

might show that this cheapest of all carriers of phosphoric acid would furnish all the phosphorus necessary. It has probably never been considered because of its slow availability. A very promising source of phosphoric acid which has not been carefully tried is ammonium phosphate ("ammophos.") Theoretically it should be the ideal source of phosphoric acid because it also furnishes another essential element and because it contains no residue which could accumulate in the soil and become objectionable. It is now used in some fertilizer mixtures but its effect on the tobacco should be carefully tested.

How much potash do we need? In the case when cotton hull ashes was the standard source of potash (also of phosphoric acid) 350 lbs. of potash was not regarded as an excessive amount. When however Jenkins reduced the potash to 150 lbs. for four years he found that he got just as much and just as good tobacco as when the larger quantity was used. There is no other experiment in which the quantity is being tested. Nobody uses the same amounts now that they used to. On most of our old tobacco soils it is possible to leave out the potash entirely for several years without any injury but sooner or later the supply gets too low with bad results. Here is one of the reasons why a fertilizer experiment is worthless unless it is carried through a long series of years on the same plots. In my basal ration at the tobacco Station farm I am using 200 lbs. of potash to the acre but it is merely a guess. I have no reason to believe that a larger or a smaller quantity would not give equally good results.

What is the best carrier? In the mixtures of a few decades ago all the potash was in the form of carbonate supplied usually in cotton hull ashes or wood ashes and it is usually agreed that the quality of the tobacco was better then than now. Both of these carriers had the disadvantage of containing a large amount of lime in addition to the carbonate of potash. By continuous use in large quantities they brought the land into a neutral condition which is very favorable to the development of black rootrot. For that reason the use of wood ashes is not advisable unless the land is known to be strongly acid. Cottonhull ashes is not on the market any more but wood ashes is still used to some extent. Jenkins experiments show that the carbonate is undoubtedly the best source of potash as regards quality but that sulfate produces the larger yield. The use of sulfate causes poor burn. Yet it is true that almost all the potash in our fertilizer mixtures in common use is from sulfate. In the Experiment Station farm I am using a combination of carbonate and sulfate. Carbonate should be avoided however on all fields which show any tendency to black rootrot. Carbonate has the disadvantage of being rather expensive. Nitrate, theoretically, would seem to be the ideal carrier of potash, and Goessmann's experiments showed that it produced excellent tobacco and good yield but the supply on the market is small and it is very expensive. Murriate of potash is never used because it is said to injure the burn.

The investigations of Dr. W. W. Garner of the United States Department of Agriculture have shown that unless there is a supply of magnesia in the soil the tobacco suffers from a disease called "sand drown." This disease has rarely been noticed in the Con-

necticut Valley and there only on land which has been fertilized with all-mineral fertilizers containing no magnesia. Cottonseed meal, manure, castor pomace, and other organic substances in the fertilizer all contain some magnesia and where they are used in fairly large quantities, no magnesia is needed. Nevertheless most of the fertilizer manufacturers have taken the cue and are using some double sulfate of potash magnesia in their mixtures. This salt increases the bulk of the fertilizer and also the amount of sulfuric acid. Goessmann found the double sulfate less desirable than high grade, Jenkins found the double sulfate slightly better. In our own experiments at Windsor there has been no significant difference either in the quality or the yield, where the two were used in adjacent plots. Unless a grower has occasion to suspect "sand drown," I see no reason for using the double manure salt and there are some objections.

From this brief review of our present knowledge of the tobacco fertilizer situation, it is readily apparent to everyone that we do not yet know much about it. We have hardly scratched the surface of a big and very crucial problem. There is great need of a long term set of field experiments on replicated plots on a uniform field, carried out under the direction of experts and supplemented by laboratory chemical, botanical and pathological study and analyses. Only then will we get deep enough into it to be of real practical benefit to the tobacco grower. I have hopes that in another year the tobacco station may be able to start such a series of experiments. At present we have neither the money nor the land to make the experiments thorough.

The best cigars contain
**Connecticut
 Valley
 Tobacco**

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**The CONNECTICUT VALLEY
 TOBACCO ASSOCIATION, INC.**

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CHINA AMERICAN TOBACCO CO., Inc.

Packers—Dealers—Exporters

ALL TYPES OF

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FACTORY AT ROCKY MOUNT, N. C.

BRANCH FACTORIES IN PRINCIPAL MARKETS OF ALL TOBACCO DISTRICTS.

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All Codes

DIBRELL BROTHER Inc.

Leaf Tobacco Dealers

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

Cable Address "Dibrell"—Danville

Old Belt Growers Hold Animated Meeting

DANVILLE, Va., Nov. 28.—Tobacco growers of the old belt of Virginia and North Carolina today decided to continue co-operative marketing at a six hour meeting held here and attended by some five hundred growers from forty-two counties in the two states. They adopted a contract to become effective when the present five-year contract expires, adopted the landlord control clause, which, it is believed, greatly strengthens the system. They perfected an organization charged with launching a campaign for a new sign-up at a time deemed most expedient.

The meeting was probably the most important one held since co-operative marketing was initiated in this city four years ago. While it was true that the same fire and spontaneity was absent at to-day's meeting, it was also noted that there was a spirit of dogged determination. If four years' time has revealed the flaws of the marketing contract it has also seen some disappointment in the strides made, since the sign-up has been lower than had been hoped. It is true also that there was some apprehension as to the outcome of the meeting, not because of waning interest in the pool system, but because a dominant element might want a contract so restrictive and with such a heavy sign-up that it would be impossible to get the full number and, as a result, the whole movement in this belt might collapse.

For three hours a strong element of "bitter enders" stood out solidly for a sign-up of 75 per cent of the land. What they wanted was three-quarters of the growers so tied up that they could not get away from delivering their crops and in the belief that the outstanding minority would be later forced in. They suggested that the contract should not become binding until 75 per cent were signed, and if that percentage were not reached, all who wanted to revoke their contracts might do so and a referendum be taken among the balance as to just what should be done. It was here that the leaders of the organization saw trouble. With not more than 30 per cent of the growers actually signed up at the present time, they visualized difficulties in getting the increased number signers. Failure would strike a blow at the pool and the foes of co-operative marketing could be expected to do effective work while pessimism was rampant.

Full, free and frank discussion of these objections finally resulted in the old belt growers taking a middle course by demanding a sign up of 65 per cent of the land, not too small and not too large. This came after three hours of wrangling, but the "bitter enders" showed a good spirit and finally made it unanimous. The contract form adopted is actually the same as that of the South Carolina growers. In that state, however, they required a 75 per cent sign

up, while in the old belt the 65 per cent has been accepted. There was in evidence everywhere a desire for a rock-ribbed contract, and one which would make contract-breaking virtually impossible for the five years which the new contract is to run. There is recognition also that the contract now in force and represented as being proof against breach is actually developed notorious weakness. It was thought all along that the tenants would be bound to do what the landlords wanted, but the courts ruled different and farmers who wanted to shuffle the responsibilities of co-operative marketing have during the past four years found it comparatively easy by deed farms to sons, daughters and wives, were at liberty to sell on the open market. The landlord control provision would mean that the landowner, if signed the contract, would be responsible for all of the tobacco grown on his main. This is what the contract provided on that point:

"This agreement shall be binding upon the grower as long as he produces tobacco directly or indirectly, or has legal right to exercise control of a commercial tobacco or any interest therein or any land on which tobacco grown as a producer, or landlord during the term of this contract.

"If this agreement is signed by members of a copartnership it shall apply to them and each of them individually in the event of dissolution or termination of said partnership and the obligation hereunder shall be binding upon the estate of the grower or his assignee writing. Such a covenant shall be conclusively presumed in case of a conveyance to any relative."

The form of contract adopted previously for the referendum, that is, if the 50 per cent is not signed. All who put their names to contracts will be permitted to withdraw, and when the withdrawals have been registered those still determined to share their luck together will decide among themselves what is best to be done.

Charles R. Warren, of Chatham, sided at the meeting, which was attended by a number of administrative leaders of the organization. Richard R. Patten, head of the leaf department, was present and told the assemblage that the new tobacco was signed the quicker would come payment. He said the Association would make good on a 45 per cent sign-up with the landlord control provision adopted. M. O. Wilson, secretary of the Association, was there, also Tucke C. Watkins, head of the warehouse department. Attorney Joyner, of Raleigh, representing the legal department, was on hand and presented the contract in detail. Nearly all of the old belt directors were on hand.

Little animus was displayed toward the auction men; in fact, the system was scarcely referred to. Four years ago the mention of the auction men was a snarl for a hostile demonstration. "Tant landlords," however, came in for some

E. B. FICKLEN TOBACCO CO.

Incorporated

Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips

BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Apply for Redrying by Steam or Natural Season

Samples Furnished

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Correspondence Solicited

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SecretaryZ. V. GWYNN,
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Cobb-Gwynn Tobacco Company, Inc.

RICHMOND, VA., U. S. A.

Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

CORRESPONDENCE SOLICITED Cable Address "GWYNCO"

C. W. WALTERS CO., INC.

South Boston, Va.

Packers and Dealers in

Mullins, S. C.

LEAF TOBACCO

Specializing in

Virginia, Eastern Carolina and South Carolina Tobaccos

J. E. SEARS & COMPANY

APPOMATTOX, VIRGINIA, U. S. A.

VIRGINIA DARK TOBACCO

Bought on order or contract for domestic, or foreign account

Ample facilities for steam and air drying

We manufacture hoghead shooks. Stock on hand at all times

G. R. GARRETT COMPANY, Inc.

Cable Address
"GARRETT"

Dealers in

LEAF TOBACCO

Codes { A. B. C. 4th & 5th Editions
Bentley's

Clean, Uniform Strips a Specialty

ROCKY MOUNT, NORTH CAROLINA, U. S. A.

W. T. COUSINS & CO. "OLD BELT" SMOKING TOBACCO DANVILLE, VA.

Buyers of All Grades of Virginia and Carolina Tobaccos

a Specialty

association, as did "men who have
wiped their breeches for petticoats."
The real crux of the meeting came when
the motion was put, whether the as-
sociation wished to continue co-
operative marketing. The vote in favor
of continuance was unanimous.
The organization committee will deter-
mine when to start the campaign for the
sign-up and will be required to see
that the new contract embraces all of the
provisions demanded by the growers.—
REY.

Virginia Dark Growers Pleased With Prices

DILLWYN, Va., Nov. 30.—Independ-
ent growers of dark tobacco are exult-
ing over the prices of the dark leaf as
shown on the open markets so far this season.
During the selling period of last year
—from Monday through Wednesday
—when the markets closed for
Thanksgiving—prices ranged very high
for all good grades of dark tobacco.

The Dillwyn open market Monday the
average price paid was \$21.70. One man
bought a two-horse load of the weed in
the morning away \$400 in its place. This
price has seldom been equalled in this
history of Virginia; and is seldom heard
of even in the fanciest of the bright
leaves of Virginia or North Carolina.
The opening day of the Dillwyn mar-
ket the average price paid was \$19.61.
The are on this market buyers for the
Domestic and Export Tobacco companies
and the buyer for snuff and other medium
low grades.

Quality Not the Highest

High prices, ranging around \$16 to \$18
also being paid on the Farmville mar-
ket though this market for some reason
has ranged in prices from three to
four dollars below Dillwyn. Other
markets show prices ranging any-
where from \$15 to \$25. Nearly every-
where the prices are high, and growers
are well pleased.

The quality of the stock offered last
year was not high. While some very fine
tobacco was raised last summer,
there was some of very low grade, and
this grade has been coming in steadily
in the opening of the dark markets.
The growers are seemingly trying to
get the drift of the markets with their
best grades first, then advancing to
the lower grades. In some cases good crops
are coming in—the best the growers had
for years.

The Co-operative Association is re-
ceiving but slowly if reports received
are correct. This is exactly according to
policy, and is in line with Association
policy. "Orderly Marketing," which is
the slogan, seems to mean no haste, no
rush, no congestion, and plenty of leisure
in bringing the crop in. As the prices
are supposed to be fixed, with no advan-
cing in time or season, pool growers
are to be in no haste to market their
crop. Such, however, as have marketed,
are well pleased with the advances made
in the price of the bankers' valuation.
The high advance appears to be some-
thing more than encouraging to the aver-
age Association member.

The Growers' Association is enjoying
one of the best sales seasons in its his-
tory according to Richard E. Patterson,
manager of the leaf department. In
addition to the recent sales of 15,000,000
pounds of South Carolina tobaccos of
represent crop, says Mr. Patterson,
there is a lively demand for and consid-
erable movement of the co-operative to-
bacco from other belts.

The Association's redried dark
tobacco have been the largest in its his-
tory within recent weeks, according to
Manager Douglas Tuggle, of the Asso-
ciation's dark leaf departments, who
said that total deliveries during the
present season on more than a dozen
grades have already been contracted for.
The redried stocks from other crops
are in demand than at any other
time in the season.

The largest deliveries and the largest

payments to the members of the associa-
tion in the dark fired district of Virginia
have marked the opening of its fourth
season, more than 500,000,000 pounds
having been delivered and \$43,000 paid
the growers of dark tobacco during the
first four days of marketing, as com-
pared to \$27,000 at this time last year.

Secretary M. O. Wilson, of the Associa-
tion, reported that the canvass of the
first month's sign-up of the new five-
year contract shows that 7,000,000 pounds,
or 17 per cent of the entire acreage of
Virginia dark fired tobacco, has been
signed up. The contract calls for 75 per
cent of the State's production, and the
delivery of all tobacco from the lands of
all signers. The sign-up campaign will
continue until November, 1926.

Report of Director Hutcheson

Virginia farmers received a higher
price for the tobacco in comparison to
pre-war prices, during the last few years
of agricultural depression than for any
other of the principal farm products
produced in the state, according to a re-
port on tobacco prices reared by John R.
Hutcheson, director of the Virginia ex-
tension division.

In the period 1916-18 tobacco averaged
twelve cents per pound, and in 1922-23
the average was twenty-three cents per
pound.

Director Hutcheson recently made a
study of the production and consumption
of tobacco in order to determine whether
the increase in prices is due to the opera-
tion of the Tobacco Growers' Co-operative
Association, or to the increased
demand for the various types of the
weed raised in this state.

The Association reporting on the types
of tobacco handled by it shows a pro-
duction of Virginia sun-cured tobacco
during 1914-16 of 9,200,000 pounds which
decreased to 6,874,000 in 1922-23. Dark-
fired tobacco dropped in the same period
from 48,464,000 to 46,817,000. All flue-
cured tobaccos showed an increase from
283,550,000 to 500,735,500 pounds.

The consumption, export and manu-
facture of tobacco, termed the "disap-
pearance," as reported by the Association,
decreased from 11,981,000 to 7,887,000 for
sun-cured; dark-fired decrease from 44,
801,000 to 40,675,000, and all flue-cured
tobaccos increased from 246,362,000 to
468,852,000.

The prices for all three types show a
steady increase. Sun-cured sold for an
average of 4.4 per pound higher in 1922-
23 than 1913-16; dark-fired at an average
of 9.5 per pound higher, and flue-cured
more than doubled in spite of the in-
creased production and consumption.

Mr. Hutcheson quotes the director of
agricultural research of the Brooklime
Service as giving two important causes
for the increase in tobacco prices: the
increasing demand for cigarettes since
the war and the increased bargaining
power of the farmer through the organi-
zation of co-operative associations and
their ability to hold tobacco off the mar-
ket for a time.—FLUMMER F. JONES.

Oxford Offerings

OXFORD, N. C., Nov. 28.—Our sales
for the first three days of the week
were \$42,158 pounds, at an average of
\$26.07, making the sales to date 4,453,158
pounds, at an average of \$23.54, as com-
pared with last year's sales of 4,258,199
averaging \$24.98. Taking Monday's
sale into November, the market will be
about one half million pounds more
than last year.

Considering the amount of dark com-
mon tobacco, selling at 7c and under,
the farmers with colony tobaccos are
making a good average.

Prices on all grades are holding firm.

—W. A. ADAMS Co.

Englander Finishes Year

On his final wind-up of the 1925 sea-
son, George M. Englander of Berriman
Brothers, is now entering numerous late
holiday orders in the New York-Penn-
sylvania territory.

W. T. HUGHES
President
M. L. T. HUGHES
Vice President
W. T. HUGHES, JR.
Genl. and Treas.

W. T. HUGHES & CO. INC.

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Leaf Tobacco

Specialists in

VIRGINIA AND CAROLINA BRIGHT CIGARETTE and SMOKING TOBACCO

Domestic and Export

*Long Experience. Specialize on
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Fine Cutters. Export Leaf and Strips*

New Factory Modernly Equipped for Steam
and Air Drying and Free From Tobacco Beetles.

Our Motto:—SATISFYING OUR CUSTOMERS

Samples and Quotations Sent on Application

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A. B. C. CODE
4th Ed. 5th Ed. 1924

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ORDER OR CONTRACT—SAMPLE UPON APPLICATION
Storage Capacity 5,000 hogheads
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Dealers in all kinds of Leaf Tobacco

Boys on Virginia, Carolina and Georgia Markets. Samples cheerfully submitted upon request.

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Bright and Dark Virginia
Burley—Western—Seed Leaf
Strips—Scraps—Stems—Curdings

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Dealers and Exporters of

LEAF TOBACCO

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Danville, Va.

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Incorporated
LEAF TOBACCO BUYERS AND BROKERS
SATISFACTION GUARANTEED
Cable "LEA"

J. D. ROGERS, Vice Pres. &
General Manager.
PERSONAL SUPERVISION
Rocky Mount, N. C.

H. G. Whitehead W. P. Anderson S. H. Anderson
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 LEAF TOBACCOS Commission Merchants and Exporters
 Specialize Eastern Carolina bright tobaccos, all grades, lowest to highest. In position by reason of close touch with entire trade to furnish on short notice any type tobacco from Bright or Old Beta Carolina or Virginia and all districts Kentucky.
 WILSON, N. C., U. S. A. The largest bright leaf tobacco market in the world.
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Cable Address: WILTOBAC, Wilson, N. C.
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DANVILLE, VIRGINIA, U.S.A.



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PRICES SUBMITTED ON APPLICATION

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 RICHMOND, VA.

Henderson Market Has Biggest Day

HENDERSON, N. C., Nov. 28.—With the passing of the Thanksgiving holidays, generally considered the half-way mark on the Henderson tobacco market, it has almost reached the half-way goal of 10,000,000 set for the season, and with the resumption of sales Monday for the stretch of three weeks until the Christmas suspension, a drive will be on for 2,000,000 or more pounds additional during that time.

Up to Wednesday, when the Thanksgiving recess began, the market had sold a total of 4,825,202 pounds, totaling \$1,128,292.80, or an average of \$23.38 per hundred. This compares with 3,446,350 pounds, selling for \$784,596.14, at an average of \$22.76 to the Thanksgiving recess in 1924. This is nearly one and a half million pounds more this season, and approximately \$250,000 more in money, with an average of more than half a cent above the same date a year ago.

The three days of this week when the market was in operation sold a total of 472,330 pounds for \$114,560.19, at an average of \$24.25 per hundred pounds. This represented a slight boost in the price paid for the week over the previous week, when the average was \$24.16 per hundred.

Last Wednesday's sale was the first in five weeks that fell under the 100,000 pound mark for any one day. There have been several days when the total went well beyond the 200,000 mark, and the total reported for last Tuesday was 258,384, the largest sale for any one day this season, or larger than any one day for the past two seasons on the Henderson auction market. It was also the highest average for the week, with a figure of \$25.10, bringing \$64,789.55, the largest amount of money paid out any one day this season.

Large breaks are expected during the remaining three weeks of the season prior to the Christmas holidays, and fairly good averages are also looked for. It is thought there is still a good deal of the better grades of tobacco on the farms and waiting to be marketed. This type of weed is thought by some to be held back in larger amounts than the sorriest type of tobacco.

December 18, the last Friday before Christmas, is the date when virtually all of the market in the State will close for the holiday period. It is expected the suspension will continue for two full weeks, with sales resuming again on Monday, January 4.

In every way the Henderson market is better off this season than last. It is selling more tobacco for farmers over a wider area, and at higher average than was the case a year ago. It is estimated that the tobacco crop here will be worth one million dollars more this season than it was in 1924-25.

Lynchburg Prices Firm

LYNCHBURG, Va., Nov. 27.—John D. Oglesby, of the Lynchburg Tobacco Warehouse Company, makes the following report of leaf tobacco sold on the Lynchburg open market:

Pounds sold this week	378,600
Sold to November 27	1,601,900
Sold same period 1924	1,372,200

Increase for 1925..... 229,700

There were only three sales days this week, the market adjoining after Wednesday for the Thanksgiving holidays, and more tobacco was sold those three days than was expected.

The market showed great animation, all grades brought splendid prices, quality considered.

More common and nondescript showed up than usual, also much hail beaten, but notwithstanding that fact the general average price held about up to last week, being \$19.10.

The extremely dry summer kept some tobacco from getting its growth and maturing properly and is the reason for so much nondescript at this time. Tobacco reaching maturity is showing up of better quality than for several years, being rich and of fine dark color.

The demand for all desirable was

never better, in fact, it can be said that all grades are bringing prices that cause the farmer to express satisfaction at the result.

Tarheelers Attend Danville Co-op Meeting

HENDERSON, N. C., Nov. 28.—A large number of association members from this county went to Danville, Va., today to attend the meeting of members there to discuss the new contract. The regular monthly meeting of the county local was called off on account of absence of so many members, and gave them an opportunity to attend meeting without missing the session here.

It was said in advance that fully 500 members of the pool were expected to be in attendance at the Danville meeting.

The contract that is now in force, the tri-state association is admittedly all that had been expected of it. It has been found to contain flaws, and a plan is to make the new agreement, ironclad that it can be breached at the greatest risk.

Petersburg Prices Higher

PETERSBURG, Va., Nov. 28.—There were only three sales days this week, the market being closed for Thanksgiving and Friday. Prices were higher, all grades this week of both bright and dark. The weekly average was higher than at any time this season; one brought an average of \$26 per hundred pounds.

The weather has been favorable during the last few days for bringing tobacco in order, and sales are expected to be heavy from now until the holidays.

	Pounds	/100
Sales this week	188,460	\$20.80
Sales previously	1,679,706	\$21.27
Sales to date	1,868,166	\$21.42

Dark Virginia

	Pounds	/100
Sales this week	64,642	\$22.22
Sales previously	349,212	\$21.84
Sales to date	413,854	\$21.95

Total sales of both bright and dark to date, 2,282,020 pounds.—WILLIAM B. BEACH & CO., INC.

Roxboro Average, \$14

ROXBORO, N. C., Nov. 28.—Total tobacco sales for official week ending Nov. 25, 353,918 pounds; average price, \$14. per 100 pounds. Sold to date of 1925 crop, 2,022,605 pounds; average price per 100 pounds, \$14. Sold to same time last year, 1,559,676 pounds; average price per 100 pounds, \$25.

Market discontinued sales on Wednesday, Nov. 25, to observe Thanksgiving.—Geo. W. WALKER, secretary, Tobacco Board of Trade.

Farmville Sales Far Ahead Of 1924 Figures

FARMVILLE, Va., Nov. 28.—Dunnington & Company, leaf tobacco dealers, report auction sales as follows:

Previously reported, 718,722 pounds; sales this week, 273,410 pounds; total to date, 992,132 pounds; average this week, \$18.13. Sales to Dec. 1, 1924, were 331,562 pounds.

Wendell Average, \$24.14

WENDELL, N. C., Nov. 28.—Total tobacco sales for official week ending Nov. 27, 191,502 pounds; average price, \$24.14 per 100 pounds. Sold to date of 1925 crop, 2,888,547 pounds; average price per 100 pounds, \$21.03. Sold to same time last year, 1,870,208 pounds; average price per 100 pounds, \$23.36.

Richmond Sales Very Light

RICHMOND, Va., Nov. 28.—There were only two sales this week, the warehouses closed for Thanksgiving holiday. There was no change in quality of tobacco offered, nor in prices. Only 36,740 pounds of tobacco sold at \$16.60 average.—R. C. MORTON COMPANY.

The Partner Gambles All He Has

few weeks ago I wrote an article entitled "A case in Which Everybody Made Mistakes," and I attempted to set those mistakes out. One of them was that of a member of a partnership who forgot several important principles of the law governing his responsibilities as partner.

I have received some letters on this subject from readers of the article and here seems to be considerable interest, I will write an article or two on the subject.

One of the risks of partnership is that the member risks everything he owns. His risk isn't confined to the amount of money he has invested in the partnership capital, like the risk of a stockholder in a corporation who no matter how much the corporation owes and its assets, can't be held (usually) for anything beyond what he has invested in the stock. The law has a number of ways of retaining the character of a partnership and still limiting the risk to what a man put in, as by limited partnerships, joint stock associations and other similar schemes, but these are often cumbersome, and are used only in small percentage of partnerships.

The typical old-fashioned partnership is familiar to everybody, in which two or more men create a firm, with each one contributing so much to the capital, every member is liable for the firm's debts up to the limit of every thing he owns.

It is surprising how many business men don't realize this. The other day an acquaintance of mine, a seasoned business man of great knowledge and judgment, said to me, "I've just taken a partner with a cousin of mine in a firm to make a new radio condenser he invented."

"What did you do, lend him money?" "No, we got up a little partnership and I put in \$2,000. If the thing goes out some of the profits; that's why I didn't make it a loan. It's a good gamble; even if I lose the whole \$2,000 I don't break me."

"But do you realize that you may lose me?" I asked him. "I hadn't; he thought all he could do was the \$2,000. It was news to me when I told him he was responsible for every dollar of the firm's indebtedness. Of course, the other partner was not, but he had less need to worry, because he was not so substantial financially."

Partners who have organized their business into a corporation have sometimes been surprised to find their credit as a corporation had shrunk far below what it was as a partnership. The reason was obvious; when a partnership's credit was based on the value of the firm's assets plus the individual assets of all the partners. After incorporation the only assets available to creditors were those invested in the company; individual assets of stockholders were not reachable.

The rule above explained is thus laid down by a well-known authority on the subject:-

"A judgment be recovered against the partners as a firm, the separate property of each partner is alike to execution against the property of the firm. Sometimes the law applies the rule that the firm's assets are to be applied in the first instance to the payment of the firm's debts, and the assets of individual partners to the payments of their individual debts. In some jurisdictions before proceeding against the assets of the individual partners, after which they share equally with their creditors in the individual assets. In the next article I will treat another phase of the subject." (Copyright, 1925, by Elton J. Key.)

Bryn Mawr Girl Students May Smoke Now

Bryn Mawr, Pa., Nov. 30.—Twenty-five years ago there was a regulation imposed upon the students of Bryn Mawr College here that the female undergraduates must not smoke. Enforcement of this rule has been in the hands of the Self-Government Association,

governed by the students themselves.

But recent violations of the rule have made it utterly impossible for the Association to enforce the ban, and it has therefore petitioned President Marion Park, of the College, to abate the restriction.

Under the ruling of President Park this has been done. One room is set aside for smoking in each residence hall or student house, inclusive of the lower athletic field when games are not in order.

Miss Park said: "Conduct of the students has always been in the hands of the Self-Government Association, and the regulations of the Association have been based upon the public opinion of the moment. Such public opinion in a college is controlled in larger matters by conscience, and in lesser matters by convention."

"As early as 1897 the regulation against smoking was made, and it has been in effect up to this time. Changes in the attitude toward smoking by women has come in more than a quarter of a century, and is now reflected among the college students here."

"So regulations prohibiting smoking can no longer depend upon the authority of conscience and convention, which make up public opinion, and is therefore no longer effective."

"Enforcement of the anti-smoking rule only injures the other regulations, and it stands apart from the other regulations in that it no longer rests solidly on intelligent public opinion."

To Increase Production in Austria

WASHINGTON, D. C., Nov. 23.—With a view to encouraging domestic tobacco production in Austria the Finance Ministry is preparing to grant certain privileges it is reported here. New producers contemplating to plant over ten acres of land to tobacco, and old producers who contemplate extending their present tobacco area will be granted investment credits free of interest rate, to be repaid in ten equal annual installments. Such credits will be granted through the central credit association. A charge of two per cent will be made for handling. A maximum credit of 7,500,000 crowns will be granted for each cadastral joch of newly planted area. A cadastral joch is equal to 1.422 acres. Applications must be addressed to the Central Management of the Tobacco Monopoly, Budapest.—L.A.M.M.

Japanese Situation

WASHINGTON, D. C., Nov. 23.—The Tobacco Section of the Department of Commerce recently issued a Special Japanese number of its weekly circular, Tobacco Markets and Conditions Abroad. This number consists almost entirely of statistics extracted from the latest available annual report of the Japanese Tobacco Monopoly, and shows among other things the production of leaf and manufactured tobacco from 1913 to 1924. The circular may be obtained upon request.

Among the outstanding features of the tobacco situation in Japan is the fact that Japan's imports consist mainly of tobacco used for blending purposes. The Japanese are fond of their own domestic tobaccos and they are able to produce enough to supply their needs. Decreases in production since 1922, however, have been accompanied by corresponding increase in imports from the United States, the chief course of the Japanese supply. The production of leaf tobacco in Japan in 1924 amounted to only about 132,000,000 pounds, compared with 149,000,000 pounds in 1922, and the United States exported 11,922,000 pounds to Japan in 1924 compared with 1,879,000 pounds in 1922.

There has been an enormous increase during the past two years in the demand for cheaper cigarettes, old fashioned Japanese pipe tobacco, and cigarettes without mouthpieces, the production of the latter amounting to 6,690,000,000 in 1924 compared with 3,223,011,940 in 1921. This demand for cheaper smokers is said to reflect a desire on the part of the Japanese public to economize during the financial depression.—L.A.M.M.

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SMITHFIELD, N.C.
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The Largest Tobacco Seed Growers in the World SOUTH BOSTON, VA., U. S. A.

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Virginia, Carolina, Kentucky and Tennessee Leaf Tobaccos

L. B. JENKINS & COMPANY

Leaf Tobacco Dealers

Kinston, N. C., U. S. A.

Buyers and rehandlers of all grades of Bright Leaf Tobacco. Domestic and export types bought on order or contract. Modern re drying plant equipped with improved machinery and ample storage facilities.

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We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.

Correspondence solicited.

Satisfaction guaranteed.

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100—Shoebox Slip

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Leaf Tobacco Dealers

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LEAF TOBACCO DEALERS**Rehandlers of and Dealers in all Types of Carolina and Virginia Tobaccos. Modern Redrying Plant Equipped with Latest Improved Machinery and Ample Storage Facilities.
SAMPLES SUBMITTED UPON REQUESTDomestic and Export Types
R. M. GARRETT, Pres. GREENVILLE, N. C., U. S. A. R. P. WATSON, Vice Pres.**HIGHEST QUALITY SPECIAL PROCESS**

CIGAR BANDS and CIGAR LABELS

WM STEINER SONS & CO.

257-265 W. 17th ST.

NEW YORK, N.Y.

QUALITY WORKMANSHIP

ESTABLISHED 1870

The Allotted Years*(Continued from page 7)*

does not always score. One secret of attaining old age would seem to be not to make a fuss about it.

In this country still another secret would be not to go in for politics, or at least not to let one's ambitions soar too high. How fast we wear out our Presidents is an old story. Whether the reason be in differences of pace, or climate or heredity, we make a poor showing in this respect compared with the transatlantic branch of the English-speaking peoples. Excluding Mr. Taft, who it is to be hoped will long be with us, and Mr. McKinley, our Presidents, beginning with Mr. Cleveland, have died at the average age of 65. During that same period the real heads of state in Great Britain—Gladstone, Salisbury, Rosebery, Balfour, Campbell - Bannerman, Asquith and Lloyd George—lived or have lived to the extraordinary average of 75 years. In our politics we have Mr. Depew at the age of 91, Uncle Joe Cannon at 89, and Mr. Root at 80, but on none of these have fallen tasks so heavy as upon Mr. Balfour, who at 77, and Mr. Asquith, at 73, are still in the field of active politics. Possibly it is the difference in pace between American and British life.

Novel Gift to Riley Hospital

BATESVILLE, Ind., Dec. 1.—N. M. Smith, cigar manufacturer of Frankfort, Indiana, has presented the James Whitcomb Riley Hospital for Children with a check for \$1,000 which is the first payment of a novel gift which Mr. Smith has made to the institution. In a letter accompanying the gift, Mr. Smith made the announcement that for each thousand cigars of one of his brands, sold hereafter in Indiana, he would present the hospital building fund with \$1.00. Mr. Smith announced that the gift would realize about \$15,000 or more annually for the hospital building fund and that the gift would be made each year during the life of the brand of cigars which he is manufacturing and selling under the label, "The Hoosier Poet."

Mr. Smith's announcement followed a visit to the Riley Hospital, where he was shown the work which is being accomplished by the institution among Indiana children, one hundred forty youngsters being in the hospital when it was shown to Mr. Smith.

"I am surprised," Mr. Smith said, "that the work of the institution is not more generally known throughout In-

diana. I became interested in the institution when I was first informed that twenty-one children from my home county, Clinton, were receiving treatment at the hospital. It was then that I determined to do something for the hospital. The check enclosed in this letter is my starter and I expect to see to the hospital a large sum each year."

The Cigarette Vending Machines

The proposal of a tobacco sales company to install cigarette vending machines on the streets of Portland now illustrates the lack of judgment, and information, sometimes observed in business enterprises. If the company id

*(Continued on page 37)***Glassine Wrappers For Chancellor Cigars**

During the holiday season two special packings of glassine wrapped Chancellor cigars have been marketed by the American Cigar Company. These are the ten cent Liberty size and the two for a quarter Invincible. Both are also stamped with an attractive holiday design, most appropriate for the season.

Yocum Brothers Return From Cuba

READING, Pa., Nov. 30.—Both William and Howard Yocum, of Yocum Brothers, this city, manufacturers of the Y-B cigar, have been in Cuba looking over the leaf situation. They are now home, however, and report the purchase of some superior leaf. George Yocum is still in Texas, where he is calling on the distributors of the Y-B in that state.

Rose Goes to Hartford

All the leaf centers in the Hartford district were closely examined last week by Menko Rose, of Rose & Wobbe, New York. He reports the crop he looked at as of extraordinary quality, and of just the sort desired by cigar manufacturers for their popular priced products.

Levinson Starts West

Trains bound westward are of interest to William Levinson this week; he is now out on the last scouting trip of the year for Friend & Company, New York.

Cable "Winleaf" Winston-Salem, N. C.—Codes A B C 4th & 5th Editions Western Union

WINSTON LEAF TOBACCO & STORAGE CO., Inc.**DEALERS IN LEAF TOBACCO**Strips, Scrap and Stems. Complete Facilities
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WESTERN DIST.BURLEIGH
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MARYLAND

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PACKERS, DEALERS, EXPORTERS, IMPORTERS.

OUR OWN DOMESTIC AND FOREIGN PACKING PLANTS ENABLE US TO MEET ALL REQUIREMENTS.

Universal Leaf Tobacco Co.

21 EAST 40TH STREET NEW YORK CITY
CABLE ADDRESS: ULTOCO-NEW YORK

WRVA Program

—RICHMOND, Va., Nov. 28.—WRVA, a radio broadcasting station of the Richmond Hotel & Brother Company, has issued a special program for Monday, December 7, to Thursday, December 17, subject to last minute changes, as follows:
—FRIDAY, DECEMBER 7, 8 to 11 p. m., Eastern Standard Time.
—Market reports.
—Richmond Hotel Orchestra.
—Richmond Hotel Orchestra.
—Old South Quartette.
—Richmond Hotel Orchestra.
—Old South Quartette.
—Richmond Hotel Orchestra.
—Male Quartette from U. T. Seminary.
—Piano solos, Mrs. W. K. Lonnbery.
—Male Quartette from U. T. Seminary.
—Piano, Mrs. W. K. Lonnbery.
—Male Quartette from U. T. Seminary.
—Banjo, Guitar and Mandolin.
—Travelogue.
—Community Orchestra, Mr. W. E. Munson, director.
—Piano solos, S. Glover Winters.
—Community Orchestra.
—Violin.
—Community Orchestra.
—Baritone solos.
—Community Orchestra.
—Carry Me Back to Old Virginny.
—SATURDAY, DECEMBER 14, 7:30 to 11 p. m., Eastern Standard Time
—Children's Dream.
—Market reports.
—Lorillard Negro Chorus in old Southern melodies, character impersonations.
—Travelogue on Virginia.
—Billy Pearce in songs, Charles Ashburn Jr. at the piano.
—Violin solo, Miss Helen Hicker-son.
—Robert I. Boswell, baritone.
—Talk on Brail Circulating Library for the Blind, Miss Juliet Walker.
—Old Dominion Orchestra.
—Piano, Mrs. Lucas Drew.
—Old Dominion Orchestra.
—Piano, Mrs. Lucas Drew.
—Old Dominion Orchestra.
—Carry Me Back to Old Virginny.
—SUNDAY, DECEMBER 10, 8 to 11 p. m., Eastern Standard Time
—Market reports.
—Hardy Brothers' Orchestra.
—Negro Quartette.
—Hardy Brothers' Orchestra.
—Tenor solo, Samuel Angelson.

8:50—Violin solos, Doris Newton; Mrs. F. B. Lewis at the piano.
9:00—Piano solos, Ellen Douglas Pippen.
9:05—Tenor solo, Samuel Angelson.
9:15—Violin solo, Doris Newton.
9:20—Tenor solo, Samuel Angelson.
9:25—Piano solo, Ellen Douglas Pippen.
9:30—Popular songs, J. G. Fulton.
9:40—Hardy Brothers' Orchestra.
9:50—Negro Quartette.
10:00—Hardy Brothers' Orchestra.
10:10—Moses Surkes Blind Jewish Cantor, assisted by quartette from New York City, in programme of Hebrew music.
10:40—Hardy Brothers' Orchestra.
11:00—Carry Me Back to Old Virginny.
—THURSDAY, DECEMBER 17, 8 to 11 p. m., Eastern Standard Time
8:00—Market Reports.
8:05—Piano Solo, Mrs. R. J. Madaford.
8:10—Tenor Solos, Mr. R. J. Madaford.
8:15—Piano—Accordion.
8:20—Saxophone solo.
8:25—Piano solo.
8:30—Tenor solo.
8:35—Jefferson Hotel Orchestra.
9:30—Piano solo.
9:35—Contralto solos, Mrs. R. M. Hudgins.
9:45—Violin solos, Louis Morales.
9:55—Contralto solos, Mrs R M Hudgins.
10:05—Piano solo.
10:10—Violin solo.
10:20—Contralto solo, Mrs. R. M. Hudgins.
10:25—Contralto—Violin—Piano.
10:30—Old South Quartette, Talk by Tony Miller on The Old South.
11:00—Carry Me Back to Old Virginny.

Big French Company Opens American Leaf Branch

One of the largest and foremost leaf tobacco companies of Paris, France, the Compagnie Generale des Tabaco, is opening an American branch at 270 Madison avenue, New York. It will be known here as the General Leaf Tobacco Company, and will export American tobacco to Europe. It will also import foreign types of tobaccos to the American market, as the home company does abroad for various monopolies. Management of this branch, will be in the capable hands of A. C. Humbert, who has had considerable experience in the business of foreign tobacco marketing.

B. P. EGGLESTON & CO.

Established 1892 DRAKE'S BRANCH, VA. D. Q. EGGLESTON
DEALERS IN LEAF TOBACCO
Specialty:—VIRGINIA DARKS
Your Business Solicited Correspondence Invited

THE VENABLE TOBACCO CO., Inc.

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Durham, N. C., U. S. A.
ALL GRADES OF LEAF TOBACCO AND STRIPS

Cable: Monk

Codes: { Arnold's Nos. 5 & 15
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A. C. MONK & CO. Farmville, N. C.

A Large Supply of Leaf Tobacco Always on Hand.
We buy all grades Bright Tobaccos, Virginias, Darks and Burleys, Steam and Natural Season. Samples Furnished.
Branch Factories: Wilson, N.C.; Wendell, N.C.; New Bern, N.C.

ANDREW JAMISON, President

Established 1885; Incorporated 1910

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ALL GRADES OF OLD BELT
LEAF, STRIPS, SCRAPS AND STEMS
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Leaf tobacco, strips, scraps, stems, siftings
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LEAF, STRIPS, SCRAPS AND STEMS
ORDER OR CONTRACT COMPLETE FACILITIES
CORRESPONDENCE SOLICITED SAMPLES ON APPLICATION
KINSTON, N. C., U. S. A.

KINSTON TOBACCO COMPANY

Incorporated
DEALERS IN LEAF TOBACCO—EXPORT AND DOMESTIC TYPES
Buyers and Rehandlers of all Grades of Bright Leaf Tobacco on Order or Contract
Complete Redrying Plant and Ample Storage
CORRESPONDENCE INVITED—SAMPLES ON APPLICATION
E. Y. Speed, President W. H. Armistead, Vice-President R. P. Watson, Vice-President
KINSTON, N. C., U. S. A.

Cable Address: "CLARK"

Code: "ARNOLDS NO. 5"

Largest Loose Leaf Tobacco Market in the World W. T. CLARK & COMPANY Dealers in All Grades Bright Leaf, Strips, Stems and Scraps

Established 1887
Packed for Export and Domestic Trade
We operate in North Carolina, South Carolina, Virginia and Georgia
Head Office: WILSON, NORTH CAROLINA, U. S. A.
Packing guaranteed. Samples submitted on application.

CIGAR LABELS and BANDS

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79-95 Penna. Ave., Elmira, N. Y.
ADVERTISING - SLIDE SHELL PACKS

R. S. RUDOLPH & SON
Clarksville, Tenn., U. S. A.

ROBT. S. RUDOLPH

W. S. RUDOLPH Codes—Arnold's 5 & 15
Western Union, A B C, 5th Edition

Dealers and Brokers in Leaf Tobacco

CABLE ADDRESS, SMITH.

S. B. SMITH & COMPANYFIRST ESTABLISHED 1907
MAYFIELD, KENTUCKY, U. S. A.

Codes Used

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ABC Improved 3rd Ed.
Union Liebers Western**LEAF TOBACCO DEALERS AND EXPORTERS**

Well equipped in every respect to handle all fire-cured dark grades in any manner (natural or artificial drying) and to supply specialties in any quantities. Also efficient in handling export orders to any foreign port. Equipment coupled with geographical location enables best of services and strictly first hand source quotations.

Cable: "Barker," Carrollton

Codes: "Arnold, No. 15"

R. M. Barker Tobacco Co.

INC.

CARROLLTON, KENTUCKY, U. S. A.

Buyers and Dealers in Burley Leaf Tobacco

We have our own factory located in the heart of the Kentucky Burley Districts.

We have the latest improved Proctor Re-Drying Machine, and our Storage capacity is unlimited.

We solicit your orders and will give same prompt and efficient attention.

SEND FOR OUR WEEKLY REPORTS

Rudolph, Hach & Co., Inc.

REHANDLERS, DEALERS AND BROKERS IN

LEAF TOBACCO AND STEMS

Main Office and Sample Rooms

CLARKSVILLE, TENNESSEE

OPERATING IN

Clarksville, Tennessee, and Springfield, Tennessee, Districts
Western Kentucky Districts,

Upper Cumberland and Air-Cured Districts

Reliable Packing, Correct Inspection, Efficient Arrangement
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Correspondence Solicited.

SPECIALTY—BURLEY AND ONE SUCKERBUYERS AND HANDLERS
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Representatives
Dealers in Leaf TobaccoCABLE ADDRESSES {U. S. A.—Command, Owensboro, Ky.
(ENGLAND—Invade, Liverpool)**ROSS TOBACCO COMPANY, (Incorporated)**

(Formerly called ROSS-VAUGHAN TOBACCO CO.)

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LEAF TOBACCO AND STRIPS ON ORDER

FOR HOME TRADE AND EXPORT

Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying
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Factories—OWENSBORO, KY., LOUISVILLE, KY., PRINCETON, KY., SEBREE, KY., ERIN, TENN.
Buyers on all Hoghead and Loose Leaf Markets in Burley and Dark Sections**Cigarette Paper "EL PINO"**

In Reels, Reams or Books

MIQUEL y COSTAS & MIQUEL

BARCELONA, SPAIN

United States Branch, 59 Pearl Street, New York City

Louisville Market

LOUISVILLE, Ky., Nov. 28.—The Louisville Tobacco Board of Trade reports the hoghead leaf tobacco transactions as follows:

Tobacco Sales for the Week and Year to Nov. 27

Ware-	Auction	Private	Week	Total for	Year
houses	Sales	Sales	Week	Week	Jan. 1
Kentucky & Louisville.	50	9	59	5,906	
Main Street.	50	..	50	2,957	
Planters-Farmers.	42	96	138	4,104	
New 10th St.	..	..	..	1,084	
	142	105	247	14,051	
Year 1924.	..	..	454	21,284	
Year 1923.	..	..	437	31,580	
Year 1922.	..	..	1,194	63,641	

Classifications of This Week's Sales

	Old	1924	1925	Total
Burley	Crops	Crop	Crop	
Burley	..	166	66	232
Dark	..	7	8	15
	7	174	66	247

Classifications of Sales Jan. 1 to Date

	Old	1924	1925	Total
Burley	Crops	Crop	Crop	
Burley	2,064	9,770	416	12,250
Dark	1,256	545	..	1,801
	3,320	10,315	416	14,051

Classification of Sales to Same Date in

	1924	1923	1922
Burley	Crops	Crop	Crop
Burley	16,910	27,420	58,938
Dark	4,374	4,160	4,703
	21,284	31,580	63,641

Comparisons with Previous Years

	1925	1924	1923
Sales—			
Total sales of new crop to date	12,975	18,185	21,406
Sales of new crop to date, Original inspection	10,902	15,671	17,364
Rejections—			
Rejections this week:			
Burley	30	..	..
Dark	..	..	..
Total	30	108	54
Percentage of rejections to auction sales:			
Burley	22	..	..
Dark	..	..	..
Total	21	27	14
Rejections, Jan. 1 to date:			
Burley	2,475	..	..
Dark	194	..	..
Total	2,669	3,531	6,623
Receipts—			
Receipts this week	219	420	456
Receipts, Jan. 1 to date	11,018	16,684	22,361

Owensboro Outlook

OWENSBORO, Ky., Nov. 28.—General rains during the past few days have given farmers further opportunities to prepare their tobacco for the market. The six looseleaf floors are rapidly filling up, with the prospects of their being full by the time sales start at 9 o'clock Monday, Nov. 30. We look for continued liberal offerings throughout December.

The Henderson loose-leaf floors are also filling and there should be good sized offerings ready for the opening

sales on Tuesday, December 1.—M. LAND, WITHERS AND HICKS.

Quotations at Louisville November 20

	Burley	Burley	Dark	Bright	Dark	Bright
	Red	Red	Red	Red	Red	Red
Trash, green	8-10	11-13	14-16			
or mixed	10-11	12-14	17-19			
Trash, sound	11-15	16-18	19-21			
Common lugs	11-15	16-18	19-21			
Medium lugs	17-19	20-22	23-25			
Good lugs	20-22	23-25	26-28			
Com. leaf, short	11-12	14-16	18-20			
Common leaf	16-18	19-21	22-24			
Medium leaf	18-20	22-24	26-28			
Good leaf	24-26	26-28	29-31			
Fine & Select	28-30	30-32	33-35			
N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.						
F. E. BROCAR, Secretary.						

NOTE.—Burley, 1925 crop, 66 hogsheads this week, average \$17.40; to date, 416 hogsheads, average \$16.07.

Lexington Sales Start With Great Promise

LEXINGTON, Ky., Dec. 1.—A gold flood of cash will be turned loose in the Burley district this week, the auction warehouses which handle Burley tobacco and the receiving plants of the Lexington Tobacco Growers' Cooperative Association opened for the delivery of 1925 crop today.

Estimates running from \$10,000,000 to \$20,000,000 and ever higher are given for the amount the auction houses will turn out of the independent growers out of the pool within the next three months, while the pool will distribute probably an equal amount to its members, according to the figures of a Fayette county member of the organization.

It all depends on prices of the auction tobacco and probable prices for the 1925 crop as indicated by the amount of the advance, which The Lexington Leader was not able to obtain Friday, but which are believed likely to be as high as last year, if not higher.

Approximately one million one hundred and seventy-five thousand pounds of Burley tobacco were on the floor of the five looseleaf tobacco warehouses in Lexington ready for the opening of the 1925-26 loose leaf market here today.

Sales started simultaneously at the New Independent Tobacco Warehouse, and the Virginia Avenue warehouse, both located on Virginia avenue, at 9 o'clock with two sets of buyers, following the completion of the sale at these two houses the buyers moved to the People's and Jewell warehouses, thence to the Geary house.

Selection of the starting place for the sales was made by warehouse of Lexington at a meeting held in the Jewell warehouse Friday afternoon. Following the usual custom, representative of the Lexington loose leaf houses gathered for the drawing of opening sales. J. Waller Rodas represented the New Independent Tobacco Warehouse; R. Stivers, the Virginia Avenue warehouse; John Jewell the Jewell Tobacco Warehouse; Luther Stivers the People's Warehouse, and Thomas C. Geary the Geary Warehouse.

JOHN STAUN & CO.

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THE TOBACCO TRADING CORP.

All Kinds Kentucky - Tennessee & Virginia - Carolina

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Plants and equipment for Buying, Air Drying and Packing on all One-Sucker Markets.
—Any Quantity—Samples Cheerfully Submitted.

E. S. ROBEY & CO., Inc.

FRANKLIN, KENTUCKY, U. S. A.

Exporters of Leaf Tobacco

Specializing Kentucky—Dark Air Cured

Codes: A.B.C. 5th Edition
Western Union

Branches:

Russellville, Ky.
Hartsville, Tenn.
Carthage, Tenn.

Contract or Commis-

to the early curing of this year's
and the soft weather of the past
much more tobacco has been
and is ready for market than is
at this time, according to tobacco
men experienced in handling crops
the loose leaf floors. Conse-
quently the offering at the opening sales
will be much heavier than in
opening last year. Tobacco men ex-
pect themselves as much pleased with
the quality of this year's crop and are
using good prices.

Tobacco this year is weighing up much
better than was anticipated, according
to warehousemen, with the growers
pleased over the weight prospects. Due
to dry weather, the leaves thickened
more and are heavier, tobacco men

buyers for the various tobacco manu-
facturers and brokers will be on hand
for the opening of the tobacco market in
Lexington.

At the Wilson tobacco market, of Wil-
son, N. C., said to be the largest loose
leaf auction market in the world, has
today date 54,452,000 pounds for an
average of \$26.31 a hundred, according
to the yard received by Lexington tobacco
warehousemen. It is estimated that the
tobacco market will sell more than 80,
000,000 pounds at auction this season.

At Lexington market sold last sea-
son approximately 20,000,000 pounds and
tobacco men, familiar with the trade,
expect that the amount will be exceeded
this year by from eight to ten million
pounds.

John Jewell, of the Jewell Tobacco
Company, reports he has to-
day on his floors from Missouri, Ten-
nessee and Kentucky. Other warehouse-
men report large shipments and wagon
loads.

According to figures given to To-
bacco's correspondent by Lexington
warehousemen on tobacco on the floors
of five loose leaf warehouses here,
the following table is of interest:

Wilson	200,000
Lexington	200,000
Independent	350,000
Ed's	225,000
Irma Avenue	200,000

Tobacco of the best quality is coming
this year from Fayette, Bourbon and
Clay counties, it is declared, and
of the north of Lexington. The Ger-
man county crop, usually of fine quality,
is short in weight and not up to the
standard of previous years in quality,
warehousemen declare.

Crossing the bridge over the Kentucky
River at Camp Nelson to traffic has
been a hardship for the tobacco
traders here, warehousemen assert, as
the farmers have to make the trip
around.

Among the companies and brokerage
firms that will be represented at the
opening day of the sales are the R. J.
Coles Company, Liggett and Myers,
Clard, the Southwestern Tobacco
Company, E. J. O'Brien, Lexington
Tobacco Redrying Com-
pany, G. F. Vaughan Tobacco Com-
pany, and the W. L. Petty Company.

Dark Pool Makes An Enormous Sale

HOPKINSVILLE, Ky., Nov. 28.—News
of the sale of thirty million pounds of
stored tobacco since the first of the
month came as a Thanksgiving an-
nouncement from the Hopkinsville head-
quarters to the members of the Dark
Tobacco Growers Cooperative Associa-
tion. Parts of three crops in the Dark
Fired, Green River, One Sucker and
Stemming districts are included and a
large proportion was sold through W.
M. Fallon, foreign representative of the
pool, who is located in London. Ac-
cording to headquarters officials, thirty-
one trains of forty cars, each, will be re-
quired to move the shipments from the
various storage points, and the export
weed will be loaded on ships at New
Orleans. It is estimated that it will take
three months to move all of the tobacco.
It was stated that the Association has
about 50,000,000 pounds of tobacco on
hand and that sales for a large part of
this are in immediate prospect.

It was learned today that W. C.
Broadbent, president of the Dark As-
sociation, whose members were released
last month to sell their crops for one
year by any method they should choose,
had sold the crop of 400,000 pounds,
raised by himself and his brother, Smith
Broadbent, on 350 acres in Trigg county,
to the Southwestern Tobacco Company
for approximately \$80,000, the largest
sale ever made by an individual grower
in this region. All of the crop except
15,000 pounds brought 20 cents a pound.
The initial delivery of 100,000 pounds
was made Thursday, twenty-four wagon-
loads being brought to the Hopkinsville
plant.

Final preparations are being made here
for the opening of the Hopkinsville
loose floors next Tuesday. Already
there have been large deliveries and the
indications are that there will be record-
breaking sales on all of the nine
floors. It is estimated that not less than
35,000,000 pounds of tobacco will be sold
over the loose floors here this season.

The Association has sent out the fol-
lowing statement to its members:

Association in All Market Centers Bright

Association has given consideration to
plans and methods for handling the 1925
crop, it has not yet been determined at
what points receiving stations will be
opened, nor has the opening date been
fixed. Houses for handling the receipts
of the Association are certain to be in
operation in all market centers. These
would include Hopkinsville, Paducah,
Mayfield, Murray, Clarksville, Franklin,
Bowling Green, Henderson, Madison-
ville, Springfield and Owensboro.

It has been announced by the Associa-
tion that it will not receive any tobacco
prior to January 1; the exact date to be
announced later. It is thought now that
the Association houses will open about
January 15. Before that date a definite
announcement will be made regarding
the plans of handling and the amount
of advance that is to be made.

Advisory councils are asked to con-

Cable: Austin, Greenville



Arnolds No. 5
A B C 5th Ed. Improved

LEAF TOBACCO
THE AUSTIN CO., Inc.
GREENEVILLE, TENN.
Latest Proctor System

PAPER BAGS FOR SCRAP AND FINE CUT TOBACCO

Manufacturers, Protect Your Tobacco. Pack it in our Paraffine Lined, Weatherproof
Bags that keep the natural moisture of the contents on the inside, and Exclude the
Dampness and prevents Mould.
For twenty-five years we have furnished bags to the Scraps Tobacco Manufacturers.
There is A Reason. Write for samples—make a trial and be convinced.

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THE MEADS TOBACCO CO. If it's TOBACCO we have it DOMESTIC AND EXPORT

RED LION, PA. U. S. A.

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BOHLEN & COMPANY

Dealers and Exporters

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Clarksville and Springfield Tobaccos a Specialty. Guaranteed Packing. Delivery to
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All Codes Used

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"OBRIENCO" LEXINGTON, KY.
BALTIMORE, MD.

CODES: Use Arnold's Cipher No. 5 and 15
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General Telegraph Code

Bentley's Phrase Code
Western Union Code

EDWARD J. O'BRIEN & CO.

LEAF TOBACCO BROKERS

MAIN OFFICE, 815-817 WEST MAIN ST., LOUISVILLE, KY.

Lexington, Ky., 1016-1024 So. Broadway

WE ARE BUYERS OF

Baltimore, Md., 18-20 E. Pratt St.

Burley, Aircured, Green River, Fired Dark, Maryland, Virginia and Seed Leaf Tobaccos on all markets.

We air and steam dry on most of the loose leaf markets and have the latest improved Philadelphia Steam Dryers in our Lexington and Louisville factories for handling Leaf and Strips.

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Ross Tobacco Company

AFRICAN BRANCH

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MANUFACTURERS OF ALL GRADES AFRICAN AND BLACK FAT LEAF TOBACCO

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BUYERS, REHANDLERS, REDRYERS OF
LEAF, STRIPS, STEMS, AND SCRAPS
FOR HOME AND EXPORT TRADE

LEXINGTON, KY. *Samples Solicited. Contracts Solicited.*

W. R. NAGEL & CO.

Dealers and Brokers on All Western Markets

Western District, Clarksville and Springfield Tobacco

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Cable: Kennedy

Codes: Arnold's 5 and 15, A. B. C. 5th Edition

W. B. KENNEDY, JR.

W. B. KENNEDY & SON

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Leaf Tobacco Broker and Handler of All Grades of Leaf and Strips

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Factories: Paducah, Ky., Murray, Ky., Mayfield and Martin, Tenn.

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E. B. Hicks

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(Successors to J. S. Phelon)

Leaf Tobacco Brokers, Dealers and Rehandlers

Can handle all grades in any way desired, on Order or Commission. Personal care given
all business, with special attention to Green Rivers and Burleys

Wm. L. Burford & Co.

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Branch Factories on Loose Leaf Markets in Both Burley and Dark Sections.
Orders and Correspondence Respectfully Solicited

A. R. BLANKS TOBACCO CO.

LEAF AND STRIPS Handled on Order or Contract

FOR DOMESTIC AND EXPORT TRADE

All Grades of Fired, Air-Cured and One-Sucker

Orders and Contracts Solicited. MADISONVILLE, KY.

of advance that is to be made.

Advisory councils are asked to continue holding their regular monthly meetings, and to send to Association headquarters any information that they feel might be of value in conducting the affairs of the organization. Information regarding what the Association is doing will be sent members of the advisory councils twice each month.

Paducah Prospects

PADUCAH, Ky., Nov. 28.—During the past week we noted a little more activity in old stocks of common to medium and good lugs, and have reports of a few lots selling at prices ranging from six to nine cents. Demands for these grades are generally light, however, and trading is restricted to small lots. We have had no reports of sales of leaf during the past week. The large sales of leaf and lugs recently consummated by the Dark Tobacco Growers' Co-operative Association has moved the greater part of the holdings in the western district, of common to medium grades, and stocks in dealers' hands are comparatively small.

Sales of new tobacco have not been heavy this week, and buyers continue to confine themselves to the better crops.

Prices have continued about the same as last week. The majority of new bacco that has been sold in the district has been of Calloway county stock; however, during the past few days there has been some activity in other sections. We do not look for heavy buying there until loose floors over the district are for sale.

A great deal of the new crop has been stripped and is prepared for market. Many growers are delivering to local leaf floors, to be sold at the open sales. Indications are that loose floors will open with large offerings, and expect unusually heavy sales between now and the holidays.—W. B. KENNEDY & SON.

Burley Growers Renew Pool Alliance

SHELBYVILLE, Ky., Nov. 28.—Tobacco growers of Shelby county today, in a mass meeting which filled the large circuit courtroom and overflowed into a gallery, hundreds standing about the walls, adopted a resolution offered by former Director John E. Brown, pledging the loyal support of Shelby county growers not only in the delivery and sale of the tobacco of the members but in the prosecution of any who may attempt to violate the contract. Adoption of the resolution, which was without a dissenting vote, followed an address to the members by James C. Stone, president and general manager of the association, who gave the growers an account of the association's business and its progress from the beginning of the 1921 season to the present day.

Mr. Stone, who was introduced by Director J. L. Zaring, spoke for an hour and a half on the accomplishment of the Burley pool and for another hour answered questions, entirely dispelling reports and rumors of various kinds and kinds which have been circulated with a view to injuring the association through a weakening of the morale of the membership.

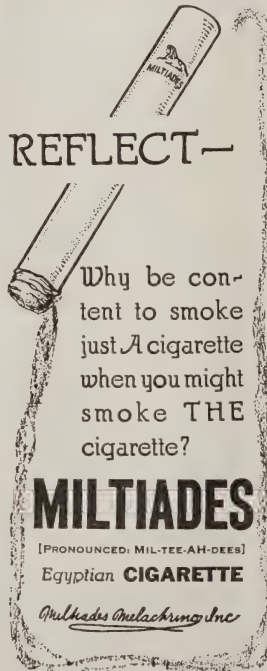
"You will find," said Mr. Stone, "if you will ask your director here, Mr. Zaring, an honorable man in whom you have confidence, or ask me about it, you will find that ninety-nine per cent of our unfriendly propaganda circulated against your association has not the slightest foundation in fact."

The resolution adopted by the growers, in full, follows:

"Whereas, the Burley Tobacco Growers' Co-operative Association was organized for the purpose of procuring high prices for our tobacco, and

"Whereas, since its organization has received over 730,000,000 pounds of tobacco, has already paid the grower an average of \$16.60 per hundred pounds on all of this, and still has approximately 150,000,000 pounds to sell and still further increase the return to the prices higher than ever before received, excepting during war times, and

"Whereas, it would both retard the



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ALL GRADES TENNESSEE AND KENTUCKY TOBACCO

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Correspondence Solicited

lower the value of our tobacco sold not to stand solidly before chosen officials, therefore, pledge to them our support, both in the receipt and of our tobacco, and in the prosecution of any who may attempt to violate contract.

Want also to express our thanks for appreciation for his services to our J. L. Zaring.

Answer to questions asked by the Mr. Stone declared that he believed the manufacturers of tobacco were kindly disposed toward the nation than ever before. Answering the question as to whether he had a chance to sell a considerable quantity of tobacco last summer, at a price about a pound below that asked by association, he said that he had had an offer, but that he could have made at a cent a pound under the market prices.

did not think it fair to you to make much of a concession in order to complete a sale," said the Burley executive and "you were right about it," in response of several growers in attendance.

Recently, Mr. Stone disposed of a dozen matters that have been subjects of discussion among Shelby growers, and the Burley leader in all other questions, assuring the growers that he could answer any question at the association, that he would faithfully and that, as to their financial, he had a voucher on hand in the local offices for every cent of the money that has been paid out to

Stone explained the association and plan thoroughly, told the growers that the money advanced when delivered their crops came from the bank, he loaned what they regarded as a conservative amount on the probable value of the tobacco, every cent of which was paid to the growers. He said when sales were made, the money was first sent to the banks, the remainder being distributed to the growers when it reached an amount permitting an economical distribution.

Stone said that there were various ways by which such a co-operative burley association could be broken up by its enemies, but that the chief difficulty always lay in the ability of enemies of such organizations to develop loyalty among its members. He said that no living man could succeed in the management of such an organization without the loyal support of its membership.

Many of instances within his own range of lukewarm members of the association, who go about criticising it,

there are some of these men in the county. You have some of them, in Shelby county. Think how much of thing ties my hands. Some think I'm not trying to sell tobacco. Why, my friends, I've been about fifteen hours a day trying to sell your tobacco. I can't get at the manufacturers and get a price for it and I know that the industry of tobacco growers of Shelby county don't want me to do so.

"Within the past four weeks I had what I thought was a considerable sale of tobacco made to one of the largest buyers. I went around to the office the morning after conferring with a high official, whose attitude was friendly and unmistakably favorable, only to find a different atmosphere entirely pervading the office. I asked what the trouble was, why the change, and I was frankly told that one of the meetings held in one of the counties had been reported to the manufacturer by his representatives in Kentucky. This official asked me: 'What assurance can you give us if we pay the price you ask for this tobacco that your members will not force you to throw the rest of their holdings on the market, making this trade we have been considering cost us several million dollars more. While I assured the official in question that the growers were not going to do anything as foolish as that, the trade was off for the time being.'"

Mr. Stone said that he did not come either to make any claim that mistakes had not been made, that the association is perfect or that it ever would be perfect. "But you can depend on one thing," he said, "and that is that I'm not ashamed of anything that has been done while I have been president of your association."

Mr. Stone said that about \$8,000,000 more had been paid the growers in the past twelve months than they received for their entire crop the last year of the old system of marketing throughout the Burley district. He quoted some reports to show that the advance paid to the members since 1921 has been higher than the entire payment made for the crops of 1906, 1910 and 1914 and said that sales for the past twelve months has been between 190,000,000 and 200,000,000 pounds to prove the falsity of the claim of the association's enemies that it is a 'holding organization.'—JAYESSPEE.

Canary Island Situation

WASHINGTON, D. C., Dec. 1.—The tobacco industry in the Canary Islands is still unsettled, according to a report from Consul Raleigh A. Gibson in Tenerife. An agreement has been made with the Spanish Monopoly, but the latest developments show that the Monopoly is desirous of cancelling this.

American cigarettes are steadily increasing their sales in the island, and pipe tobacco is also beginning to appear. Cigarette and cigar tobaccos are being sold, but due to the unsettled condition of the tobacco industry purchases are only made in small quantities.—L.A.M.M.

Drawback Allowed

WASHINGTON, D. C., Nov. 24.—Announcement has been made by the Customs Service that drawback has been allowed on cigarette tissue paper cut to specific sizes for use in machines produced by the Boucher Cork Company, of New York, for the account of the Standard Products Company of New York with the use of imported tissue paper in wide rolls.—L.A.M.M.

Cable "Miller" Paducah

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Quality 5c Cigars

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**POCKET 5c
PIECE**
SELL ON THEIR MERIT
INVINCIBLES PERFECTOS
TRIANGULARIES
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Manufactured by
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MANUFACTURERS OF

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SUPERIOR 5c MERCHANDISE

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A. F. BURG

EAST PROSPECT, PA.

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BUENITO

GOOD

SILVER WRAP

5c

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All Lancaster County Grown

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Local Manufacturers Start More Construction

Meads Tobacco Co. Adding to Its Plant—Other Manufacturers Building—Cigar Man Collects Public Fund—Hunting Clubs on the Trail—Association Banquet Dec. 18.

York, Pa., Nov. 30.—The Meads Tobacco Company, of Red Lion, Claytown, Pa., proprietor, which now has a plant covering close to one acre of land, has started operations which will add 9,000 more square feet to the city. The annex will be 40 by 225 feet and will be of frame construction, the story in height.

To addition will be used for storage of manufactured tobacco. The increased business of the Meads Company necessitates the addition of more space and means to manufacture scrap tobacco. When the addition is completed, the plant of the Meads Company will be equalled for size and equipment by any other plant in its class in this section of the country.

Monty Anderson is erecting a large factory building in the rear of his place on South Main street, Red Lion, for a cigar factory.

Henry P. Welty, clerk in the Farmers and Merchants National Bank, Red Lion, has the foundation completed for a two-story frame cigar factory at Wise and Taylor streets, in that borough.

Public Spirited Manufacturer

Cigar Manufacturer Laury Sevis, of Springvale, enacted the role of a public spirited citizen recently when he raised a subscription among his neighbors and friends the sum of \$1,000 towards the building of a mile of waterbound canal, hard road to Winterstown, Pa.—Red Lion—Springvale cross roads. The money will be used to apply on the township's share of the cost of the canal which is approximately \$12,000. The county will also pay \$1,000 to be paid to the township's portion. The highway department will pay half the cost of the road. It is planned later to extend the road one mile eastward to Springvale.

Edward Brooks, senior member of the E. Brooks Cigar Company, Red Lion, has returned from a business trip to tobacco centers of Florida.

Hunting Clubs in Trade

The opening of the deer hunting season tomorrow in Pennsylvania will find in the field a number of the cigar manufacturers and tobacco dealers of this vicinity, who are connected with one or another of the different clubs. They will hunt deer, bear and other game.

The Red Lion Gunning Club left for its lodge in the South Mountain, near Mount Union, for a ten-day stay. The officers of the club are: Martin S. Spangler, manager; William M. Bailey, cook; William Golden, assistant cook; Curtis Stables, secretary; Warren Tyson, captain; Robert Stewart, assistant captain. The other members are: Harry L. Reneker, Russel Wallick, Otis D. Grove, Russell LaMotte, Paul Overmiller, John Oleweiler, Eugene Smith, Oscar Snyder, John Chapman, Ervin Grove, John Elphler, A. Harry Uffelman, Curtis E. Pauls, Titus A. Neff and Ira Kimmons, Red Lion, and George E. Baublitz, Hanover.

Lions Hunt Deer

The Lions Deer Hunting Club, Red Lion, went to its lodge in Center county, near Foust's Trail, where the club is occupying the new club house erected last summer. The members are: I. F. G. Kinard, William H. Toomey, Charles F. Laucks, Dr. Horace W. Kohler, Dr. Clarence N. Trout, Charles F. Roseman, Palmer Patterson, Spurgeon Pomraning, Harry W. McGuigan, John W. Reisinger, J. Stanley Stewart, Samuel G. Pomraning, William C. Frutiger, Harry Fishel, Clinton C. Rexroth, Paul Richley, Chester Stela, Morris Gohn, Frank Stein and Charles E. Mayes, Red Lion, and Samuel Sentz, Laurel. The club expects to spend a week at the camp.

The Union Hunting Club, Red Lion, went to its lodge in Center county, where the members expect to spend ten days. The members of the party are William H. Blair, William A. Thompson, Samuel Flinchbaugh, the Rev. Dr. M. B. Fleming, James C. Neff, H. Lin-

made good



LA PALINA
CIGAR

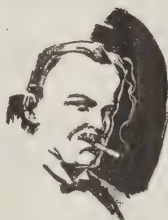
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Good for the dealer because:

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Comerio, Porto Rico

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(Exclusively Inland) BAYAMON, PORTO RICO

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UTUADO, PORTO RICO
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E. ROSENWALD & BRO. IMPORTERS EXPORTERS & PACKERS OF
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coln Stein, Henry Metz, Paul Overmiller, and P. S. Hildebrand, Red Lion; Roy Grove and Martin Strayer, Wintertown, and William Grove, of this city.

Cigar Man's Narrow Escape

Clarence S. Gable, cigar manufacturer, of this city, had a narrow escape from injury last Wednesday, when the automobile he was driving plunged over the side of a road in Berks county, near Potstown, and ran 300 feet down a slope, landing on its side in a creek bed. The car was badly damaged but Mr. Gable escaped with lacerations about the head. No insurance was carried on the car. Mr. Gable left York Monday for a trip to Philadelphia, by way of Williamsport and Reading.

The Yorktowne, the million dollar hotel which was opened this fall in this city, has been selected as the place for holding the annual banquet of the York County Cigar Manufacturers' Association December 18. In previous years the banquet had been held in Red Lion, but it was decided this year to hold the banquet in this city, where better facilities for the gathering, which is expected to attract not less than 300 persons, are available at the new hostelry. The committee which is making arrangements for the banquet is composed of Charles H. Horn, George S. Roseman and Harry Fishel.

Speitz Affairs

Appointment of Attorney Owen P. Bricker as temporary receiver of the Speitz Cigar Company has been announced at Lancaster by the county court. The appointment was made on application of Attorney Paul A. Mueller, who filed a bill in equity against the company asking for a temporary receiver. The bill was instituted at the instance of Harry and Samuel Katz, York county, trading as the Pennsylvania Tobacco Company.

The Speitz company is a corporation chartered by the State of Michigan. The bill sets forth that the company has on deposit at the Union Trust Company, of Lancaster, \$30,000; that the company is insolvent and unable to pay its debts; that suits and attachments are pending against the company, which if allowed to proceed would operate as a detriment to the creditors.

Edward T. Gohn, the home builder, of Red Lion, has bought the frame cigar factory on Main street, Windsor, from John H. Snyder for the sum of \$1,900, and is converting it into two dwelling houses.—YORKAD.

Dutch Sellers Would Hold Title Till Bill is Paid

WASHINGTON, D. C., Dec. 2.—According to a Dutch Trade Journal, Tabakblad, a resolution will be introduced at the next meeting of the Dutch Tobacco Dealers' Association concerning credit granted to local producers of tobacco. It is proposed that when tobacco is bought on time and shipment has been forwarded, whether or not it has been into the possession of the purchaser, will remain the property of the seller pending full payment.

It is believed that such a clause in tobacco sales contracts will prevent tobacco purchased but not paid for from being mortgaged in favor of bankers for creditors, and will prevent its seizure by Dutch fiscal authorities for the purpose of collecting taxes.


The present credit system, so open to abuse, exists in the Netherlands only in the tobacco trade. Frequently sales are made on long time credits and payment is often not secured even by a deposit acceptance. It is true that a stipulation is usually made that the unpaid goods are to be used as working stock and not as a basis of credit; but abuses have become so important and so numerous that sellers of tobacco desire to see contracts involving long time payments so as to provide more surely for settlements.

Conflict of Private Cigar Manufacturers With Large Scale Production

The cigar industry in many districts of Southern Netherlands seems to have had a very prosperous season during the summer of 1924. At Eindhoven and vicinity there is no unemployment at all, while in several instances overtime is required. One cigar factory has asked for an overtime permit for employees for three weeks, and plans are being made for extension of the factory. Frequently cigar makers arrive from the north of the Netherlands and from Belgium.

Efforts are being made by the large tobacco factories to restrict production of individuals in their homes to such an extent that it will be possible for the large factories to meet competition of the small domestic manufacturers. It is asserted by the large producers that home manufacture were forbidden, workers would soon enter the labor market, resulting in increased satisfaction to all concerned. Production in homes is asserted, is profitable largely because of greater exemption from the taxes as are collected from the large establishments.—LAMB.

A. A. SANTIAGO HMNO S. en C.
GROWERS, PACKERS & EXPORTERS OF
Porto Rican Tobacco
P. O. Box 113, Aibonito, Porto Rico
Plantation at La Plata, Aibonito



MADERA TOBACCO COMPANY
PORTO RICO TOBACCO
DEALERS IN ALL KINDS
OF LEAF TOBACCO
SAN JUAN, P. R., and
165 WATER STREET, NEW YORK
OUR SPECIALTY

ORTIZ HERMANOS
AIBONITO, PORTO RICO
Growers, Packers and Strippers of Exclusively INLAND
PORTO RICAN TOBACCO

TOBACCO

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Tobacco from Porto Rico	
S. S. San Juan	—Nov. 24
Price Winter Co.	112
Price Winter Co.	242
Y. & P. R. S. S. Co.	54
Lopez & Co.	5
Toledo	50
Marques & Son	69
Men, Mendelsohn & Co.	6
Tobacco from Havana	
S. S. Orizaba	—Nov. 24
H. Duys & Co.	38
B. Castellano & Co.	18
Morris Rosenberg & Co.	4
American Cigar Co.	134
S. Ruppini Co.	148
Sartorius & Co.	103
E. Rosenwald & Bros.	92
Hinsdale, Smith & Co.	43
F. Miranda & Co.	19
E. P. Cordero & Co.	24
Cruz Bros.	8
J. Fernandez	6
Waitt & Bond	229
S. S. Essequibo	—Nov. 24
General Cigar Co.	400
K. Kaffenburgh & Sons	200
Sanderson & Sons	260
Congress Cigar Co.	128
Sanderson & Sons	60
General Cigar Co.	218
Tobacco from Manila	
S. S. President Polk	—Nov. 21
Determann & Co.	31
Meritas Commercial Co.	50
Tobacco from Greece	
S. S. Edison	—Nov. 25
P. A. Rafitis	792 bales
Tobacco from Puerto Plata	
S. S. Iroquis	—Nov. 25
R. J. Kugelman, Inc.	3 crates
Tobacco from Oslo	
S. S. Gergensfjord	—Nov. 24
G. Stalling & Co.	4 hhd.

Tobacco from Southampton	
S. S. Antonia	—Nov. 24
United Cigar Stores Co.	8 cases
Tobacco from Liverpool	
S. S. Alania	—Nov. 24
R. H. Macy & Co.	6 pkgs.
Cigars from Porto Rico	
S. S. San Juan	—Nov. 24
I. Lewis Cigar Mfg. Co.	40
Infanzon & Rodriguez	20
P. R. Amer. Tobacco Co.	89
Madera Tobacco Co.	7
Cigars from Manila	
S. S. President Polk	—Nov. 21
MacLeod & Co.	1
C. H. Hilbert & Co.	25
W. Deichus & Co.	10
F. A. Davis Sons	10
Kiefer, Stewart Co.	8
S. J. Freeman & Son	28
Philippine Tobacco Co.	26
Philippine National Bank	9
United Cigar Stores Co.	260
Crane Cigar Co.	6
J. B. Moss & Co.	7
Meritas Commercial Co.	29
Hathorn-Litzrodt Corp.	22
Cigars from Havana	
S. S. Calamares	—Nov. 23
Brune, Pottberg & Co.	1 case
Cigars from Havana	
S. S. Orizaba	—Nov. 24
J. Wagner & Sons	3
G. S. Mahn	3
Coco Cola Co.	1
Schwarz & Sons	10
Washington Tobacco Co.	7
J. B. Moos & Co.	5
Estabrook & Eaton	3
General Cigar Co.	4
R. M. Haan	2
D. A. Schulte, Inc.	15
B. Wasserman & Co.	9
Alpers & Mott	11
United Cigar Stores Co.	53
Central Union Trust Co.	53
Stern Co.	5
Cigar Cuttings from Manila	
S. S. President Polk	—Nov. 21
S. J. Freeman & Son	5 bales
Cigarettes from London	
S. S. American Farmer	—Nov. 24
Tico & Lynch	1
Milton, Snedeker Corp.	1
Cigarettes from Hamburg	
S. S. Thuringia	—Nov. 24
Pitt & Scott	1 case
Cigarettes from Southampton	
S. S. Acquitania	—Nov. 27
F. Murry Hill	1 case
Cigarette Paper from Havre	
S. S. Rochambeau	—Nov. 23
Standard Products Corp.	100 cases
S. S. De Grasse	—Nov. 27
Standard Products Corp.	81 cases
Pipes from Havre	
S. S. Rochambeau	—Nov. 23
F. W. Woolworth Co.	4 cases
Pipes from London	
S. S. American Farmer	—Nov. 24
Meadows, Wye & Co.	2 cases
Pipe Clay from Liverpool	
S. S. Alania	—Nov. 24
Laing, Harrar & Chamberlain	14 cases
Smokers Articles from Southampton	
S. S. Acquitania	—Nov. 27
F. Murray Hill Co.	23 cases

(Continued on page 37)

A remarkable record of a remarkable tobacco

THIRTY-THREE per cent more Porto Rican cigars were imported by the tobacco trade of the United States during the fiscal year 1925 than in the previous twelve-month period. The recent Porto Rican harvest of leaf tobacco is practically sold out.

Merit is beating a path for Porto Rican cigars and tobacco. There is a very decided trend toward Porto Rican cigars and tobacco in this country.

Manufacturers, jobbers and dealers will profit by serving the demand of smokers for Porto Rican cigars, or cigars containing Porto Rican tobacco.

*We can tell you more about
Porto Rican cigars and tobacco.
Write for information.*

GOVERNMENT OF PORTO RICO TOBACCO GUARANTEE AGENCY

136 Water Street, New York
Telephone John 1379
F. LINARES, Agent

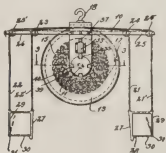
To protect buyers of Porto Rican tobacco the Government requires the affixing of a Government Guarantee Stamp to every box of cigars and every bale or barrel of P. R. tobacco leaving the island. Look for these stamps.

Patents Recently Granted

By U. S. Patent Office

Complete description of the patents briefly described herewith can be obtained from the Patent Office by sending to the Commissioner of Patents, Washington, D. C., the number of the patent together with 10 cents in currency or money order. Stamps will not be accepted. For this sum the Patent Office will supply a printed copy of the patent, which usually contains complete drawings and descriptions in detail.

No. 1,559,690. TOBACCO-LEAF CONVEYER. JULIUS GOLON, Suffield, Conn. Filed June 30, 1925. Serial No. 40,559. 2 Claims. (Cl. 254-140.)

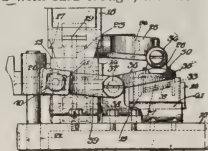


1,559,690

1. In a tobacco leaf conveyer, a plurality of rotating spring controlled drums, groups of cables on each drum, frames at the ends of said cables, each comprising a straight bar and a shouldered side bar, a lower bar pivotally attached to said straight bar and adapted to rest upon the shoulder of said side bar allowing insertion of a load into said frame and closing of the bottom thereof.

No. 1,559,943. MACHINE FOR PACKING MATCHES. JOSEPH C. DONNELLY, Barberton, Ohio, assignor to The Diamond Match Company, Chicago, Ill., a Corporation of Illinois. Filed Dec. 27, 1923. Serial No. 682,894. 8 Claims. (Cl. 226-11.)

1. In a machine for packing matches, the combination of a longitudinally reciprocable supply trough having a discharge opening therein, a conveyer for feeding a succession of match receptacles in a path under and past said opening, a vertically-movable arm pivotally connected with said trough, a match settling



1,559,943

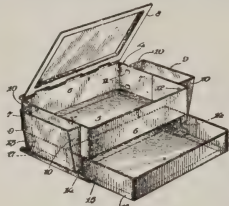
and straightening device carried by said arm so as to overhang the path of each receptacle when it has passed beyond the opening, said device comprising a head having a serrated inclined lower surface and upwardly beveled ends, and means for permitting said head to gravitate into and for raising it from the interior of the receptacle.

4. In a machine for packing matches in a succession of receptacles, match settling and straightening mechanism overhanging the path of said receptacles and comprising a vertically movable arm, means for pivotally supporting, and longitudinally vibrating said arm, a head fast on said arm and having a serrated inclined lower surface and upwardly beveled ends, and means for permitting said head to gravitate into, and for raising it from the interior of an underlying receptacle.

No. 1,560,003. SMOKER'S OUTFIT. HENRY C. TRAUTE, Monmouth Beach, N. J., assignor to The Diamond Match Company, Chicago, Ill., a Corporation of Illinois. Filed Sept. 18, 1924. Serial No. 738,353. 5 Claims. (Cl. 206-20.)

1. A smoker's outfit comprising a rectangular receptacle for cigarettes, exterior match-holding pockets affixed to the respective ends of said receptacle,

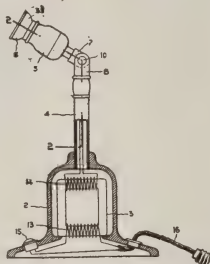
and an ash-receiver movably supported beneath said receptacle, said pockets composed of sheet metal shaped to provide outwardly spaced wall portions and



1,560,003

tapering ends depending below the body of the receptacles and affording guides and supports for the ash receiver.

No. 1,559,745. LIGHTER FOR CIGARS, PIPES AND THE LIKE. FRANCIS R. FARNSWORTH, Granby, Canada. Filed Sept. 27, 1923. Serial No. 665,214. 5 Claims. (Cl. 219-32.)



1,559,745

2. In an electric lighter, an igniting element consisting of a plug having an end of refractory material, spaced lugs projecting outwardly from said end, and a resistance mounted upon said end between the lugs.

No. 68,342. COMBINATION CIGARETTE HOLDER, DISPENSER, AND LIGHTER. L. PENGILLY, Stockton, Calif. Filed Dec. 8, 1923. Serial No. 7,978. Term of patent 14 years.



68,342

The ornamental design for a combination cigarette holder, dispenser, and lighter, as shown.

No. 68,394. COMBINED ASH RECEIVER AND MATCH HOLDER. JAMES A. DOLLETT, Brooklyn, N. Y. Filed Jan. 2, 1925. Serial No. 11,857. Term of patent 7 years.



68,394

The ornamental design for a combined ash receiver and match holder as shown.

Meister Plays Yankee Doodle

Cigar manufacturers in the New England states were glad to see Charles Meister, of A. Bornholdt & Company, New York, come along last week visiting Yankee Doodle. He was happy because of his very good booking of superior Sumatra for this year and ext.

"Excelsior Record" Cigarette Machines

The only Cigarette Machine
with One-Knife Cut off and
Capacity of

50000

Plain or Tipped Cigarettes
per hour

Unequalled finish of Cigarettes—Easy operation—Clocklike precision—Low maintenance cost

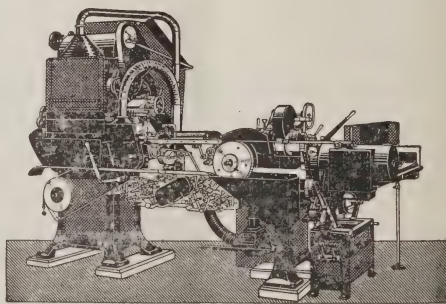
EXCELSIOR CIGARETTE MACHINES

TOBACCO CUTTING MACHINES

AUTOMATIC KNIFE GRINDING MACHINES

MIXING, SIFTING AND COOLING MACHINES

ROASTING MACHINES



N. V. Export Maatschappij v h

J. C. MULLER

85 / 87 Stationsweg

ROTTERDAM 3

A. H. BUCHAN, President

DIXON-BUCHAN TOBACCO COMPANY

Cable address
DIBUCO, Mullins, S. C.

Located on the largest market in the South Carolina Belt
MULLINS, S. C.

Codes used:
LIEBERS 5 letter
A. B. C. 5th Edition

DEALERS and EXPORTERS
VIRGINIA—CAROLINA TOBACCO

Our Specialty

BRIGHT CIGARETTE TOBACCO

Wisconsin Waiting For Favorable Conditions

Clear and Cold Weather Delaying Stripping—Shed-Burn Apparent—Buying in North Goes on—Scrap Manufacturers Buy—Average of 13 Cents for Binders—Pool Lists.

EDGERTON, Wis., Nov. 28.—There has not been any change in the hanging tobacco the past two weeks. The weather is clear and cold, and none has been taken down, or stripped in that time. The growers are now in position to take full advantage of the next casing spell, which will bring down all the tobacco now hanging. The late ends have fat-stemmed billy, as heretofore mentioned in these columns, and there is more shed-burn in the tobacco than previously realized. There is not much severe burn, but there is an appreciable amount of slight burn in many sheds.

Prices ranging from eleven to fifteen cents. Frank West, whom rumor credits with buying for a prominent eastern operator, has bought several crops in the Stoughton section, and also in the Evansville sector. Libby, Hubbell, and Saulman are also reported to have moved several crops at prices averaging perhaps under fifteen cents for the binders, and four to five cents for the fillers. Other packers and dealers steadfastly remain aloof from the field until such time as the crop will be stripped out by the growers.

Small Market on Old Goods

The market on old goods keeps up its steady pace for small orders and small shipments. Bulk B's, of the '24, have been well bitten into, and are perhaps more than half gone at this writing. Sales have also been made on binder goods of the '24, both in the northern and in the southern. The average sale is under a hundred cases, and suffice it to say that mid-western points are on the shipping instructions.

The pool does not report their sales, but it is understood that they have enjoyed a good run on their bulk B's the past two months, and have sold occasional lots of binders to mid-western houses. The market is merely a mirror of the times in regards to the new policy of buying frequently, and buying in small lots.

Whether or not this is a detriment will be proven when the time after the holidays roll around and buying is traditionally dull. If there should be any goods left over, and the buying should continue, it will not be a detriment; it even might be a blessing. Certainly all signs that reach leaf centers denote that jobbers and manufacturers have less of a supply on hand than at any time in years.

Pool Matters

The pool fight with its recalcitrant members wages on merrily. The press carries charges and counter charges galore that are written by the factions. The nub of the thing will be expressed by the progress of those rebels carrying petitions about to force the pool directorate to call a meeting to vote upon the dissolution of the pool.

Reports as to their progress vary as to the source of information. The rebels claim even faster progress than they expected, the pool authorities claim they are

Northern Buying Continues

The buying of the independent 1925 crop in the northern belt continues. McIntosh, Bekkedal, Claiborne and Eckhardt, have bought crops in the past ten days at prices ranging from eighteen to thirty cents for the binders, and five cents for the fillers, with the ruling rate firmly established at twenty-five cents. The volume has not been heavy, and the majority of the state's operators are holding firmly to their decision to buy nothing until the tobacco is down off the poles. The price has stayed high, as it has been the banner portion of the northern that has been figuring in the movement, but it will undoubtedly sag a little when the average northern joins in the movement.

There has been a mild stemming flurry in the northern areas, also, with prices rising from nine to eleven cents aught. The northern growers have been slow to let go, and they will not relinquish hope of stripping out a binder extent as long as the tobacco is hanging, unless it should be hailed or otherwise damaged.

Scrap Buyers Busy

The stemming move in the south, with its cents as the prevailing price, has got well under way. Bloch Brothers, Lorillard and Scotten-Dillon are unleashing their buyers in all sections of the southern belt. Not much tobacco has moved, especially when the number of men riding is taken into consideration, as the southern grower is highly hopeful of obtaining binder prices this year. Nevertheless, the movement seems to be slowly getting under way, in spite of the fact that the little of the southern is down off the poles yet.

A desultory binder movement has been noticed in the southern areas also, expected, the pool authorities claim they are

Charles Denby 2 for 15c



They satisfy the smoker because they are good, and the merchant because they sell.

LA FENDRICH
10c. to 3 for 50c.

H. FENDRICH, Inc.
EVANSVILLE, IND.—ESTABLISHED 1850



ROBERT EMMET

Fresh Cigars Kept Fresh
in Airtight Tins

One Size,
One Grade,
One Price.

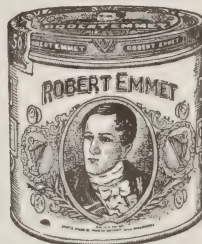
Packed in
Airtight
Tins

10c

The Big Seller

Wherever You Go

SPIETZ CIGAR CO., LIMITED, Manufacturers
Harper & Seneca Sts., Detroit, Mich.



HENRY MILLER'S SONS

309 RACE STREET, CINCINNATI, O.

Growers and Packers of

DOMESTIC TOBACCOS

Packing Houses: MELROSE, CONN.

QUINCY, ILL.

MIAMISBURG, OHIO

ANDREW JENSON & SON

Packers of Wisconsin Leaf Tobacco
EDGERTON, WISCONSIN

Latest Equipment for Resweating Seedleaf Types of Tobacco

H. S. McGiffin, President F. J. Stewart, Vice-President L. J. Harper, Secretary & Treasurer

HARPER TOBACCO COMPANY
INCORPORATED

Packers of NORTHERN WISCONSIN TOBACCO
CHOICE
NORTHERN
BUNDLES
Tomah, Wis.
FANCY
BULKED
SWEATED
Tobacco



Nothing will sell itself; but, it shouldn't be necessary to sell the same man twice on the same proposition... There are thousands of men who were sold on SUNSET TRAIL 5c. CIGAR the first time they smoked it.... There are thousands still who haven't had the chance to try.... The Roby Cigar Company of Barnesville, Ohio

WAITT & BOND

Blackstone CIGAR

Extremely

Mild

not getting any appreciable number. One grower with a reputation for being well informed on rural matters of the kind, told the writer that the petition carriers were meeting with just fair success. That many members that would vote for dissolution did not want to have their names on the list, and that other growers who wanted to see the pool break up had made up their minds never to sign anything of any kind again.

They are unable to read very well, and would not even sign any request that was carried by a canvasser. This grower claims that his county will find it harder to get 20 per cent to sign the dissolution petition necessary to force an election call, than it will be to poll a majority vote should the 20 per cent sign for the election.

According to the official figures, there were three carloads of tobacco shipped from Edgerton last week, and no cars were received.

S. R. Morrow, leaf head of Bloch Brothers & Company, Wheeling, W. Va., was in this market last week.—BADGER.

Austria Using More Tobacco

WASHINGTON, D. C., Nov. 21.—From the figures published by the Austrian Tobacco Monopoly it might seem at first sight that the consumption of tobacco in Austria has decreased materially during the course of the present year, according to a report received in the Department of Commerce, from Assistant Trade Commissioner Welden. On the other hand, the monopoly states that more cigars, cigarettes and smoking tobacco are in use this year than were formerly. In the early post-war days Austria found her stocks of tobacco, as well as of finished products materially depleted. As a result large purchases of the raw material were made abroad during the years 1923 and 1924 and production in these years was hastened in order to rebuild diminished stocks. At the present time, however, there is a considerable stock on hand and as a consequence purchases are less than in the past two years.

Austrian tobacco production during the first half year of 1925 indicates a decrease for the year, when compared with the figures of the past two years. During the year 1923, the total number of cigars produced by the Austrian tobacco monopoly amounted to 180,891,000 while in 1924 there was a decrease to 116,881,000. Cigars manufactured in Austria during the first half of 1925 amounted to 88,762,671.

Cigarettes manufactured in 1923 amounted to almost 3,000,000,000, in 1924 to 3,371,000,000; while the first half of 1925 indicates a return to the figures of 1923, the actual number made during the first half of the current year being 1,541,000,000 approximately. A similar remark holds for the manufacture of smoking tobacco, which amounted to 5,511,550 pounds during the first half of the current year, as against 11,684,380 pounds for all of 1923 and 12,345,000 pounds for all of 1924.

The total volume of raw tobacco imported into Austria during the first half of the current year amounted to only slightly over 1,000,000 pounds. This is in distinct contrast with the total figures for 1923 and 1924, when imports amounted approximately to 33,000,000 pounds and 30,000,000 pounds, respectively. Importations from Bulgaria have fallen considerably, those from Greece will at the end of the year slightly exceed those of 1924 but will hardly reach the level attained in 1923. Turkish imports have fallen to 156,000 pounds during the first half of the year, while no raw tobacco was purchased from either Hungary or Russia either during the past year or during the first half of this year, as contrasted with the large amounts purchased in 1923. Purchases from the Dutch East Indies show a distinct decline, as do those from Domingo and Brazil. On the other hand purchases from Paraguay have risen from 301,000 pounds in 1924 to over 1,000,000 pounds during the first half of the current year, and purchases in Algeria which amounted to only 520,000 pounds in 1924 now amount to over 1,200,000 pounds for the first six months of 1925.

The share of the United States in raw tobacco trade of Austria was 926,000 pounds for the first six months of the year. This, however, indicates a decline if we compare the figure with the figure for the past two years, when shipments amounted respectively to 3,846,000 and 3,160,000 pounds.

The importation of finished products of tobacco shows the greatest decrease. The total amount purchased by Austria in 1923 was 1,549,460 pounds while the purchase of finished products made abroad during the first half of the current year amounted to only 8,605 pounds. Of the total purchased in 1923, all but approximately 15,000 pounds came from Belgium and, while this no doubt consisted of some tobacco extracts, the bulk of the importation was made up of cigars and cigarettes.

If the average prices of tobacco of the years of 1923 and 1924 are compared with the average price per pound of tobacco paid in foreign countries during the first part of the current year, it will be seen that in most cases prices have fallen. Particular attention might be called to the fact that in the case of both Greek and Bulgarian tobacco, prices are practically one half those prevailing in 1923. This does not, however, tell the whole story, since the grade of tobacco purchased in the two countries at the present time is a somewhat inferior quality to that which Austria formerly took from Greece and Bulgaria. Only in the case of purchases from Paraguay is the price higher, it having risen from an average of 13½ cents per pound in 1924 to average to 16 cents per pound during the last six months. On the other hand the prices of finished products have risen, with the exception of shipments from Turkey.

While Austrian exportation of tobacco is to a great extent negligible it is interesting to note that there has been a considerable increase since 1923 particularly in shipments of raw tobacco. Most of this, however, was shipped to German factories belonging to the Austrian tobacco monopoly. On the other hand, exports of finished products have been small and scarcely worthy of mention.—LAMM.

Belgian Market Moderately Active

WASHINGTON, D. C., Nov. 23.—American Consul Harrington at Antwerp reporting to the Tobacco Division of the Department of Commerce on conditions says that the Belgian market for leaf tobacco was only moderately active during September. There was a fair demand for domestic consumption, but exports to markets throughout Europe were relatively light. Manufacturers continued to buy from hand to mouth and did not accumulate stocks to any appreciable degree.

Reports received from the United States during September caused a certain amount of uneasiness on the Antwerp market. These reports, which concerned the present crops in various sections of the United States, were pessimistic as regards the quantity and quality of the yield. Excessive heat and prolonged dry weather, it was reported, had destroyed the tobacco crops in certain producing centers and had caused serious damage in other sections.

Operations in American tobacco during the past month were not numerous. Kentucky lugs moved slowly and stood on hand at Antwerp, as well as in other European markets, were reported to be heavy. Prices on Kentucky lugs declined during September and are now slightly below the levels quoted at centers of production. Virginia tobacco was not particularly heavy demand and stocks on hand at the close of the month were heavy. Virginia tobacco is facing strenuous competition with tobacco of non-Eastern origin which arrived in large volume during September. During the past month, however, some 600 or 700 hogs heads of Burley tobacco were bought at advantageous prices, and it is interesting to note that these importations comprise the first important shipments of Burley tobacco to Belgian markets for some time past.

Monk-Henderson Tobacco Company

Codes: Arnold's 5th & 15th INCORPORATED Cable Address: "Mohenco" Wendell

LEAF TOBACCO DEALERS

Buyers, Packers & Exporters all grades Virginia and Carolina Tobacco. Ample Steam Drying Facilities and Storage.

Orders Solicited; Satisfaction Guaranteed. Samples furnished on request.

WENDELL, N. C., U. S. A.

The demand for Santo Domingo tobacco was low, although a few fairly important transactions took place. Prices of Santo Mingo leaf continued to remain at high levels and some dealers predict further increases in the near future. The demand for Rio Grande tobacco was good and the market for the Paraguay product was very calm with steady quotations. Prices on Brazilian tobacco were high and only a few transactions took place. A few contracts were placed for foreign tobacco of the new crop but fluctuating quotations made operations difficult.

Arrivals of tobacco at Antwerp during September were heavier than those of the month preceding. September imports aggregated 1,551 bales, 6,734 hogsheds, 1,173 seroons, and 1,717 packages, while arrivals in August amounted to 19,789 bales, 1,069 hogsheds, 1,500 seroons, and 331 packages.—L.A.M.M.

Dresden Cigarette Industry Injured by Tax

WASHINGTON, D. C., Dec. 2.—The Dresden cigarette tax and increased prices of low priced and medium qualities, which became effective on October 1, paralyzed business to a considerable extent, says the American Consul at Dresden, reporting to the Department of Commerce. There are only a few factories which are able to continue the operation in full, while the bulk of cigarette factories operate with restricted hours from one to three days per week. Some large factories have closed down temporarily for the purpose of clearing out assorting the old stocks and making the necessary preparations for a new selling campaign.

Heavy Competition Setting in Anew

The sudden and immense decline in business after October 1, 1925, due to large purchases on the part of wholesalers and retailers of the old 2, 2½, 3, 4 and 5 fennig cigarettes, and the increase in prices have caused renewed keen competition between the two principal manufacturers, apparently supported by other industries and by the government. are convinced that the present business method in the cigarette industry must bring about a more "healthy" situation of this branch, notwithstanding the danger of bankruptcy or small or medium sized factories, or so-called inflation establishments. They are, therefore, willing to maintain the present policy. They expect a more favorable financial situation of the plants and factories through the increased prices, uniform selling methods and the abolishment of expensive packing materials.

It is believed that the understanding reached by the above mentioned committee of the cigarette industry with regard to the uniform weight of low priced cigarettes and the supply of raw material will have a favorable influence on the entire cigarette industry.

Christmas orders are hoped to revive the demand for cigarettes. By continued changes in packing and extensive propaganda it is expected to increase business to the former volume within a reasonably short time.

The Situation

WASHINGTON, D. C., Nov. 24.—The Constantinople Ak Sham made public certain figures comparing the results achieved by the present tobacco monopoly with the results achieved during the same period last year by the suppressed "Regie des Tabacs." According to these figures, during the four months from March to June, 1924, the Regie sold 2,169,326 pounds of tobacco for 3,200,000 liras, whereas during the corresponding four months of 1925 the monopoly sold 2,645,520 pounds for 4,000,000 liras. On the basis of these figures, the monopoly estimates net receipts for the entire year at between 9,000,000 and 10,000,000 liras as against 4,000,000 for the Regie in 1924. The alleged improved state of affairs is attributed in large measure to a more effective suppression of smuggling and it is probably true that smuggling has diminished considerably for the reason that the state is much more active in assisting the monopoly in this respect than it ever was in assisting the Regie. It should be borne in mind, however, that the question of suppressing the present monopoly is to come before the Assembly in the Fall and the monopoly authorities are extremely anxious to make a satisfactory record for their organization. A fair estimate of the results of monopoly administration can therefore be made only when all the facts and figures are available at the end of the fiscal year. A point of interest in this connection is that an increase in the price of monopoly tobacco was announced on July 30.

Tobacco has been affected by the dry weather and will not reach the 1924 production. The quality of this year's leaf is superior, however, and there should not be a great falling off in the cash value.

Argentine Acreage

WASHINGTON, D. C., Dec. 1.—The area planted to tobacco in Argentine during 1924-25 amounted to 30,513 acres, which represents a decrease of 6 per cent over the area planted in the previous year, according to reports received by the Department of Commerce. The yield per acre of the crop of 1924-25 was 996 pounds and the production about 30,432,000 pounds.

The imports and exports of leaf tobacco from 1920 to 1924 follow:

Leaf Tobacco			
Imports, pounds		Exports, pounds	
1920....	21,934,551	1920....	452,814
1921....	19,800,157	1921....	127,867
1922....	22,179,868	1922....	50,706
1923....	28,183,606	1923....	515,876
1924....	13,344,444	1924....	4,135,830

Chicago Closes Busy Month and Expects Another

Tampa Sizes and Prices Change Jan. 1—Ruskin Advertising in Town—Holiday Vacations for Salesmen Soon—Miltiades to the Front—Imported Cigars Advance Dec. 1.

CHICAGO, Nov. 28.—Closing a busy month, and preparing stocks and displays of holiday goods, finds all merchants all happy. Already many orders have been booked for Christmas delivery, and some are quite large, as Chicago's business houses and factories have enjoyed six months of good business shopping are going to be well taken care of by the retailers, who have stocked up heavily.

Walgreen Deal

Walgreen's drug stores offer: Specials for to-day; a twenty-five cent bottle of an after shaving lotion is given free with 200 Lucky Strikes. Camels or Chesterfield cigarettes, at \$1.29.

Dealers are waking up to the fact that Tampa clear Havana cigars will be advanced January 1 and new sizes will be made. The present three for fifty cent cigar is being sold by some three for fifty-five cents.

John Ruskin at five cents is being featured in the newspapers for the Nathan Fox Company, the distributors, by the J. Lewis Cigar Manufacturing Company, of Newark, N. J.

Christmas boxes of five and ten cigars, to sell at \$1 to \$1.50, in all the popular brands, are on sale.

Celestino Vega & Company are enjoying a heavy Christmas call for Lavenga Cigars.

Vreeland Gets Good Display

It seems as if Harvey Vreeland sold every dealer here his fancy holiday packages of Benson & Hedges cigarettes. The show windows all display that new and novel packages of Benson & Hedges.

The salesmen in the trade will soon be on a vacation. Some are already resting up, others will lay off December 10 and 15, to rest up for a busy 1926.

The triumphant Miltiades, pronounced Mil-tee-ad-dees, Egyptian cigarettes, packed in ten and twenties, made their introduction on Monday in newspaper advertisements nine by eleven inches.

Jake Hoffman, president of the Continental Tobacco Company, spent several days here. He is highly pleased over the sale of his brands of cigarettes and the smoking tobaccos.

Imported Cigars Go Up

Independent imported cigar brands are to advance \$20 a thousand December 1. Partagas, Hoyos, Romeo and Julieta, also Larranga, are included in the list. The call for imported cigars is just as large as ever, and the recent advance on the Henry Clay and Buck and the La Corona line has not changed.

Robert Brunton is closing the year as manager in this field for the Continental

Tobacco Company by introducing the new Revelation cigarettes, a mild blend that retails twenty for twenty cents. All the counters display a neat container holding ten packages of cigarettes.

Where the finest cost but a quarter for twenty, why not smoke the finest? Dunhill London cigarettes, twenty for twenty-five cents. This is the way they are advertising in Chicago.

Braynard Books Big Business

Francis R. Braynard represents Estabrook & Eaton, of Boston. All week Francis has been very busy booking orders for imported cigars from the clubs, hotels and large dealers before the advance comes December 1.

"The salesman says: I'm sold on Tom Moores." This clever heading is the opening remark of a large Tom Moore newspaper advertisement shown for the Clarence Hirschhorn Company, America's favorite, Tom Moore, is in hundreds of stores.

The retail druggists of Chicago and suburbs, under the leadership of the Chicago Retail Druggists' Association, closed their drug stores on Thanksgiving Day from one until six in the afternoon, a custom three years old.

McDonalds Suffer Loss

The sympathy of the trade is extended to William McDonald, the representative of Teigeiro & Garcia, whose daughter, Mrs. Mary Inman, passed away at her home here recently. Mr. McDonald came to Chicago and took the body to Toledo, the home of the family, for burial.

While Chicago schools may not go so far as Byrn Mawr College and give an official sanction to smoking by girls, there is no rule against the practice at either Northwestern University or the University of Chicago. Few co-eds at either university smoke openly on the campus, however. Those who like fags confine their smoking to restaurants and boarding houses. At both universities there is an unwritten law that nice girls don't do things like that.

Camels are shown in half-page newspaper advertisements that appear several times during the week.—H. L. H.

Latvian Import Duty Lower

WASHINGTON, D. C., Nov. 21.—The Latvian import duty on leaf tobacco has been reduced from the high rate established on January 1, 1925, to the original rate of 3.00 gold lats per kilo, as contained in the tariff of 1922, says a cablegram to the Department of Commerce from Commercial Attache C. J. Mayer, Riga.

K & B Rotary Stamping Machines

Guaranteed to put revenue stamps on

150 PACKAGES PER MINUTE

Over forty of these machines in use by Liggett & Myers Tobacco Co. Several of them now in use by the Tobacco Products Corporation. Service speed 156 packages per minute on Stroller Cigarettes in soft packages. Higher speed on other types of packages.

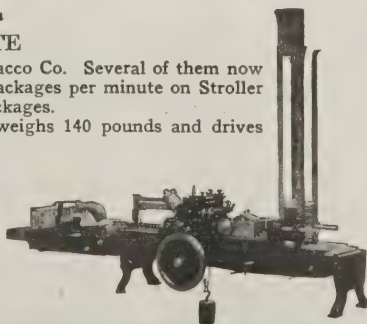
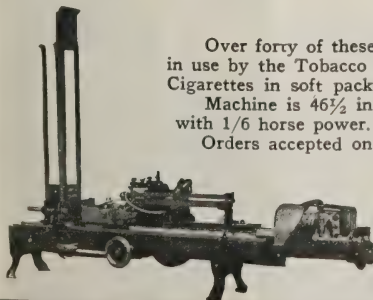
Machine is 46½ in. long, 14½ in. wide and 15 in. high, and weighs 140 pounds and drives with 1/6 horse power.

Orders accepted on 30 days' free trial.

BIEHLER & SONS

308 HAGUE STREET, ROCHESTER, N. Y.

Send us samples of all your packages, and tell us where you want the stamp placed.



MARSHALL FIELD

CIGAR
Unusually Good



The Cigar that sells
wherever good cigars
are sold.

Six Satisfying Sizes
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PHILADELPHIA

Philadelphia Manufacturers Have Xmas Worry

Orders More Apparent Than Workers—Overtime Production
Only Solution—Dealers Ignore Noisy Tobacco Reformers
Firemen Rescue Cigar Man—Trade Deaths

PHILADELPHIA, Nov. 30.—As the month winds to a close the question which evolves upon the trade is the matter of superproduction to meet the needs of the growing holiday demands from all parts of the nation. The midwest and its far extremities to the coastal states have been the most active markets for the cigars made within the environs of Philadelphia, and the branch factories scattered throughout Pennsylvania. Recently the growing eastern orders have been accumulating and forcing an urgency in the manufacturing situation which is difficult to solve.

What Can They Do?

This difficulty is the matter of efficient hands to meet the growing business in belated orders that necessarily must be rushed to the eastern distributors with the advent of the holiday month. With many factories on overtime production, there is still a dearth of cigars to meet the holiday needs placed several weeks ago. Just how the present congestion is to be relieved is a problem of difficult solution.

Manufacturers are doing their best to accommodate the distributors, and expect to eventually accomplish their ends in providing adequate help by operating on longer schedule of overtime operation, as the most successful means of meeting belated demands. This, of course, applies to the larger manufacturers who have built up national reputations, and to the corporated cigar concerns with local factories in their chains.

Leaf Trade Better

Meanwhile, the leaf trade is slightly more active, taking care of the needs of the intermediate cigar manufacturing concerns just now enjoying the most active market of the year, and concerned chiefly with local distribution. The numerous small shops, with neighborhood patronage, have been assuming a larger production scale as the month closes, and with holiday orders the outstanding business, so that the leaf consumption is accordingly limited to the requirements of a season's demand of small and frequent purchases.

Tobacco Reform a Joke

Philadelphia trade associates, who have been informed of the efforts to arouse a sentiment against the use of tobacco and for the abolition of tobacco in all forms, are not taking the matter seriously. They believe that this is but one more of those prejudices which will follow in the wake of the many that have gone before, and not likely to be taken seriously by the public at large.

The local trade associates are not at all worried over the outcome, and are confident in their assurance that the bottom will drop out of this "reform," as it has in all past drives against the fragrant weed. Tobacco, they believe, never has wrought harm to society. On the contrary, it has proved a solace and soothing element to the nerve-worn population. There is nothing injurious in its contents, and, unlike intoxicating liquors, never has brought about the downfall of the individual nor those dependent upon him for support. They believe, too, that the failure of the prohibition amendment to amend the liquor habits of the public will be an important factor in deterring the populace from taking any serious part in the campaign to abolish tobacco.

Manager Joseph S. Garvett, of the Mazor-Cressman Company, 1711 Vine street, is on a trip to the Detroit headquarters this week, and will return here Monday.

Manufacturer Rescued

Joseph Arlotta, who conducts a small cigar factory in Camden, N. J., was rescued from the burning building by a fire fighter when he was overcome by the smoke. The factory, located at 812 South Third street, was damaged to the extent of \$1,000, much of the leaf being

destroyed, and causing the dense smoke which overcame the proprietor.

Death claimed a leading tobacco merchant and corner of Bucks County during the week, when Howard P. White passed away at his home in Doylestown, Pa., after an illness of three months. He was prominent in political circles, and a member of several fraternal organizations. He was formerly head bookkeeper at the Philadelphia Art Club before removing to Doylestown, where he became engaged in the retail tobacco business. At one time he was head steward on the yacht of the late Jay Gould. He was 67 years of age, and is survived by his widow and a son, Earl White.

Another prominent character identified with the trade passed away during the week when death claimed Elizabeth R. Laws Coleman, widow of the prominent tobacco merchant, Coates Coleman, founder of the firm bearing his name now conducted by his employees in the Commonwealth Building, and in the new Packard Building. Mrs. Coleman died at her home in Swarthmore at the age of 62 years. She was a director of the Home for Blind Women, and was a noted church worker. She survived her husband by five years. Surviving are three children, Coates Jr., Philip E., and Virginia M. Coleman.

A third death in trade circles was that of John Irwin, 65, retired cigar manufacturer, who died in the West Camden Homeopathic Hospital, Camden, from heart disease. He was a bachelor, and lived alone in his apartment at 407 Market street, Camden, and had been ill for months. Realizing the seriousness of his illness he telephoned to friends a few days before his death, requesting that they remove him to a hospital.

The Bell Cigar Stores have been organized by Samuel Bellmore and his brother, Irving Bellmore, who will conduct a retail business at 12 South Fifteenth street under the abbreviated surname of the brothers.

Florida's Bright Crop Much Larger

TALLAHASSEE, Fla., Nov. 28.—North and west Florida produced during the 1925 season 6,240,000 pounds of bright tobacco, according to figures made public here. These figures represent a production much larger than in the preceding year, and predictions are made in some quarters that next year's crop will be much larger than that of this year.

The 1925 crop was reported as follows:

SHADE tobacco, acreage 1,400; yield 1,120 pounds; production 825,000 pounds.

SUN-GROWN Sumatra, acreage 1,100; yield 1,120 pounds; production 825,000 pounds.

BRIGHT flue cured, acreage 5,500; yield 700 pounds; production 3,850,000 pounds.

Acreage planted in bright cigarette tobacco was by far the largest by reason of the fact that the soil along the northern and western boundary of the state is considered highly adapted to that type of tobacco.

Most of the bright leaf grown in Florida this year was marketed in nearby Georgia towns.—KING.

Durlach Goes to Porto Rico

More good Porto Rican tobacco is the perpetual demand of the numerous cigar manufacturing customers of Durlach Brothers, New York, so Milton Durlach, of the firm, sailed away to the island again last week to see what he can do about it all.

Regensburg Sails for Havana

After a hasty trip to the Tampa Admiralty factory, Mortimer Regensburg will sail over to the Cuban markets for a few days.

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PACKERS—
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Florida Shade
Grown Tobacco
MADISON, FLORIDA

International Trade in Leaf and Manufactured Tobacco

By T. L. HUGHES

Tobacco Specialist, U. S. Bureau of Foreign and Domestic Commerce.

Prepared Under the Direction of FRANK M. SURFACE as part of the Survey of World Trade in Agricultural Products Authorized by the Sixty-seventh Congress.

Production, Exports, Imports, Manufacture and Consumption by Countries

(continued from a previous issue)

BULGARIA

rior to the war Bulgaria occupied a comparatively unimportant place in the world's international trade in tobacco, but today it bids fair to become a strong competitor for the trade formerly enjoyed by Greece and Turkey. While the results of the loss of the tobacco districts of western Thrace, this loss has been more than compensated by the acquisition of a part of Macedonia, the improved methods of culture, and by extending the area under cultivation.

Production

Tobacco is grown in almost all parts of Bulgaria, but the principal tobacco districts lie in the southern, southwestern, and northeastern parts of the country. It is of a type usually known as the United States as Turkish tobacco, and almost exclusively in the manufacture of cigarettes. The best grade is the Macedonian tobacco which compares favorably with tobaccos of Greece and Turkey. In southern Bulgaria the quality is good and continually improving, but not quite up to the Macedonian standard. The tobacco grown in the eastern part of the country is of inferior grade and used chiefly for domestic consumption, although a portion of it has been exported to countries which, because of their depreciated prices have demanded a cheap grade of tobacco.

The area planted and tobacco production in Bulgaria from 1909 to 1923, are given in the following table:

Area Planted and Tobacco Produced in Bulgaria, 1909 to 1923

	Acreage	Pounds
1909	13,457	7,819,275
1910	19,239	13,943,654
1911	29,844	23,473,038
1912	21,961	12,814,238
1913	15,366	11,236,405
1914	49,659	32,924,819
1915	53,594	34,456,796
1916	37,621	27,175,443
1917	61,493	32,647,040
1918	100,077	57,566,515
1919	78,583	48,284,488
1920	95,317	64,604,039
1921	57,892	35,923,296
1922	81,510	57,832,000
1923	144,495	100,000,000

Source: International Yearbook of Agricultural Statistics, Rome. Preliminary. During the period from 1909 to 1913

the average annual area under tobacco cultivation was 19,993 acres, having a production of 13,857,000 pounds. The Balkan war of 1912 probably caused the drop in acreage from the high figure of the previous year, but in 1914, the first year of the World War, Bulgaria tripled her 1913 acreage and production, doubtless in an effort to supply German troops with tobacco, since the countries on whose side she was fighting were almost wholly cut off from their former sources of supply. This increase continued until 1918, when a still higher figure of 100,000 acres was reached, having a yield of more than 57,000,000 pounds. This increase, approximately 40 per cent was the result of the anticipation of an increased demand for tobacco in those countries which for the past five years had been engaged in the war and whose stocks of tobacco were necessarily exhausted. It is evident from the decrease in acreage which occurred in 1919 that Bulgaria found herself with a portion of the crop of the preceding year unsold. This tendency to increase and decrease acreage in successive years continued until 1923, when the summit was reached with 144,000 acres planted, which produced 100,000,000 pounds of tobacco.

Bulgaria is chiefly an agricultural country, and since the prices paid for tobacco of good quality have remained high during the past few years it is only natural that every effort should be made to increase the size of the crop, and thus extend its markets in Europe. Co-operative organizations have been formed which have been of material benefit to the growers and exporters in the marketing of tobacco.

Exports

During the pre-war period, 1909 to 1913, exports of leaf tobacco from Bulgaria averaged 5,598,000 pounds. Of this amount 40 per cent was shipped to Austria-Hungary, 25 per cent to Germany, and smaller amounts to such countries as Italy, Egypt, Greece, Turkey, and the United Kingdom. The United States was an insignificant buyer in the Bulgarian market during this period.

In 1913 over 10,000,000 pounds of tobacco were shipped out of the country. This was a 50 per cent increase over any previous year. In 1914 the exports doubled those of 1913. During this year Greece was the largest buyer, taking 5,537,000 pounds, or 26 per cent of the total of 20,275,000 pounds exported; Germany took 24 per cent, Italy 17 per cent, Austria-Hungary 10 per cent, the United States 8½ per cent, 7 per cent, respectively. However, in

1915 exports of leaf tobacco dropped to 7,248,000 pounds, Germany and Greece being practically the only buyers in that market. During the years 1916, 1917, and 1918 all the large markets were closed to Bulgaria with the exception of Austria-Hungary and Germany, but as it undertook to supply the troops of these two countries with tobacco Bulgarian exports remained high. In 1919 a big change in markets again was shown, as by this time Bulgaria was an independent Republic and free to find new markets for her products.

Because of the invasion of Turkey and the high export tax levied on Greek tobacco the United States was a big buyer on the Bulgarian market during both the years 1919 and 1920, in the former year taking 30 per cent of the 16,216,000 pounds exported, while Czechoslovakia took 23 per cent, Italy 15 per cent, and Austria and Germany about 7 per cent each. In 1920 Germany and Italy were the largest buyers, taking over 8,000,000 pounds, or 21 per cent of the 38,793,000 pounds shipped out of the country, while the Netherlands took 18 per cent, the United States 12 per cent, Czechoslovakia 11 per cent, and the United Kingdom 5 per cent. Germany and Italy continued to be the largest buyers in 1921, but such countries as Poland and Yugoslavia took the place of the United States and the United Kingdom.

No detailed statistics on exports for 1921, 1922, and 1923 are available, but it is evident from the increased production that Bulgaria has an increased amount of tobacco to dispose of for which additional markets, as well as currencies permit them to buy better grades of tobacco, must be sought. Exports of manufactured tobacco are very small.

Imports

Cigars comprise the bulk of the imports of tobacco into Bulgaria, and these are not significant, as may be seen from Table 65 (Appendix). At times small amounts of leaf tobacco have been imported from Turkey for blending purposes in the manufacture of cigarettes.

Consumption of Tobacco

About 20 per cent of the tobacco produced in the country is consumed locally, leaving 80 per cent to be exported. Since Bulgarian tobacco is not at all suitable for cigars and makes only a very indifferent pipe tobacco, the manufacture of tobacco is limited almost entirely to cigarettes. No statistics on consumption of tobacco are available, but since very little is imported and since the exports consist almost entirely of raw leaf the following table, showing tobacco manufactures during 1920, 1921, and 1922, as compared with 1913, will give a very good idea of the amount of tobacco consumed within the country:

Year	Cigarettes Pounds	Smoking tobacco Pounds	Other Pounds	Total Pounds
1913	558,835	4,990,646	3,748	5,553,229
1920	2,334,809	5,175,626	6,402	7,516,837
1921	4,106,108	5,438,548	3,797	9,548,453
1922	5,882,383	3,935,221	3,816	9,821,422

Since Bulgaria is chiefly an exporting country, it is not believed that there is a

potential market for any type of American tobacco in that country. Cigars are smoked only in small quantities, and the locally made cigarettes satisfy the domestic demand.

GREECE

The cultivation of tobacco is the principal agricultural pursuit in Greece and the greatest source of wealth in the country. In view of the existence of many tobacco specialists and farmers among the refugees of Asia Minor and Thrace who emigrated to Greece, it is probable that the industry can be further developed and extended.

The variety of tobacco grown in Greece is generally known as Turkish, and the famous Xanthi type produced mainly in the Nestos River valley occupies the same place in the cigarette-manufacturing industry of Greece as the Vuelta Abajo leaf of Cuba does in the cigar industry.

With the increasing consumption of cigarettes in most countries of the world and the universal demand for tobacco from southeastern Europe for blending purposes in the manufacture of cigarettes, the culture of the tobacco in this section has been given much impetus during recent years. This is exemplified in the tobacco production of Greece which shows an increase in yield from about 28,000,000 pounds in 1911 to 69,849,665 pounds in 1920, 51,496,000 pounds in 1921, and 44,509,000 pounds in 1922. It is estimated that the production in 1923 will reach the enormous aggregate of 143,220,000 pounds.

The chief factors in this pronounced increase were (1) on account of the geographic changes in southeastern Europe as a result of the World War, by which much Turkish territory was annexed to Greece, and (2) the emigration of a large number of the tobacco-growing population from contiguous countries to Greece. From a standpoint of national economy Greek tobacco cultivation has been encouraged, since 20 families of tobacco growers can earn a livelihood on the same area of land that is required to maintain but one family confining their agricultural efforts to the growing of wheat.

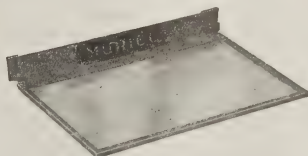
Greek Exports of Tobacco

Of the total production of tobacco in Greece only about 11,000,000 pounds are retained for domestic consumption; consequently tobacco constitutes one of the principal commodities of Greek export trade. Egypt has long been one of the important markets for Greek tobacco, during the pre-war years 1909 to 1913 taking an average of 7,429,000 pounds annually, or about 41 per cent of the total 18,011,000 pounds exported. The next markets of importance were the Netherlands, Germany and Austria in the order named. There was a decided shift in Greek exports of leaf tobacco in 1916 and 1917, during which time the exports to the United States increased appreciably, and in 1918 shipments to the United States had increased to 20,120,000 pounds of the total exports of 30,835,000 pounds, or about 65 per cent. Other markets of importance were Egypt, Italy



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and France. The exports for 1919 showed a further increase to 59,333,000 pounds, of which about 33 per cent of the total, or 18,759,000 pounds, were taken by the Netherlands; about 12,075,000 pounds, or 20 per cent, were shipped to the United States; 9,414,000 pounds, or 14 per cent, to Egypt; and 4,358,000 pounds, or about 7 per cent, to the United Kingdom. Total exports of leaf tobacco in 1920 and 1921 were about equal to those of 1919, but the large German demand in the latter years was quite a factor in the sale of Greek tobacco, and shipments to Germany showed a marked increase, while those to the United Kingdom, the Netherlands, and the United States declined. Preliminary figures for 1922 show 81,036,000 pounds of leaf tobacco (including tobaccos) exported in that year. Germany took 33,955,000 pounds, or 42 per cent of the total, with the United States next in order of importance with 20,710,000 pounds, or 26 per cent of the total leaf exports.

Tobacco exports from Greece have until recent years been confined to raw leaf, but with the increasing production of cigarettes by modern methods an outlet is being sought for the surplus production. Cigarettes exported from Greece in the pre-war years 1909 to 1913 amounted to an average of but 3,199 pounds; during the war years these exports fell to an average of 628 pounds. For the postwar years, 1919 to 1922, the annual average shipments amounted to 1,370,832 pounds, an increase of 1,367,633 pounds over the pre-war period. Exports of tobacco during the past two years have been materially affected, first, by the bankers' consortium in Greece, which fixed a selling rate of the drachma at a level unfavorable to purchasers of tobacco, and, second, by the Greek export tax which was substituted for the consortium. This has placed Greece at much disadvantage as compared to Bulgaria and other countries of southeastern Europe, and is reflected in tobacco exports of the country. Exports to the United States during 1923 showed a marked decline as a result of these restrictions. Representatives of some of the large American manufacturers in charge of purchasing agencies which are maintained in Greece have by protest been successful in securing some modifications of the restrictions, but there is still much left to be desired.

In former years Greek tobacco found little competition with American tobacco in the principal markets of Continental Europe, but owing to the export restrictions in Greece and the unprecedented demand for cigarette tobacco, medium to low qualities of American cigarette tobacco have dominated the market in several European countries during the past year. Bulgarian tobacco has also been much in demand in countries that import Greek tobacco.

BRITISH INDIA

Tobacco is grown in practically every part of British India, but the chief producing centers are Bengal, Bihar, Bombay, Madras, and Burma. The area under cultivation is estimated at 1,000,000 acres, with something like another 200,000 acres sown in Indian States. The yield varies from 200 to 3,000 pounds of cured leaf per acre, depending on the attention given the crop, amount of manuring, and types grown. No figures as to production are available, but it is estimated that the crop of British India about equals the production of tobacco in the United States.

Most of this tobacco is used in domestic consumption, but a small percentage is exported. Prior to the war exports of leaf tobacco amounted to 20,054,185 pounds, 38 per cent of which was shipped to Aden and dependencies, 20 per cent to Hongkong, about 10 per cent each to the Straits Settlements, the Netherlands and France, and 6 per cent to Germany. There was a general increase in tobacco shipments throughout the war years. The peak of these exports was reached in the calendar year 1919, when 35,464,000 pounds of leaf were shipped out of the country. Since that year there has been a gradual decline, until in 1922 exports were slightly below the pre-war average. Markets for Indian tobacco vary from year to year. Pre-war, Hong Kong took a little more than 4,000,000 pounds of Indian tobacco, but as its purchases of American tobacco increased the Indian purchases de-

creased. The United Kingdom has been buying larger quantities in accordance with her colonial policy, but these quantities vary, being high one year and low the next. France and the Netherlands are good customers, and in 1915, 1917, and 1918 Turkey was in the market for Indian tobaccos.

Exports of manufactured tobacco are small, only about 2,000,000 pounds being shipped out of the country each year, chiefly to the Straits Settlements.

Cigarettes constitute the bulk of the imports of all tobacco, which averaged 3,381,000 pounds before the war, with an increase to 5,633,000 pounds in 1922. The United Kingdom supplies about 84 per cent of these cigarettes each year, except in 1919, when the United States shipped 1,106,000 pounds, or 26.5 per cent of the total of 4,160,000 pounds, as compared with the United Kingdom's 2,960,000 pounds, or 71 per cent, and again in 1920 the United States furnished 47 per cent of the 6,206,000 pounds of cigarettes imported, whereas the United Kingdom's share was only 46.1 per cent.

The bulk of the American tobacco imported into India is shipped to a comparatively few firms which have cigarette factories in the country. Most of this American tobacco is bright flue-cured and dark Virginia leaf. It is probable that a large amount of American tobacco exported to England is re-exported to British India in the form of cigarettes.

The total annual production of tobacco products in India can not even be estimated, since from 60 to 70 per cent of Indian tobacco is made up locally into "biri" cigarettes, cheroots, and a paste composed of tobacco, molasses, opium leaves, etc., which is smoked in the "hookah" pipe.

* * *

PHILIPPINE ISLANDS

Tobacco culture in the Philippines dates back to 1578, but the growing of tobacco did not assume the proportions of an industry until 1781, when the Spanish authorities decreed that the Government should have control of the production, manufacture, and sale of this product. The industry has now grown until it is one of the most important commodities of the islands. The Philippines rank eighth among the important tobacco-producing countries of the world, and the quality of the product has won favor in many foreign markets.

Production

Although much tobacco is still grown in the Province of La Union, it was ascertained that the upper part of Cagayan Valley was best adapted to the production of tobacco. This valley contains a tobacco-land belt about 150 miles in length and varying in width up to 10 miles, lying between two mountain ranges in the northern part of the islands of Luzon. While tobacco is now grown in almost every Province, the following rank highest in area devoted to the industry in the order named: Isabella, Cagayan, Pangasinan, Cebu, and La Union. They contain 78 per cent of the total area planted with tobacco and produce about 84 per cent of the total crop, while the Cagayan Valley alone contains about 42 per cent of the total area devoted to tobacco and produces one-half of the annual crop.

The tobacco acreage and production in the Philippines during the past 13 years has been as follows:

1918	193,754	133,816,000
1919	182,432	122,821,000
1920	249,774	141,073,000
1921	224,721	114,780,000
1922	147,879	65,058,000
1923	159,952	72,302,000
1924	(1)	201,384,000

Source: International Yearbook of Agricultural Statistics, Rome. ¹ Not available. ² Estimated.

From the above figures it will be noted that there was a constant variation in the area under cultivation, with a corresponding increase or decrease in production. During the early years of the war there was a tendency to decrease, reaching in 1915 a figure slightly below that of 1910, but from 1916 to 1921 the tendency has been upward, reaching the highest peak in 1920, when

141,073,000 pounds of tobacco were produced from 249,774 acres of land. In 1921 acreage and production declined 10 per cent, with a further decrease in 1922 of 34 per cent in area cropped and 43 per cent in the yield.

During the year 1920-21 the sudden fall of prices discouraged many planters; therefore, they reduced the area of their tobacco lands, but relatively sparingly they gathered a large crop. With the sudden decline in the exportation of cigars, cigarettes, and leaf tobacco in 1921, together with a decrease in domestic consumption, growers found themselves at the beginning of the 1921-22 season with large quantities unsold, while ordinary large amounts and stopped buying. These facts, together with unfavorable weather conditions, caused a reduction referred to above. In the last two years production has increased and the crop has been of excellent quality.

Exports

Tobacco ranks fifth in value among the exports of the Philippine Islands. During the five-year period, 1905 to 1909, exports of leaf tobacco averaged 25,400,000 pounds, valued at \$1,781,870. Of this amount 73 per cent was shipped to Spain, 7.8 per cent to Austria-Hungary, and 5.7 per cent to France. During the war years, 1914 to 1918, shipments of leaf tobacco increased until an average of 30,999,000 pounds was reached, although in one year of this period (1917) the exports dropped to 11,335,000 pounds. Spain continued to receive the bulk of this tobacco, while larger shipments were sent to France and the Netherlands, the United States taking Austria-Hungary's place. Exports to the United States increased from 45,598 pounds in 1914 to 2,999,000 pounds in 1917, at which time the war they have dropped almost to the pre-war stage. Shipments of leaf tobacco from the Philippines have increased steadily until 1921, when 48,351,000 pounds were shipped out of the country, which was an increase of 89 per cent over pre-war years. In 1922 exports of leaf tobacco declined to 33,348,000 pounds, but rose in 1923 to 53,528,000 pounds.

Cigars constitute the bulk of the manufactured tobacco exported, but the tendency has been downward for cigars, while cigarettes have increased. During the years 1909 to 1913 exports averaged 165,480,650 cigars and 41,031,347 cigarettes. Of the total number of cigars the United States received 33 per cent, Hongkong 16 per cent, China and the British East Indies each 9 per cent, Australia 8 per cent, and the United Kingdom 4 per cent.

As previously stated pre-war cigarette exports averaged 41,031,347, of which approximately 40 per cent were purchased by dealers in Hongkong, 2 per cent by China, 15 per cent by the United States, 4 per cent by Hawaii, and per cent by the British East Indies. Shipments of smoking tobacco were made prior to 1912.

In 1914 shipments of cigars from the Philippines declined 6 per cent over the pre-war average, with a further decrease of 13 per cent in 1915 and in 1914 figure. However, in 1916 exports of cigars increased over the pre-war figures and continued to increase each year until the peak was reached in 1920, when 421,545,000 cigars were shipped out of the country, 75 per cent of which came to the United States, while the remaining 25 per cent was distributed

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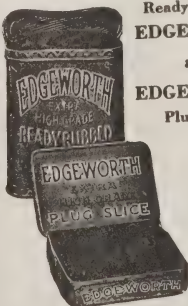
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such countries as China, Spain, Japan, the United Kingdom, and the Dutch East Indies. Exports of cigarettes in 1914 increased over pre-war years, remaining about the same during the next two years. Increases occurred in 1916 and 1918 exports jumped to 1,000,000 cigarettes. The high point was reached in 1919, when 155,000,000 cigarettes were exported. The East Indies were the largest consumers of these tobacco products with China, and Japan next in

safe to say that about 85 per cent of the great drop in exports of cigarettes in 1921 was due to a decrease in consumption in the States, although part of it may be due to the poor quality of the crop of the previous year. However, 1921, 1922 show an increase in both cigarette exports, although still under the high figure of 1919.

Imports

Imports of tobacco and tobacco products to the Philippine Islands are actively small. Up to 1912 only a few pounds of unmanufactured tobacco were imported, and these averaged less than 10 pounds each year. Beginning in 1913, the quantities of leaf tobacco, as well as all manufactured tobacco products, are shown in the following table from which it may be seen that imports of raw leaf into the Philippines averaged approximately 35,000 for the period 1913 to 1916 and then began increasing until the high figure of 1920 was reached in 1920. Leaf tobacco comes almost entirely from the Dutch East Indies and the States.

The Cigarette Vending Machine

(Continued from page 20)

Many preliminary expenditures on this project, these will undoubtedly represent an outright loss, since the Oregon law specifically forbids any traffic in cigarettes of the sort proposed. How true it was to think the law against cigarette sales to minors would not, at this juncture, rear its crested head, is well enough for the city council to prepare an ordinance against cigarette vending machines, but even if such an ordinance were not passed the state would prevent any installation. It is also forbidden the affording of any opportunity to minors to obtain cigarettes, although it does not specify the vending machine the prohibitory clause covers such devices perfectly. Only too true it is anticipated by all save the few who promoted the new sales that such machines would constitute actual invitations to the purchase of cigarettes, not only by adolescents of both sexes, but by mere children, as well.

There is another aspect to the matter. While it is true that increasingly we are taking more and more cigarettes than before, we are not yet ready to admit that the cigarette—or any other form of tobacco—should be accepted in the category of chewing gum or salted nuts.—Portland Oregonian.

Five Cent Cigars

Not the least benefit of the proposed federal tax reduction, the only is now informed, is the prospect of a "good five-cent cigar" which, according to the vice-presidential campaigner, Tom Marshall, was the real American need. Tobacco manufacturers say that the contemplated reduction of the internal revenue tax would make that possible. It is an easy way to save the countenancing a few paltry millions to the tobacco tax. Cigar smokers will welcome it selfishly. Non-smokers will take a chance on it, hoping it will reduce the grouching of their fellow-citizens.

There are smokers, however, so teratod as to assert that there are no five-cent cigars obtainable now, and it need not be rashly assumed that such consumers lack taste and

judgment. American smokers generally run to the two extremes of absurdly small and medium-sized cigarettes and absurdly large cigars. There is an odd lack of small and medium-sized cigars. Yet manufacturers are beginning to see the wisdom of taking tobacco ordinarily used for fat 10 and 15-cent cigars and wrapping it up in nickel sizes. It would be a simple thing to encourage this policy, tax or no tax. Big cigars are too much for the puny smokers of the present day, anyway.—Salem (Mass.) News.

Baltimore Market

BALTIMORE, Md., Nov. 26.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

MARYLAND.—Receipts fell off to 310 hogheads, while sales totaled 729 hogheads, a large percentage of which were lower grades. A large crop containing many good and fine cigarette quality hogheads this week sold up to 55 cents and brought around 46 cents average.

Association Data

The Leaf Tobacco Association of Baltimore City issued these statistics for the official trade week ending November 25:

Receipts, Including Reinspections

	This Week	Previously	Total	Net to Date	Same Date
Ohio	433	433	433	433	840
Maryland	343	31,466	31,809	30,984	31,604
Total	343	31,899	32,242	31,417	32,444
Reinspections this week:					
Maryland				33	825
Total				33	825

Deliveries

	Coastwise	Maryland	Foreign	Total	Ohio	Total
This week	1	1,237	1,238	1,238	433	1,238
Previously	8,032	14,307	22,339	497	22,836	
Total	8,033	15,544	23,577	497	24,074	

Stock in Warehouses

	Maryland	Ohio	Total
Stock Jan. 1	5,274	824	6,598
Receipts since	30,984	433	31,417
Delivered since	36,758	1,257	38,015
Stocks today	23,577	497	24,074
Stocks today	13,181	760	13,941

Sales

	Maryland	Ohio	Total
This week	729	433	1,162
Previously	25,964	287	26,251
Total	26,693	287	26,980
Groundleaves to date	374		374 hogheads.

Imported Tobacco

(Continued from page 29)

Pipes from Havre

S. S. De Grasse	—Nov. 27	Cases
Metropolitan Tobacco Co.	1	
F. Murray Hill Co.	5	
F. W. Woolworth Co.	3	

Pipes from Southampton

S. S. Aquitania	—Nov. 27	Cases
A. Dunhill	3	
Dasco Import Co., Inc.	3	
F. Murray Hill Co.	9	

Smokers Articles from Hamburg

S. S. Arabic	—Nov. 27	Cases
New York Trust Co.	4	
Irving Bank	2	

Pouches from London

S. S. American Farmer	—Nov. 24	Cases
Meadows, Nye & Co.	2	

Mechanical Lighters from Southampton

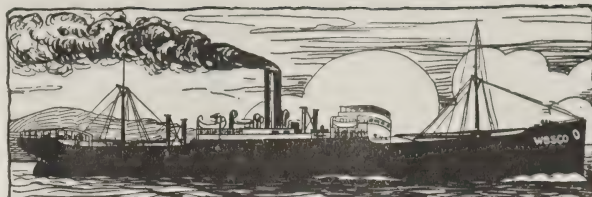
S. S. Aquitania	—Nov. 27	Cases
A. Dunhill	1	

Safety Matches from Sweden

S. S. Kolmsaren	—Nov. 27	Cases
Lee, Higginson & Co.	1,300	

Book Matches from Finland

S. S. Kolmsaren	—Nov. 27	Cases
H. W. Peabody & Co.	38	



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Prevailing ocean freight rates on LEAF TOBACCO in Hogheads from Atlantic and Gulf Ports. Subject to change without notice.

Liverpool	65c	Las Palmas Direct	82½c
London	65c	Teneriffe	82½c
Glasgow	65c		
Belfast	70c	FRANCE	
NORWAY		Bordeaux and Havre	60c
Christiania	67½cC-75cD	FAR EAST	
Christiansand	67½cC-75cD	Hong Kong	\$1.30
DENMARK		Shanghai	1.32½
Copenhagen	50c	Yokohama-Kobe	1.30
Aalborg	65c	AUSTRALIA	
BELGIUM		Melbourne & Sydney	37½c
Antwerp	60c	MEDITERRANEAN PORTS	
HOLLAND		Genoa	45c
Amsterdam	60c	Marseilles	70c
Rotterdam	60c	Algiers-Tunis-Oran	\$1.00
GERMANY		Tangiers	90c
Hamburg	65c	Gibraltar	1.00
Bremen	65c	Malta	90c
Danng	50c	SOUTH AMERICA	
Ports in Finland	80c	Buenos Aires	\$1.00 F 1.10
Via Hamburg	75c	Montevideo	1.00
Lisbon-Portugal	60c	Santos	37½c cu. ft.
		RIO	40c cu. ft.

B—Includes "Kings Warehouse Delivery"—Conference Lines.
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Williamsburg Branch	287-291 Graham Ave., Brooklyn, N. Y.
Yonkers Branch	Bright Place, near South Broadway, Yonkers, N. Y.
Jamaica Branch	9007-9021 166th Street, Jamaica, N. Y.
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155 WATER STREET NEW YORK

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

LXXXI. No. 7

DECEMBER 10, 1925

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Percival Smith Hill Passes Away Very Suddenly

President of The American Tobacco Company Seized Late Sunday with Acute Indigestion—Second Attack Monday Morning Ended Notable Business Career—Was Powerful Organizer and Director—Incidents in a Busy Life.

Percival Smith Hill, successor of the late James Buchanan Duke as president of the American Tobacco Company, died suddenly in his home, 863 Park Avenue, New York. He had been stricken with acute indigestion on his return from his country home in Greenwich, Conn., where he had spent the weekend with his wife and daughter. Mr. Hill was born in Philadelphia, Pa., in 1862, son of George W. and Elizabeth (White) Hill, and grandson of John Hill, a native of Sussex, England, who came to the United States in the latter part of the nineteenth century and settled in Bucks County, Pa. Mr. Hill, a native of Bucks county, had conducted an extensive carpet business in Philadelphia, from which he resigned the presidency of the American Life Insurance Company of Philadelphia. Subsequently he was president of the Seventh National Bank.

Mr. Hill received his early education at Rugby Academy, Philadelphia, where he was graduated in 1876. He spent two years at the University of Pennsylvania and two at Harvard. Upon the death of his brother George A. Hill, in 1894, circumstances forced him to buy the business of Hart & Hill, tobacconists of woolen goods, which he had conducted under his own name for two years.

He became a member of the firm of J. W. White & Co., carpet jobbers and retailers in Philadelphia, with which he was connected until 1894, when he turned his interest to John Wanamaker. In 1895 (1892) he was previously (1892) he was manager of the sales department of J. W. White & Co. and subsequently acquired a proprietary interest in the company in association with S. Carr. In 1898 Mr. Hill was president of Blackwell's Durham Tobacco Company, which had in the meantime been acquired by the American Tobacco Company. In 1900 Mr. Hill was elected Secretary of the American Tobacco Company, and in the following year he was elected one of the vice-presidents.

He was elected president of the American Cigar Company (subsequently merged with the American Tobacco Company), also president of the American Tobacco Company. From the time of his connection with the American Tobacco Company Mr. Hill had by his energy and ability risen to a very important factor in the company's affairs, and in March, 1912, James B. Duke was elected president of the American Tobacco Company, Mr. Hill was elected vice-president.

Mr. Hill at the time of his passing was president of the American Tobacco Company, chairman of the board of directors of American Cigar Company, president of the Havana Tobacco Company, vice-president of M. Stachelberg & Company, and a director in the following companies:

H. de Cabanas y Carbajal; Cuban Land and Leaf Tobacco Company; the Havana American Company; Havana Cigar and Tobacco Factories, Ltd.; Havana Commercial Company; Henry Clay and Bock & Co., Ltd.; Manhattan Briar Pipe Company; J. S. Murias Company; Nashville Tobacco Works, and Porto Rican Leaf Tobacco Company.

He was a member of the Union League and Racquet Clubs of Philadelphia, the Metropolitan Club of New York, and the Greenwich, the Baltusrol and Sleepy Hollow Country Clubs.

Mr. Hill's widow, who was Miss Cassie Milne, the daughter of John Milne, a well known coal merchant of Philadelphia; a son, George W. Hill, vice-president of the American Tobacco Company, and two daughters, Miss Gertrude Hill and Mrs. Maurice Boyer, of Paris, wife of the vice-president of the Bank of Paris, survive him.

T. M. A. Adopts Resolutions on Death of P. S. Hill

The Executive Committee of the T. M. A. was called together immediately upon the death of Percival S. Hill and in officially reporting the death of Mr. Hill, Managing Director Charles Dushkind said:

"Percival S. Hill has passed on to eternity, but his memory will remain with us for all times. He will long be remembered by the American public not alone for his splendid activities in public affairs, but for his achievements as one of America's dominant industrial figures. He will be particularly remembered in the Tobacco Industry as a genius who contributed much to the development of the Tobacco Industry as one of the major industries in this country and in many parts of the world as well.

"Coupled with Mr. Hill's passion for hard work were his far-sightedness, his never erring sound judgment, his ability to select the right associates and inspire them with a genuine feeling of loyalty, besides his keen sense of fairness and warm-hearted generosity. He was truly a big man—a leader and a genius.

"As one of those who for many years has enjoyed the privilege of Mr. Hill's personal acquaintance, I count myself among the great army who mourn his loss, looking back upon his life as a shining light among the citizens of this country and as an out-

standing example of idealism, worthiness and usefulness."

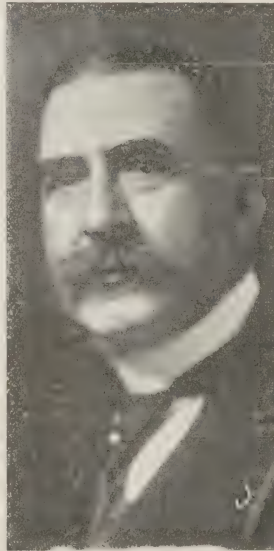
The following Resolutions were thereupon unanimously adopted:

Whereas, we have learned with the most profound sorrow of the death of

PERCIVAL S. HILL

President of the American Tobacco Company, who for many years has been recognized as one of America's dominant industrial figures, and

Whereas, the Tobacco Merchants Association of the United States feels most keenly the loss that it has suffered in the death of Percival S. Hill, who was one of the founders of this Association, and whose unswerving loyalty to the interests of humanity generally was not less evident than his conspicuous and exceptional ability, and have led not



Percival Smith Hill

only the entire trade but the citizenry throughout the country to know him as a most able, generous and lovable man of sterling qualities and great vision and foresight, now, therefore, be it

Resolved, that the Tobacco Merchants Association of the United States by these presents crystallizes its feeling of profound sorrow and regret, and recognizes the great loss that the Tobacco Industry, as well as the country at large, has suffered through the passing of Percival S. Hill, one of the most distinguished leaders of American industry, universally regarded as an inspiring example of supreme accomplishments; And, on behalf of the entire Tobacco Industry in the United States, this Association tenders its deepest sympathy and condolences to the widow and other members of his family and to his associates as well, and be it further

Resolved, that these Resolutions be spread in full upon the Minutes of the

Association and a copy thereof presented to the bereaved family as an evidence of the high regard in which he was held by the entire Tobacco Industry in the United States.

CHARLES DUSHKIND,

Managing Director.

Certified Copy, December 8, 1925.

The following is an editorial published Tuesday in the New York Sun:

PERCIVAL HILL

Percy Hill, president of the American Tobacco Company, has quickly followed his great chief, James B. Duke, the creator and genius of that vast organization. Death came to Mr. Hill on October 10; death came to Mr. Hill yesterday. Both went from the same cause. The heart of each had done its work. The break came with Mr. Hill at 62—a strong, virile, vigorous man in the prime of life, the fullness of intelligent vigor in all else save the heart; and it is the worn out heart of the American man of big affairs that causes his break, his passing.

In the selection of Percy Hill to guide, direct and vitalize the American Tobacco Company, Mr. Duke showed his usual fine judgment of men. They worked together as a unit in the up-building and extension to the world scope the American Tobacco Company took on.

More Burley Sold To American Tob. Co.

(Special Telegram to TOBACCO)

LEXINGTON, Ky., Dec. 7.—Another sale of tobacco by the Burley Tobacco Growers' Co-operative Association to the American Tobacco Company was announced today by President and General Manager James C. Stone of the Burley Association. The sale amounted to approximately 5,500,000 pounds, and the amount of money involved was said to be about \$1,250,000.

This is the second purchase made by the American from the big Burley Co-operative within a month. The company purchased in November between 10,000,000 and 11,000,000 pounds, for approximately \$2,750,000. The purchase announced today is from the redried tobacco of the 1923 and 1924 crops, and delivery already has started.

Mr. Stone said rumors of large sales by the Association have been in circulation for the past two weeks and it would be no surprise to the trade if additional transactions in pooled tobacco should be consummated at an early date.

Danville Sales Grow

DANVILLE, Va., Dec. 5.—Danville's total sales for the current season are approaching the twenty million pound mark. Sales for November totalled 11,812,603 pounds, sold for \$2,072,199.89, at an average of \$17.52. The market's record to date is 19,458,154 pounds, sold for \$3,333,298.17, average \$17.13.

There is a revival in agitation for quintuple sales, owing to the tendency of the growers to set out small piles of tobacco, some of which do not weigh over 15 pounds. No formal step toward securing five sales has been taken but it is being talked of.—TETLEY.

Tampa Tidings

TAMPA, Fla., Dec. 5.—With the close of the season the cigar manufacturers are checking up results with those of past years, and saying in regard to this, or the other, "I'll never do it again." This applies largely to those who contracted their goods at a fixed price, regardless of any government or local decrees that might cause a loss on cigars manufactured on schedule prices. And why not?

All other goods are sold subject to market changes, and why not cigars?

In fact, when one takes into consideration the fact that there is but one *Tampa* in cigars, and the smokers will have them, should not the manufacturers guarantee themselves the privilege of selling at a profitable price, and not be forced to sell at a loss when unforeseen expenses are added.

The recent labor demands and concession have put a burden upon the manufacturers again. I say "again," because something is always happening. And this time the increased cost of living in *Tampa* justifies the recent increase in manufacturing cost; hence, the recent raise in manufacturing cost is justified. Many of the poorer manufacturers are under-selling price contracts. But they're game, as always, and looking forward to next year.

Less than one month more will wind up the season. Then a new deal.

The output during November was:

	Cigars	Stamps
Class A	10,637,400	\$42,549.60
Class B	1,511,850	9,071.10
Class C	28,838,420	259,545.79
Class D	99,451,000	119,341.25
Class E	562,810	8,442.24

Total 141,001,480 \$438,949.98

This quantity does not represent the quantity made. Transportation congestion has caused many shipments to be held up for December, which will, for that reason, probably show a large increase over November shipments.

With few exceptions the manufacturers, large as well as small, are holding themselves in good trim to meet the new year. The exceptions noted are as follows: Manuel Fernandez, cigar manufacturer, of *Tampa*, liabilities, \$6,974.02, assets, \$2,181.93; Anastasio Fernandez, also cigar manufacturer, of this city, liabilities \$6,974.02 and assets amounting to \$1,896.93.

Funeral of Ramon Fernandez

Ramon Fernandez, manager of the first cigar factory opened in *Tampa*, whose death occurred at his home here Saturday night, was buried in the Catholic cemetery.

Funeral services were conducted at the Roman Catholic church of the Sacred Heart, where a requiem mass was held. The funeral cortege, escorted from the home, 911 Twenty-second street, was conducted by members of the Elks and Centro Asturiano clubs.

Active pallbearers were Jose Gulerrez, Antonio Huesca, nephew of Mr. Fernandez, and four members of the two clubs.

Honorary pallbearers were D. B. McKay, B. Cosio, V. Memeo, Sr., Enrique Pendas, Laureano Torres, A. Diaz, Benito Perez, and W. C. Spencer.

The end came to the veteran cigar manufacturer and pioneer after a long battle with a heart ailment. He had been a sufferer from rheumatism for many years, and his condition became critical about six weeks ago.

Mrs. Ellie Fernandez, the widow, and the son, James J., were at the bedside, as were several other relatives, when the end came.

Masses of floral offerings at the Fernandez home expressed the tribute of the hundreds of friends and members of the Spanish societies of which Mr. Fernandez was a life-long supporter and leader.

The deceased was born at Oviedo, Asturias, Spain, November 24, 1858, and therefore had barely passed his sixty-seventh birthday. At the age of 13 he went to Cuba, where he learned the cigar making business, and laid the founda-

tion for a career singularly successful.

In 1882 he went to New York where he remained for several years before being sent to *Tampa* to open a factory for the firm of Sanchez & Haya. This plant was the first of its kind to be operated in this city and although it was not highly regarded at its inception it proved to be the inspiration for the development of *Tampa's* present largest industry.

Mr. Fernandez remained in the service of Sanchez & Haya for 21 years, as vice president and general manager, retiring in 1917 after witnessing the phenomenal growth of the business from a small experimental factory to one of the most flourishing trades in America. Of recent years he had been in the business for himself, and his venture had been markedly successful.

Taking a leading part in the activities of several Spanish societies in *Tampa*, Mr. Fernandez held at one time the post of president of the Centro Asturiano, El Porvenir, and the Centro Espanol clubs, being also affiliated with the Elks lodge.

Big Litho. Concerns Merge

Papers were signed last Friday, whereby the Pasbach-Voice Lithographing Company, Inc., and William Steiner, Sons & Co., Inc., consolidate their interests into a new corporation, which is to be known as the Consolidated Lithographing Corporation.

The consolidation is to take effect as of January 1, 1926, and the officers of the new corporation will be as follows: President, Henry Steiner; Vice-President and General Manager, Jacob A. Voice; Secretary, Joseph Kopperl; and Treasurer, Oscar Heyman.

Several propositions from large underwriting concerns have been received to float the stock, but, as both concerns are in excellent financial shape and possess all the cash that may be required, even for further development, there will be no new financing necessary.

However, 10,000 shares of common stock will be issued to cover the various plants, machinery, engraving, etc., formerly owned and operated by the two concerns merged in New York and in Brooklyn, and an issue of preferred stock covering the liquid assets, viz: cash, outstandings, inventories, etc., etc.

Jacob A. Voice, who will be first vice-president and general manager of the new consolidated corporation, has issued a statement to the effect that the merger will ultimately prove of considerable advantage to the cigar manufacturers who have been for a long time favoring both of the concerns with their cigar label, cigar band, and general lithographing patronage, as under the consolidation there will be a partial solution of the labor problem, there at all times being a considerable shortage of help in the highly technical lithographic industry.

It will tend to keep up the standard of the workmanship and expedite deliveries, which has always been a serious situation for the cigar manufacturers, who very often run out of material unexpectedly, or consume their cigar labels and cigar bands in larger amounts than they anticipate, thereby requiring prompt deliveries from the lithographer, who, on the other hand, must go through a very careful and slow process in order to complete successfully and properly the very many operations necessary in order to produce workmanship required on the cigar box lithographic material.

Tobacco Shops Busy

A number of tobacco shops opened this week, offering employment to many men who would otherwise be out of an occupation now that the work connected with the harvesting of tobacco and onions is completed. Frank Burke's shop, 50; Hadley warehouse, 85; Arthur Pelissier's shop, 70; Beresca's shop, 30; John Field's shop, 30. Other shops to start soon are the Charles Byron, John Keefe, L. J. Pelissier, William Phillips and W. A. Stockwell. — *Northampton (Mass.) Gazette.*

Collections and Pledges for Hospital Fund

The amount of contributions for the United Hospital Fund by the Tobacco Trade is expected to reach this year the sum of \$5,000.00, and I earnestly appeal to the well-known generosity of our trade to assist in reaching our goal.

Fifty-seven hospitals participate in the distribution of the fund, which the Committee, entrusted with its solicitations, expect to reach \$1,000.00.

General Cigar Co.	\$300.00
H. Duys & Co.	200.00
E. Rosenwald & Bro.	200.00
A. L. Sylvester	100.00
Consolidated Cigar Corp.	100.00
Metropolitan Tobacco Co.	100.00
J. Bernheim & Son	50.00
Fred. Schulz's Son	50.00
Kaumann Bros. & Bondy	50.00
Rosenstadt & Waller, Inc.	25.00
Ernest Ellinger & Co.	25.00
Boucher Corp. Co.	25.00
R. A. Bachia & Co.	25.00
Edward H. Davis,	25.00

Tobacco Journal	25.00
Jerome Waller	25.00
Percival R. Lowe	25.00
Durlach Bros.	25.00
Friend & Co.	25.00
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E. Regensburg & Sons	25.00
Rose & Wobbe	25.00
Hamburger Bros. & Co.	25.00
S. Rossin & Sons	25.00
C. & R. Goldsmith	15.00
D. Emil Klein Co.	10.00
J. Cohen & Co.	10.00
The Stearns Co.	10.00
Gas Consumers Assn.	10.00
Palmer & Co.	10.00
Estate of J. M. Kohlmeier	10.00
Chas. Meissner	10.00
International Tobacco Co.	10.00
Bernard Van Leer	10.00
Charles Barthen	5.00
Emanuel Berger	5.00
Lawrence Lee	2.00

Pledges:
C. H. Spitzner & Son 300.00
Huff, Dreyer & Co. 50.00

JOSEPH MENDELSON, Chairman.

The New Tax Bill

The following statement has been issued by Managing Director Charles Dushkind of the T. M. A.

The serious differences between members of the Ways and Means Committee which promised some sharp conflicts on the floor of the House in connection with the new revenue bill have been ironed out by the Committee at the last minute with the result that no opposition to the bill is now looked for in the House.

These differences consisted mainly of the retroactive provision of the reduction in estate taxes, and the taxes on automobile which were reduced from 5% to 3%, with the automobile interests threatening to put up a strong fight on the floor in the house for the entire elimination of their tax.

The retroactive provision of the estate tax was at the last moment eliminated by the Committee, while, as regards the automobile tax, a compromise has been reached between the Committee and the automobile interests whereby the Committee has exacted a pledge from the manufacturers that the automobile industry will make no demands for any further reduction of their taxes either in the House or in the Senate, and upon securing this pledge the Ways and Means Committee inserted a provision rebating floor stock, with the further provision that the date of effectiveness of the new tax rate be postponed for thirty days after the passage of the bill.

This compromise with the automobile industry practically means that a rebate of floor stock of cigars is now almost a matter of certainty. For the only obstacle in the way of granting such a rebate on cigars was the demand of the automobile industry for a similar rebate, which the Ways and Means Committee was disinclined to grant because of the largeness of the amount. Obviously the Committee could not consistently allow a rebate to one industry without allowing it to the other.

Thus with the automobile question settled, it is now commonly expected that the bill will be allowed a full rebate for floor stock of cigars on hand when the tax shall become effective.

The Mayfield Market Officially Opens

MAYFIELD, Ky., Dec. 5.—The Mayfield Tobacco Board of Trade announced the opening of the auction loose floor for the 1925-26 season under a Thursday, December 10 at 9.00.

The Board says to buyers:

"The tobacco interest of this city is well represented at the opening of the Hopkinsville auction market under date of December 1, and it is reported the offerings, insofar as quality is concerned, were not exactly up to expectations of the trade. The crop in this section seems to be far more desirable than we have had for a number of years, and inasmuch as the Tobacco Board of Trade of this city is very anxious for the method of loose floor selling to be popular with the tobacco growers, they are asking your cooperation to the extent, if possible, of inducing a buyer on this market for the season, therefore, should you be at all interested in a western district purchase of tobacco as you are aware, Mayfield is the place we will be glad to have you locate the facilities now being offered to the members of the Tobacco Board of Trade, and should it not be convenient for you to have a man of your own organization on the market, the several good, reputable firms who do not only appreciate your business but would make special efforts to render you such service as to make it interesting while for you to remain on the market throughout the coming season. In addition to the above cooperation, the managers of the several loose floor markets will also cooperate to the fullest extent in rendering such services as may be necessary in connection with your interest at this market."

Smith's Market Report

S. B. Smith & Company make report in part as follows:

"Of the dark markets that open this week all had large offerings, of which a certain percentage contained too much moisture and consisted principally of the lower grades. With the exception of Clarksville, averages were somewhat lower than at opening a year ago with a reported downward tendency in prices at each of the markets since the opening sales. The lack of confidence in future prices, especially for the lower grades, coupled with the small demand for common tobaccos, is being reacted to a certain extent in slightly lowering prices for the better grades."

"Auction sales at the market that have opened are as follows:

"HOPKINSVILLE: Opening sale (December 1) average \$13.65 against average a year ago (December 1) \$14.47. Sales for the week 1,218 pounds, average of \$13.04.

"CLARKSVILLE: Opening sale (December 3) average \$16.08 against an average a year ago (December 2) of \$15.69. Only the first day's sales, aggregating 697,190 pounds, reported.

"SPRINGFIELD: Opening sale (December 3) average \$20.30 against an average a year ago (December 3) \$17.50. Only first day's sales, aggregating 136,500 pounds, reported.

"OWENSBORO: Opening sale (December 30) average \$11.26, with a decline since opening date until an average of \$8.29 was made. Sales for the week are reported as 2,147,035 pounds at an average of \$10.22.

Clarksville Opening Se

CLARKSVILLE, Tenn., Dec. 5.—Sales at the Clarksville Loose Leaf Market reported by Henry M. Lupton, Secretary of the Clarksville Tobacco Board of Trade, as follows:

Tobacco sales during week ended December 3, were: 697,190 pounds sold for same period last season, 9,547,000 pounds; average for this week, \$13.65; average first week last season, \$13.95.

The New Internal Revenue Measure Introduced In Congress Monday

WASHINGTON, D. C., Dec. 9.—Judge Charles C. Green, chairman of the Ways and Means Committee, Monday, the first day of the new session of Congress, introduced the Revenue Bill in the House. The bill has been given much publicity. The taxes are reduced to \$2.50 per pound, \$4.50, \$7, \$10.50 and \$13.50 per thousand. Because of the fact that this is a new Revenue bill the entire section as contained in the bill introduced Monday is hereto subjoined:

Section IV.—Tax on Cigars, Tobacco, and Manufactures Thereof

Sec. 400. (a) Upon cigars and cigars manufactured in or imported into the United States, and hereafter sold by a manufacturer or importer, or removed for consumption or sale, there shall be levied, collected, and paid under the provisions of existing law, in lieu of the internal-revenue taxes now imposed thereon by section 400 of the Revenue Act of 1924, the following taxes, to be levied by the manufacturer or importer thereof:

Of cigars of all descriptions made of tobacco, or any substitute thereof, and weighing not more than three pounds per thousand, 75 cents per thousand;

Of cigars made of tobacco, or any substitute thereof, and weighing more than three pounds per thousand, if manufactured or imported to retail at not more than 5 cents each, \$2.50 per thousand;

If manufactured or imported to retail at more than 5 cents each and not more than 8 cents each, \$4.50 per thousand;

If manufactured or imported to retail at more than 8 cents each and not more than 15 cents each, \$7 per thousand;

If manufactured or imported to retail at more than 15 cents each and not more than 20 cents each, \$10.50 per thousand;

If manufactured or imported to retail at more than 20 cents each, \$13.50 per thousand;

Of cigars made of tobacco, or any substitute thereof, and weighing not more than three pounds per thousand, \$7.20 per thousand.

(b) Whenever in this section reference is made to cigars manufactured or imported to retail at not over a certain price, then in determining the tax to be paid regard shall be had to the dirty retail price of a single cigar in its principal market.

(c) The Commissioner may, by regulation, require the manufacturer or importer to affix to each box, package, or container a conspicuous label indicating the use of this section under which the cigars therein contained have been taxed, which must correspond with the tax paid stamp on such box or container.

(d) Every manufacturer of cigarettes producing small cigars weighing not more than three pounds per thousand shall put up all the cigarettes and such small cigars that he manufactures or has manufactured for him, and sells or removes for consumption or sale, in packages or parcels containing five, eight, ten, twelve, fifteen, sixteen, twenty, twenty-four, forty, fifty, eighty, or one hundred cigarettes each, and shall separately affix to each of such packages a suitable stamp denoting the tax thereon and shall properly cancel the same prior to such sale or removal for consumption or sale under such regulations as the Commissioner, with the approval of the Secretary, shall prescribe and all cigarettes imported from a foreign country shall be packed, stamped, and the stamps canceled in a like manner, in addition to the import duties and before they are withdrawn from the market.

(e) Section 3392 of the Revised Statutes, as amended, is re-enacted without change as follows:

"Sec. 3392. All cigars weighing more than three pounds per thousand shall be packed in boxes not before used for that purpose containing, respectively, three, five, seven, ten, twelve, thirteen, twenty-five, fifty, one hundred, two hundred, two hundred and fifty, or five hundred cigars each; and every person who sells, or offers for sale, or delivers, or offers to deliver, any cigars in any other form than in new boxes as above described, or who packs in any box any cigars in excess of or less than the number provided by law to be put in each box, respectively, or who falsely brands any box, or affixes a stamp on any box denoting a less amount of tax than that required by law, shall be fined for each offense not more than \$1,000 and be imprisoned not more than two years: *Provided*, That nothing in this section shall be construed as preventing the sale of cigars at retail by retail dealers from boxes packed, stamped, and branded in the manner prescribed by law: *Provided further*, That each employee of a manufacturer of cigars shall be permitted to use, for personal consumption and for experimental purposes, not to exceed twenty-one cigars per week without the manufacturer of cigars being required to pack the same in boxes or to stamp or pay any internal-revenue tax thereon, such exemption to be allowed under such rules and regulations as the Secretary of the Treasury may prescribe."

Sec. 401. (a) Upon all tobacco and snuff manufactured in or imported into the United States, and hereafter sold by the manufacturer or importer, or removed for consumption or sale, there shall be levied, collected, and paid, in lieu of the internal-revenue taxes now imposed thereon by section 401 of the Revenue Act of 1924, a tax of 18 cents per pound, to be paid by the manufacturer or importer thereof.

Chairman Green of the Ways and Means Committee Submits Bill to the House on Opening Day—Details of the Work Given Much Publicity—The Cigar Tax Reductions Range from \$2.50 to \$13.50 Per Thousand—The Complete Tobacco Section.

(b) Section 3362 of the Revised Statutes, as amended by section 701 of the Revenue Act of 1918, is amended to read as follows:

"Sec. 3362. All manufactured tobacco shall be put up and prepared by the manufacturer for sale, or removal for sale or consumption, in packages of the following description and in no other manner:

"All smoking tobacco, snuff, fine-cut chewing tobacco, all cut and granulated tobacco, all shorts, the refuse of fine-cut chewing, which has passed through a riddle of thirty-six meshes to the square inch, and all refuse scraps, clippings, cuttings, and sweepings of tobacco, and all other kinds of tobacco not otherwise provided for, in packages containing one-eighth of an ounce, three-eighths of an ounce, and further packages with a difference between each package and the one next smaller of one-eighth of an ounce up to and including two ounces, and further packages with a difference between each package and the one next smaller of one-fourth of an ounce up to and including four ounces, and packages of five ounces, six ounces, seven ounces, eight ounces, ten ounces, twelve ounces, fourteen ounces, and sixteen ounces: *Provided*, That snuff may, at the option of the manufacturer, be put up in bladders and in jars containing not exceeding twenty pounds.

"All cavendish, plug, and twist tobacco, in wooden packages not exceeding two hundred pounds net weight.

"And every such wooden package shall have printed or marked thereon the manufacturer's name and place of manufacture, the registered number of the factory, and the gross weight, tare, and the net weight of the tobacco in each package: *Provided*, That these limitations and descriptions of packages and the provisions of section 3364 of the Revised Statutes requiring a label to be affixed to each package, shall not apply to tobacco and snuff transported in bond for exportation and actually exported: *And provided further*, That

perique tobacco, snuff flour, fine-cut shorts, the refuse of fine-cut chewing tobacco, refuse scraps, clippings, cuttings, and sweepings of tobacco, may be sold in bulk as material, and without the payment of tax, by one manufacturer directly to another manufacturer, or for export, under such restrictions, rules, and regulations as the Commissioner of Internal Revenue may prescribe: *And provided further*, That wood, metal, paper, or other materials may be used separately or in combination for packing tobacco, snuff, and cigars, under such regulations as the Commissioner of Internal Revenue may establish."

Sec. 402. There shall be levied, collected, and paid, in lieu of the taxes imposed by section 402 of the Revenue Act of 1924, upon cigarette paper made up into packages, books, sets, or tubes, made up in or imported into the United States and hereafter sold by the manufacturer or importer to any person (other than to a manufacturer of cigarettes for use by him in the manufacture of cigarettes), the following taxes, to be paid by the manufacturer or importer: On each package, book, or set containing more than twenty-five but not more than fifty papers, ½ cent; containing more than fifty but not more than one hundred papers, 1 cent; containing more than one hundred papers, ½ cent for each fifty papers or fractional part thereof; and upon tubes, 1 cent for each fifty tubes or fractional part thereof.

Every manufacturer of cigarettes purchasing any cigarette paper made up into tubes (a) shall give bond in an amount and with sureties satisfactory to the Commissioner that he will use such tubes in the manufacture of cigarettes or pay thereon a tax equivalent to the tax imposed by this section, and (b) shall keep such records and render under oath such returns as the Commissioner finds necessary to show the disposition of all tubes purchased or imported by such manufacturer of cigarettes.

Sec. 403. Section 3360 of the Revised Statutes, as amended, is re-enacted without change, as follows:

"Sec. 3360. (a) Every dealer in leaf tobacco shall file with the collector of the district in which his business is carried on a statement in duplicate, subscribed under oath, setting forth the place, and, if in a city, the street and number of the street, where his business is to be carried on, and the exact location of each place where leaf tobacco is held by him on storage, and, whenever he adds to or discontinues any of his leaf tobacco storage places, he shall give immediate notice to the collector of the district in which he is registered.

"Every such dealer shall give a bond with surety, satisfactory to, and to be approved by, the collector of the district, in such penal sum as the collector may require, not less than \$500; and a new bond may be required in the discretion of the collector, or under instructions of the Commissioner.

"Every such dealer shall be assigned a number by the collector of the district, which number shall appear in every inventory, invoice and report rendered by the dealer, who shall also obtain certificates from the collector of the district setting forth the place where his business is carried on and the places designated by the dealer as the places of storage of his tobacco, which certificates shall be posted conspicuously within the dealer's registered place of business, and within each designated place of storage.

(b) Every dealer in leaf tobacco shall make and deliver to the collector of the district a true inventory of the quantity of the different kinds of tobacco held or owned, and where stored by him, on the 1st day of January of each year, or at the time of commencing and at the time of concluding business, if before or

after the 1st day of January, such inventory to be made under oath and rendered in such form as may be prescribed by the Commissioner.

"Every dealer in leaf tobacco shall render such invoices and keep such records as shall be prescribed by the Commissioner, and shall enter therein, day by day, and upon the same day on which the circumstance, thing or act to be recorded is done or occurs, an accurate account of the number of hogsheads, tierces, cases and bales, and quantity of leaf tobacco contained therein, purchased or received by him, on assignment, consignment, for storage, by transfer or otherwise, and of whom purchased or received, and the number of hogsheads, tierces, cases and bales, and the quantity of leaf tobacco contained therein, sold by him, with the name and residence in each instance of the person to whom sold, and if shipped, to whom shipped, and to what district; such records shall be kept at his place of business at all times and preserved for a period of two years, and the same shall be open at all hours for the inspection of any internal-revenue officer or agent.

"Every dealer in leaf tobacco on or before the tenth day of each month, shall furnish to the collector of the district a true and complete report of all purchases, receipts, sales and shipments of leaf tobacco made by him during the month next preceding, which report shall be verified and rendered in such form as the Commissioner, with the approval of the Secretary, shall prescribe.

"(c) Sales or shipments of leaf tobacco by a dealer in leaf tobacco shall be in quantities of not less than a hoghead, tierce, case, or bale, except loose leaf tobacco comprising the breaks on warehouse floors, and except to a duly registered manufacturer of cigars for use in his own manufactory exclusively.

"Dealers in leaf tobacco shall make shipments of leaf tobacco only to other dealers in leaf tobacco, to registered manufacturers of tobacco, snuff, cigars or cigarettes, or for export.

"(d) Upon all leaf tobacco sold, removed or shipped by any dealer in leaf tobacco in violation of the provisions of subdivision (c), or in respect to which no report has been made by such dealer in accordance with the provisions of subdivision (b), there shall be levied, assessed, collected and paid a tax equal to the tax then in force upon manufactured tobacco, such tax to be assessed and collected in the same manner as the tax on manufactured tobacco.

"(e) Every dealer in leaf tobacco—

"(1) who neglects or refuses to furnish the statement, to give bond, to keep books, to file inventory or to render the invoices, returns or reports required by the Commissioner, or to notify the collector of the district of additions to his places of storage; or

"(2) who ships or delivers leaf tobacco, except as herein provided; or

"(3) who fraudulently omits to account for tobacco purchased, received, sold, or shipped; shall be fined not less than \$100 or more than \$500, or imprisoned not more than one year, or both.

"(f) For the purpose of this section a farmer or grower of tobacco or a tobacco growers' cooperative association shall not be regarded as a dealer in leaf tobacco in respect to the leaf tobacco produced by him or handled by such association: *Provided*, That such cooperative associations shall be required to keep available records of all purchases and sales of tobacco, such records to be open to inspection by the agents of the Government. As used in this section the term 'tobacco growers' cooperative association' means an association of farmers or growers of tobacco organized and operated as sales agent for the purpose of marketing the tobacco produced by its members and turning back to them the proceeds of sales, less the necessary selling expenses, on the basis of the quantity and quality of tobacco furnished by them."

It is to be hoped that the relief sought will be favorably acted on by the lawgivers.—LAWMAN.

One of the Camel Cigarette series now being run nationally in newspaper and magazines

When it's Christmas Eve—and the glistening tree is ready and trimmed with gifts and toys—when the peace and good cheer of Christmas are almost here—have a Camel!

WHEN the happy work of Christmas Eve is done. And the clock calls the approach of midnight. When the gifts and toys are in their place on the children's tree—have a Camel!

For to those who think of others there is no other gift like Camel. Camel makes every great day greater, increases the gladness in giving, makes life's anticipations brighter. Before Camel, no cigarette ever was so good. Camels are made of such choice tobaccos, are so skillfully blended, that they never tire the taste, or leave a cigarettey after-taste. Into the making of this tobacco organization in the world.

So on this Christmas Eve, when your work for others is done—when you're too glad for sleep with thoughts of tomorrow's happiness, oh, then—taste the smoke that every day brings contentment to so many millions. Know the mellowest mildness, the most rich and fragrant taste that ever was put into a cigarette.

Have a Camel!

Camels represent the utmost in cigarette quality. The choicest of Turkish and domestic tobaccos are blended into Camels by master blenders and the finest of French cigarette paper is made especially for them. Our highest wish, if you do not yet know Camel quality, is that you try them. We invite you to compare Camels with any cigarette made at any price.



It is well to remember your few closest friends with a supply of Camels for Christmas Day and the days to come. Get your Camel cartons now and then they will be ready!

R. J. Reynolds Tobacco Co.

Chicago Now 'Set' for Her Biggest Holiday Trade

**Largest Number of Fancy Cigarette Containers Ever Before
Noted—Imported and Domestic Cigars in Numerous Boite
Nature Variety Packings—Trade News and Notes.**

CHICAGO, Dec. 5.—Less than three weeks away is the festive day, but the Christmas spirit is everywhere. Silver and artificial snow are seen in the window displays already trimmed in holiday packings. Chicago dealers are "set" for the biggest holiday business in the history of the trade. More variety packings of cigarettes are shown this year than in the past. High priced imported and domestic cigars are stocked in many dealers. National selling and of cigarettes are wrapped in festive wrappings covered with holly leaves. Humidors are featured by the merchants. It looks like a merry season for everyone.

D. A. Schulte Leases

D. A. Schulte Co., of New York, has leased to William Eisendrath, for a period of twenty-five years, the northeast corner of Van Buren Street and South Court. The lessee will remodel the ground floor, using the corner site in the business and will build other stories. The location is very busy one and will get a lot of publicity. Florin of Garcia Grande fame is a visitor this week.

New Palmer House to Van Noys

As reported a few issues back, and in any other trade publication, the Van Noys News Company of Chicago, has secured the cigar privileges of the New Palmer House, which will open on December 21. The New Palmer House, when completed, will have 1,500 rooms and 2,850 baths. The Van Noys News Company operates the cigar departments on the Sante Fe Hotel besides several eating houses and restaurants. The cigar department in the Sante Fe Hotel will be the largest in the city. For over forty years the cigar privileges of the Palmer House hotel known all over the world as stopping places of Presidents in Chicago was operated by the old Best Russell Company, later becoming part of the General Cigar Company, which conducted a high class retail department in the hotel lobby for many years. Hahn is resting up after a hard year with Arasco cigars.

Another Walgreen Store

The corner at 79th Street and Cottage Grove avenue, in the new Stevenson Building, has been leased by Walgreen Drug Company, for a term of ten years, at a rental of \$14,000 a percentage of gross sales. Robert Brunton, sales manager in this city for the Continental Tobacco Company, is at his Chicago office, getting matters in shape for the coming year. Job will leave for the New York headquarters shortly after Christmas. Dhill, Barking Dog and Revelation cigarettes have enjoyed a fine year, with the various brands of smoking tobacco put out by his firm. "No smoking in this car—not even in the life cigarettes," reads a clever sign in it is in all of the surface line signs. In London Life cigarettes. On the billboards are shown Harveson and Bon Ton cigars, both good sellers. At the Ortenstein Drug Company

one of the largest drug stores on the south side, one large window is showing a Muriel cigar display, while the other shows Le Roy, little cigars.

The present building now standing at Wabash avenue and Washington street, is to be torn down to make room for a 21-story skyscraper, to cost \$4,000,000. The first five stories are to be devoted to shops. The remarkable growth of Chicago with its many new buildings and hotels now in erection are being sought after by cigar dealers. To open a retail store in Chicago's Loop is almost impossible and today there are very few outside of the chain store operators. Rents are "sky high"; old buildings being torn down will force several to seek new locations and rents are being boosted by the merchants in bidding for these new locations.

Have a Camel! Half page newspaper ads tell you of the merits of Camel cigarettes.

Another "up-in-the-clouds" building to cost \$5,500,000, is to be built at the northeast corner of Franklin and Adams streets.

Marshall Field & Company have closed a contract to supply the furniture and furnishings in the new Shoreland Hotel. The contract is claimed to be the largest single order for hotel supplies ever closed and calls for \$1,046,000.

Has "Turned the Corner"

Dan Alexander went around the corner this week. Dan has been operating a cigar store at 106 West Monroe street for some time. Building coming down. Notice to move December 1. So Dan got busy and has a new place at 130 South Clark street, where a twenty-four case displays all popular brands.

The United has closed a lease for the corner store at 755 North Clark street, at a term rental of \$45,000. It will take possession May 1, 1926.

Robert Burns 10 cent Panatelas are advertised in the Chicago newspapers. Clever reading matter tells why a man should smoke one of these mild, mellow cigars.

Al Spellman, he of Robert Bacon and Saturday Evening Post fame, is with us again. Al is sales manager of the San Telmo Cigar Mfg. Company, of Detroit, and always spends the holidays here. He is closing a fine year and sales of Joan of Arc are larger than ever before.

No Kick Coming

Julius Fernback & Company have no fault to find with business. The holiday demand for Cyrilla and General Forbes has been very heavy and the Chicago office of this Tampa firm marks time until the next shipment reaches the windy city.

Among the Nuts

George W. Stocking, of Arango & Arango, is still at his Pecan farm in Florida. George expects to go to Tampa right after the New Year and will then come north to tell us about the new prices. "Well, George, I have not seen these pecans yet."

We must give George Huckett, manager of the Bernard Schwartz Cigar Corporation, credit for the placing of R. G. Dun cigars in so many stores. George, who hails from the old school, has a crew of salesmen that can't be

beat and who are on the job from early morn till late at night.

Holly in Evidence

The usual display of holly wreaths and signs showing Christmas scenes are being placed in the windows by the cigarette houses. Lorillard's Chicago advertising office has arranged some very clever center pieces for Murad, Helmar, and Egyptian Deities.

The shelves are just loaded with Christmas cigars. Packings of 5 for 50 cents and up 10 for \$1 and up and boxes of 25, are shown in every popular brand. Many dealers are carrying a larger stock this year than in the past, as the outlook for a big Christmas buying turnover is very bright.

Men's Commandments of Christmas Givings

In a newspaper ad, this week Churchill's showed 10 commandments by Julien Field on Christmas giving. Among the 10 "Thou Shalt Not Give" Commandments, No. 4 reads, "Thou shalt if thou art wise seek out Churchill's that a man likes and dislikes may become unto thee as an open book." No. 5 reads, "Honor thy father's taste in Havana cigars; thy mothers in French cigarettes, thy college brothers in British pipes." No. 6 said, "Thou shalt not commit worst stores for golf, nor tie clips, nor ooze suede bound diaries. Render unto him smokes—not jokes." Reading down to No. 10 we see, "Thou shalt not covet thy neighbor's taste, nor his wealth, nor his wit. For verily such a neighbor shoppeth at Churchill's. Go thou and do likewise." The ad was quite new for a cigar house to show in a newspaper. "Fine smoking essentials" is the motto of Churchill's, located in the Wrigley Building.

At Albert Breitung's stores it is Murad week. A box of 50 Murads is 10 free are sold for 75 cents.

Velvet and Dill's Best in one pound tins are done up in Yuletide packages.

Resting on Laurels

Mort Hammer is at his Chicago home. It has been a good year for his Charles the Great cigar. One of his last orders was a big one from P. J. Rubey & Company, for early January, shipment, of Charles the Great, which the house of Rubey distributes in the Chicago market.

The Christmas demand for Corina cigars is heavy. Lilienfeld Brothers, at 22 West Jackson Boulevard, are the Chicago distributors and this clear Havana cigar is in all the stores.

Closing Good Year

Hi Hammer is at present in Europe. Hi had no fault to find with the orders he sent to Coral-Wodiska Company this year and his factory was over-sold in September.

Very nifty window displays are shown by the United Stores. Ricoro, Dubonnet, Raphael and Lady Churchill cigar get a big play.

A New Recruit to the Force

Congratulations are being handed to Robert Widmer, assistant cigar department manager of Tebbitts & Garland, over the arrival of a boy in his household. "Bob" is tickled to death over the event and says he is going to bring him up to be a cigar man.

One of the best retail stands in the city located in a lobby, is that of Lovendale & Healey, in the Standard Oil Building on South Michigan avenue. All well known brands are carried in stock.

Giving Them Pointers

The Eureka Moistener and Humidor

Company, Ltd., with headquarters at 3000 South Michigan avenue, tells the dealers what's the matter with the condition of their cigars, through a letter just mailed to the trade. They are trying to educate the trade to use moisteners.

Once more the whirl of time brings the world to the Christmas Season. The date of Santa Claus' famous annual tour is less than three weeks away. Everywhere the Yuletide spirit is creeping into the air.—H. L. H.

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except in countries with the silver standard where parity fluctuates with the price of silver.

Closing Rates Monday

STERLING—Par \$4.86½ per sovereign.	Cables, 4.85½
Demand.. 4.84½	Cables, 4.85½
FRANCE—Par 193 cents per franc.	Cables, 3.83½
Demand.. 3.83	Cables, 3.83½
ITALY—Par 193 cents per lira.	Cables, 4.03½
Demand.. 4.03	Cables, 4.03½
BELGIUM—Par 193 cents per franc.	Cables, 4.53½
Demand.. 4.52½	Cables, 4.53½
GERMANY—Par 23.8 cents per mark.	Cables, 23.81
Demand.. 23.81	Cables, 23.81
AUSTRIA—Par 14.07 cents per schilling.	Cables, 14.125
Demand.. 14.125	Cables, 14.125
DENMARK—Par 26.8 cents per krone.	Cables, 24.98
Demand.. 24.96	Cables, 24.98
GREECE—Par 193 cents per drachma.	Cables, 1.32½
Demand.. 1.32½	Cables, 1.32½
HOLLAND—Par 40.2 cents per florin.	Cables, .0014½
HUNGARY—Par 20.3 cents per crown.	Cables, .2038½
Demand.. .0014½	Cables, .2038½
NORWAY—Par 26.8 cents per krone.	Cables, .1429
Demand.. 20.36½	Cables, .1429
SPAIN—Par 19.3 cents per peseta.	Cables, .2677
Demand.. 14.28	Cables, .2677
SWEDEN—Par 26.8 cents per krona.	Cables, .50125
Demand.. 26.75	Cables, .50125
SWITZERLAND—Par 193 cents per franc.	Cables, 43.125
Demand.. 19.28	Cables, 43.125
CHINA—Cents per silver dollar for Hongkong; per tael for Shanghai and Peking.	
Hongkong—Demand 57.87	Cables 58.00
Peking—Demand 79.25	Cables 76.00
Shanghai—Demand 75.86	Cables 76.00
PHILIPPINE ISLANDS—Manila: Par 50 cents per silver peso.	
Demand.. 49.875	Cables, .50125
JAPAN—Par 49.8 cents per yen.	Cables, 43.125
Demand.. 43.00	Cables, 43.125
ARGENTINA—Par 42.44 cents per Argentine paper dollar.	Cables, .4162
Demand 41.50	Cables, .4162
BRAZIL—Par 32.45 cents per paper milreis.	Cables, .1406
Demand.. 14.00	Cables, .1406

Indiana Jobbers Work On Manila Cigars

INDIANAPOLIS, Ind., Dec. 5.—Much consideration has been given to Manila cigars here of late, and the firm of Hamilton, Harris & Company is distributing many important brands of this character. Two of the foremost issue from this large jobbing house are the La Minerva, of the Elan Importation Company, and the Tiona, of S. Freider & Sons. In the forthcoming year even more emphasis will be placed upon these Manila cigars of quality and popularity.

Harry Blum's New Store

Harry Blum's new Natural Bloom store is located at 1204 Broadway, New York, between 29th and 30th streets. Mr. Johnson, who managed the original store for the last seven years, is in charge of the new emporium.

TOBACCO SEED

Slate Seed Company

The Largest Tobacco Seed Growers in the World

SOUTH BOSTON, VA., U. S. A.

THE JOHN BERGER & SON CO.

PACKERS OF
LEAF TOBACCO

MAIN OFFICE IMPORTERS OF
315 MAIN STREET HAVANA and
CINCINNATI, O. SUMATRA

WAREHOUSES
Germantown, O.
Lancaster, Pa.
South Windsor, Conn.
Havana, Cuba.



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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, DEC. 10, 1925

Setting the Pace

Not long ago a tobacco manufacturer happened to mention that a new, large selling brand of pipe tobacco was really not new at all!

"Why," said he, smiling a bit, "that tobacco was first introduced in 1869, and it has been made continuously ever since!"

Then he explained. "You see, the man who makes that brand is very progressive. He never ceases to think about his business! Day or night, Sunday or Saturday, that man, wherever he is, makes notes continuously about his business.

"Ideas come to him in peculiar places. He may be sitting at the side of a friend. That friend may be smoking a pipe. This manufacturer absorbs the conversation of his friend—and he also absorbs his smoke.

"That is, he closely observes his habits, his smoking habits. Nothing the man—nor any other man he is watching—may do escapes the careful eye of this tobacco man.

"And that is why he has been responsible for so many successes. As a boy, or quite a young man, late in the sixties, he commenced to establish this attitude upon smoking.

"Always, too, this manufacturer was a pioneer in the promotion of some new tobacco. Whether it was plug, plug cut, cavendish, granulated, long cut, a mixture, or what, this manufacturer customarily led all the rest.

"Some of his ideas were flukes, of course. He lost considerable money on many of them. But his outstanding successes on the few which went over are now a monument to his name.

"In other words, this tobacco man was never afraid of a new idea. Even though the manufacture of the new style cut or packing was not personally favored by him, he made it just the same.

"For he was keen to sense popular opinion. He was first to promote what he honestly thought should sell. If it didn't, this tobacco man simply shrugged his shoulders—and tackled the next problem.

"In this way he kept ahead of his field. Howling packs of competitors were always wailing at his doors. But he let 'em sniff and howl. He had work to do.

"When tin foil was superseded by the heavier tea lead, on fancy smokings, this tobacco man realized its importance for conditioning immediately. He likewise accepted the smokers' idea of a better pocket package, and was therefore the first to offer a condensed tin box.

"Tobacco in cartons, too, immensely interested this manufacturer. He knew the jobber and the retailer should be considered in their

convenience of handling their goods. Smaller containers were desirable for quicker turnover, and superior marketing, generally, of the manufacturer's brands.

"Surely, he could not respond to every whim of the trade. And, moreover, he could not offer an entirely new blend every time he made a brand or package change. So he didn't try, as a rule. He simply re-marketed the old brand, the old formula, in a new jacket.

"Smokers seldom detected the similarity in goods. On the contrary, they usually wrote in to the factory to say the new brand was far better than the old.

"This comment never made the manufacturer laugh. No, he was far too seriously minded for that! Instead, he invariably passed the friendly correspondence off with the comment that the improved methods of marketing really had improved the brand, no matter how familiar it originally was with the smoker!"

Flares and Flairs!

Few people realize, perhaps, the tons and tons of fireworks used by the railroads in this country every year. In value these pyrotechnics run into thousands of dollars annually. And most folk naturally inquire why railroads need or use fireworks, anyway.

They need them for safety! They use them to guarantee safety all over the numerous systems which span our nation, and transport many millions of valuable lives!

Always, of course, railroads have used red flags for danger. They also use red lanterns at night. But torpedoes and red flares are the surest elements of safety which the railroads have developed in the last hundred years.

Torpedoes on the track instantly warn an approaching engine-man that there is another train close in the block. But the red flares burning behind the stalled train illumine the landscape to such an extent that no engineer could possibly ignore them by failure to see these signals even on the darkest or foggiest of nights.

Brakemen are supplied with sufficient flares for their run. And they use them liberally. When the semaphore flashes the stop-order it is the brakeman's business to stand guard, some distance to the rear of his train with red lantern and red flare, until the two short whistles of the engineer tell him to return to the train.

Even after the brakeman has returned to his cars, the red lights burn for several minutes to warn the next section or the next train on the same track that caution still is necessary.

And business is just like that. Red flares of commercial danger notify business men occasionally to go slow. Safety first requires immediate attention to the red flares of trade.

These trade flares are always visible, too, in sales, collections, credits. They exist, like the automatic railroad block system, for the warning of the careful business man.

Right now they are burning for the manufacturers of five cent cigars. All over the country these red flares are burning for the attention of the manufacturers who produce nickel goods without due consideration of costs.

Five cent cigars are necessary! They fill a distinct public want. They must be made by someone. But they must be made with profit!

Entirely too many manufacturers of five cent cigars, it seems, are getting their brands marketed now without a penny of margin, depending upon the ultimate Congressional tax cuts to equalize their costs!

That would be very well indeed if it were not for the present rising costs of labor and leaf. Both these necessities for the manufacture of every sort of cigars are slowly but surely rising.

And Congress, by the way, has not yet passed that taxbill! Five cent cigars manufactured

and marketed now surely will have their brand prestige fully established in time to take complete advantage of the tax revision.

Unless, however, labor and material remain stationary, or practically so, no cigar manufacturer will realize a nickel from the proposed reductions!

Red flares are not always Fourth-of-July affairs. Cigar manufacturers must get this recent situation pretty straight on their bows before the red lights flare up into serious ch difficulties!

It is all very well for a cigar manufacturer to meet the requirements of his trade. It is the thing to do. But that same cigar manufacturer must remember that there is never a profit without price. And price is the red flare of the nickel cigar!

There is, though, another flare which sometimes used by the airmen of the army and navy. It is a brilliant white flare. It completely daylight the surrounding territory and falls from the sky.

That, then, is the sort of flare the nickel cigar men should use to broaden their my vision on the present situation. With a grit white flare they can look into the innermost corners of their factories, and reduce costs to meet the emergency.

And that white flare should be the absolute impartial investigation of the smallest items of expense and overhead. By using such a flare for clearing the dark and foggy atmosphere surrounding the nickel cigar every manufacturer can securely say he is immune from the increases of costs, right up to a certain definite figure!

Too many cigar men, it appears, are inclined

Coming Events

TUESDAY.—Tobacco Table meets at luncheon each Tuesday at the Hotel McAlpin, 34th street and Broadway, New York. New and interesting special features every week. Transients cordially invited.

* * *

DECEMBER 11.—Next regular monthly meeting of the Tobacco Salesmen's Association, New York Branch, takes place Friday, December 11, at Hotel Pennsylvania, 7th avenue and 32nd and 33rd streets, New York. There is always something doing when tobacco salesmen get together. See them in action. Better than a circus!

* * *

DECEMBER 18.—York County Cigar Manufacturers Association is to hold its 1925 annual banquet at the Yorktone Hotel, York, Pa., Friday, December 18.

* * *

DECEMBER 28 and 29.—National Board of Tobacco Salesmen's Associations to meet in annual convention December 28 and 29 at the Hotel Pennsylvania in New York. Salesmen representing every branch of the tobacco and allied industries are cordially invited to attend these important sessions.

* * *

DECEMBER 29.—The annual dinner and dance of the Tobacco Table are to take place at the Aldine Club, 200 Fifth avenue, New York, Tuesday evening, December 29. Note the place selected for this joyous event: where All Dine and likewise Dance, provided none dine not wisely but too well. The latter contingency is liable to happen, inasmuch as an abundance of excellent grub is assured by those in charge of the gastronomic division. A pleasurable time is promised to all who may have the good fortune to be present on this festive occasion.

* * *

JANUARY 25 to 30.—The Tobacco and Allied Industries Exposition, January 25 to 30, inclusive, 1926; Grand Central Palace, New York City, under auspices of the Allied Tobacco Exhibitors' Association, whose executive offices are in the Hotel McAlpin, suite 334, New York. Telephone, Pennsylvania 5700, extensions 332-334-336. Call or write, Harry A. Cochrane, managing director; Asa Lemlein, business manager; S. W. Levine, president. Get busy, and arrange to feature your products where they may be seen and inspected by many thousands of potential buyers. Do your part. Help to show the world the vast importance of the tobacco and allied industries.

guess at costs. They say if the other fellow n make five cent cigars, I can, too. They both ignore the red flare—and they fail use the flair of figures upon white paper!

Guides!

With a rumble and a clank of accountments battery of mountain artillery, from the gar-son at West Point, unlimbered some guns on hillside close by the Hudson River. As the timber-four men led the pack mules away to over the order was given to load, aim—fire! Echo of the guns rebounded from Storming to Bear Mountain, and when the smoke of less expensive substitute for smokeless wder had drifted away, everyone peered at the distant mountainside for the effect of the ots.

Glasses clearly indicated that the desired rks had been hit. No one was killed, of curse, and the shots did absolutely no damage whatsoever! For, instead of damage, they ac-omplished what man had failed to do in any er known way!

They had substantially marked the moun-tn—Bear Mountain—with glaring spots of llliant bright red paint!

Powder had been used in the projectiles, cite naturally, but the metal shot had been astracted, and was replaced with generous cns of red paint!

This marksmanship was repeated here and ere, where necessary, and the entire mountain us soon marked with guides for the sur-veyors of the State of New York, who soon me along and laid their lines for the new ad costly highway around the edge of the cfs.

Millions were spent in the undertaking, and n risked their lives continuously in the pre-paration of the work. Surveyors and laborers d to be lowered in slings over the mountain b to get at these guides for their job.

Perpendicular cliffs mean nothing, however, t the daring civil engineers of this generation. ey merely sat there, in the rope saddles of ur slings, and made the leads for the com-mercial development which saved nearly thirty rles of highway around the mountain, that's a

But some of those shotted shell guides of cmson red are visible yet, and the rock has b n hewn away from them at the required cves and angles to save time, save money, s the distance.

Work of this sort is very romantic and pic-turesque. It is a long, long cry from civil en-gineering to cigar making. It is a really dif-ficult thing to assemble the thought of the mute upon contrasts between surveying and it difficulties, and cigar making and its toubles.

But the same sort of ground work is neces-sary for both jobs. Guides of red paint, or r and white pennants, are not necessary for ar making, perhaps. Yet some sort of guide is really essential for the proper vision of a ar factory—or any other plant.

At the present time, the guide which all ar manufacturers desire to follow is the rher simple indication of popular choice.

If the public desires a cigar of a certain size, it is made—by some one! If a revised size is desired—an enlarged size—it is made. In a certain price is dictated by popular opin-ion, it is made—at that price!

Very, very little smoking opinion is cast by t manufacturers themselves. They leave it t the winds of chance—or the wings of the rning!

Is it necessary?

Is it necessary for cigar manufacturers to be a the absolute mercy of the ebb and flow of pular fancy?

Isn't it possible to establish some trade ges which permit a manufacturer to obtain sone legitimate profit from an origination of h own brain?

Other trades and factories are not at the ab-solute beck and call of their customers—to the elimination of profit!

Some attempt has been made by men in other manufacturing lines to dictate their own peculiar ideas of merchandise. For instance, clothing. Particularly in the women's lines, but also in men's garments, too, there is a s-incere effort made to establish modes and styles which insure a manufacturer, his jobber and his retailer, some sort of fair profit!

These guides of the clothing trade are not accidental, however. They are not the mere whim of some person who works without plan. To the contrary, they are usually the guides standardized by commercial trade bodies who carefully and progressively investigate trade costs, gross and net profits, practicability of their proposed offerings.

With the soundness of these guides estab-lished by the shotted guns of trade associations, much good has been accomplished by the var-ious branches of the clothing business.

All, of course, is not perfection yet, but the guides of intercourse are establishing new ap-peals to the consumer, new approaches to his vision, his purse.

Hardly a day goes by, now, that some new value, some new precedent is not created for the man or woman who wears clothes. Ideas, Ideas, Ideas! They are usually new, novelties, utilities!

But when, for instance, has the cigar trade cooperated in establishing any new ideas for the benefit of the cigar business?

Trade associations have, of course, consid-ered this and that. But what real claim for origination is due any active organization now?

Guides in values, in qualities, in prices, in profits are not the individual work of just a few cigar manufacturers. Men in the trade have battled this thing out alone for years. Some of these men have really made giant strides in the cigar business.

But the trade, as a whole, lags. Its spirit is broken. There is business now, the best business in years. It is current, it is continu-ous. It is bound to continue if—if the trade as a body sets the guides now!

Smokers are only people. They will buy what they please. But they usually buy what pleases them. And their satisfaction is now changeable, guideless.

If smokers can be educated to smoke a cer-tain thing—and they can, and have—it is time the cigar trade got together and showed the men of the country just what is being made for them—and how.

Coupled to this educational campaign could be a deep-down surge of suggestion for the promotion of certain shapes and certain sizes in cigars which permit of a profit.

Profit in such volume, too, that the average cigar manufacturer will not be a better cus-tomer of his bank than his bankers are of him.

Guides of trade, guides of propaganda, if you will, require such education of the indi-vidual smoker before much can be expected, in bulk, of the grouped consumers.

Greater volume, greater business in perma-nent satisfaction, will never come casually to the cigar trade. Every man in the business knows this in his heart. He knows it well.

He knows, also, that his personal affairs do not prosper unless he carefully guides them with prepared thought. How then, can the same manufacturer, the same jobber and the same retailer believe that the business in cigars, as a whole, will proceed to ultimate betterment without the guiding spirit of that same element of associated direction?

It is time, therefore, to order up the bat-teries of trade artillery. And it is time for them to unlimber on the mountain or in the valley where they are. Then, when the order to load, aim, and fire is given, the resounding shot will surely establish guides of trade which

will surely save the cigar business of the nation!

Tale of Detail

Just a few short years ago there was a clerk in a certain metropolitan cigar store who was detailed to a very inferior job. It was nothing more nor less than working an average of twelve hours daily for seven days weekly. For this work the clerk received the then average wage of \$15 every single Saturday night, as the proprietor closed the shop.

But this young clerk didn't say much about it. He simply went along, day after day, ab-sorbing the detail of the business. And, while he worked, he smiled. No customer, no sales-man ever asked this clerk for information, for service that he did not render it with a smile.

Cranky customers, particular customers, per-sistent salesmen—all admitted that this clerk was the ideal type of man-behind-the-counter.

Now, of course, to finish this happy tale with a merry end it would be wise to say this clerk became so valuable, so efficient that he ultimately obtained the business; or, at least, started in business for himself.

Well, he did! Yes, he opened a store of his own with a few hundred dollars he had saved from that magnificent \$15 salary. He started in a small way—and he stayed there!

Why? Why did this otherwise ideal clerk become a plodding, small tradesman?

Did he lose his grip? Didn't he have capi-tal enough? What was the matter, anyway, with this perfect salesman of cigars?

He had everything in his natural favor, to start, except ample capital. And this condition improved slightly, from year to year, as his business became established. Friends were customers, and customers were friends.

But this cigar man was perpetually immersed in detail! At all hours of the day and night he was terribly tangled up in the petty subjects surrounding every business, large or small.

And it seemed he could not break away from detail! No clerk he hired, no one else could do what he had to do!

With the usual result, naturally, that he had no time for the development of vision, imagin-ation, plan. He merely drifted along, day after day, as a small merchant.

Many opportunities came his way—but he was invariably too busy with his detailed work to look into them thoroughly.

Other cigar men—merchants without this man's ability, courtesy, system—surpassed him in trade. They picked up the loose ends of the business where this man-of-detail let them fall. They became successful—he became a gray-haired automaton.

Detail will do this for anyone, anywhere! Detail is the enemy which perpetually sur-rounds us, even as Napoleon was surrounded by the detail of supplying his armies previous to the battle and defeat of the Pyramids.

Detail defeats everyone with whom it en-gages in conflict! Too many otherwise ex-cellent business men have believed they could defeat detail.

They have tried. And, where they tried, they have failed! Detail is a job of jobs! It requires assistance. It requires an army of men to attend to the petty affairs of every bus-iness.

But the proprietor's time, the proprietor's mind is necessary for other work in the con-duct of his enterprise. Napoleon had that curious ability of detailing detail to others—but even he, occasionally, owed his disasters to detail!

In most large stores, offices, factories today there is a vast force engaged in the battle with detail. But the Napoleons of commerce al-most ignore it. Their work is detailed ac-cording to their capacity of getting others to do the petty jobs around the establishment.

Detail work isn't worth much, anyhow. Per-

haps \$15 clerks of years ago get \$30 now. While the bosses—those who have eliminated detail from their *own* jobs—draw anywhere from \$30 a day to \$30 a minute for their superior ignorance of *detail*!

Growing Tobacco for Quality Leaf and Seed

In tobacco culture it is necessary to pinch off the "buttons" or to cut off the tops of the main stalk, else much nourishment will be given to the seeds that should go to the leaves. It is for this same reason that the suckers almost must be cut off during the



At Left Is Shown Tobacco Going to Seed. And Below as It Is Grown for the Leaves.

growing season. In topping tobacco as this process is called, the bud is broken off after the button is well cut out. How a tobacco plant looks after topping is shown in the picture.

Topping not only makes for larger leaves, but admits of more even ripening, and both the quality and appearance of the tobacco is improved. Plants retained for seeding pur-

poses, of course, are not topped, and those chosen should be as free as possible from suckers. This is one part of the art and science of improving the tobacco plant. Many growers cover the flower clusters with paper bags before blossoming to prevent cross fertilization. As the plant grows, these bags should be loosened or larger ones used, so as to avoid injury to the tops of plants as they grow larger. After the flowers that are to be used for seed purposes are fertilized, the bags should be removed and the seed allowed to mature in the open. All cultivation of tobacco, except hand work, should end when the tobacco plant begins to bud. Any injury to the roots checks growth and affects the commercial value of the leaf.—Marinette (Wis.) Eagle-Star.

They Must Be Red!

Only the other day a hardware man, who also sells toys around Christmas time mentioned a peculiar thing. He said, in brief, that all popular toys are *painted* red!

He said this was particularly true of express wagons, sleighs, miniature autos, fire engines, trains, books, games and so on. Many toys, of course, are not red. But this experienced toy man said the other shades and tints do not sell nearly so well!

Then he spoke of toys for girls. He said these are usually desired in dolls, doll clothes, dishes, and furniture in tints. He mentioned, especially, pale blue, pink, light green.

But the boys always insist on *red*; generation after generation of boys! Toy manufacturers of many years apprenticeship to the business have learned this is so—so they make red toys, that's all there really is to it, anyhow!

And, a short time ago, a lithographer of cigar labels mentioned another curious thing.

He said, in short, that nearly all successful manufacturers of tobacco products want their labels, their cigar bands, their window advertising, liberally sprinkled with bright red ink.

This lithographer spoke, in fact, of the astonishing prevalence of red and gold designs, discussed tobacco tins. He recounted his experience with popular cigarette labels.

Very few successful cigars, it is evident, have brown or green labels or bands. This lithographer said that fact was undoubtedly due to the lack of contrast between the brown and green leaf tobacco and the decorations of the goods.

Some certain brands have violated this unwritten rule, it seems, and they have been successful. But the lithographer pointed out another almost absolute fact; he said nearly, not quite all, of the duller colored labels were on brands which were successful because the goods themselves either have a peculiar merit or they have been marketed or advertised to such an extent that failure of their sale was practically impossible.

Many brilliant colored packages, he said, have gone away over the top without much original advertising because of their very appeal and attractiveness.

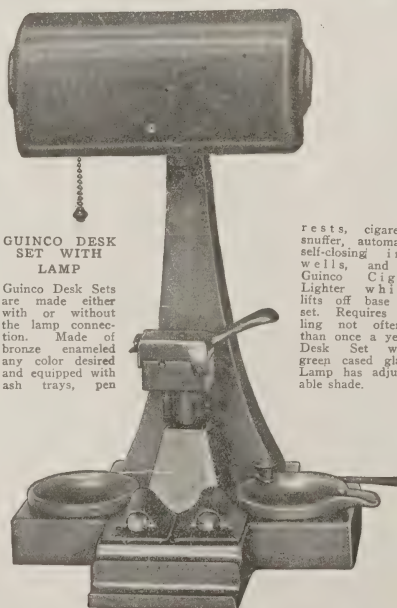
Men, therefore, are still boys! They want what they want when they want it! And they want it gay, brilliant, bright!

Red being the brightest, they want that. There being a vast difference in reds—prismatic shades and colorings—they want the red of life's blood!

Some chain stores have discovered this, too. Their signs, their window trims, their special communications are always—red!

Cigar stores, evidently, are no exception to this rule. Boys want toys. Men want tobacco. But they both want 'em dressed up in red paint!

GUINCO CIGAR LIGHTERS



GUINCO DESK SET WITH LAMP

Guinco Desk Sets are made either with or without the lamp, connection. Made of bronze enameled any color desired and equipped with ash trays, pen

rests, cigarette snuffer, automatic self-closing ink wells, and a Guinco Cigar Lighter which lifts off base of set. Requires filing not oftener than once a year. Desk Set with green cased glass Lamp has adjustable shade.

S. E. GUINN MANUFACTURING CO.
JOHNSON CITY, TENN.



LA PALINA CIGAR

EMANELO

Highest Grade
Conn. Shade Wrapped
Havana Filled
Cigars



D. EMIL KLEIN CO. Inc.
438-440 E. 91st STREET, NEW YORK

San Francisco News

SAN FRANCISCO, Cal., Dec. 2.—Holidayade appears to be starting early, not all blast, of course, but with a well-advanced over what it has been. Some of the cigar stands are already making some special displays to let the people know in advance that they can count on getting at their places such nice packs and choice candy boxes as they may desire for Christmas presents. And while there are always some stands that by reason of unfortunate location or poor salesmanship do not get in on their share of the trade that is at hand, at there is still growing room is evidenced by the fact that cigar men who are not novices every now and then are taking advantage of opportunities for new locations.

One of those who comes near knowing exactly what he is doing is Harry Berco, president of the H. Berco Cigar Company, the local chain store. He has developed so successfully through a period of years. He has just added another link to his chain. This time it is the corner of Post and First streets in San Jose. It is one of the nicest corners in San Jose, and will make a real addition to the chain.

Mr. Baglio, who started the De Luxe stand at 2086 Broadway about a year ago, has proved and is proving himself a good merchandiser. At the time he was the sole occupant of a large new corner building, and looked rather lonesome. But now his stand, with the elegant barbershop in the rear, has considerable company around it and is one of the show fronts of upper Broadway. Just now he has one window ornamented with a fine display of holiday candies. It has been getting quite a candy trade along with his cigar trade, and had the trip in but a short time before he sold some boxes on the strength of the window display. This is very good proof of sales value of a neat trim of the cigarette window. And this was his first effort at trimming, as the window space has hitherto been sold.

There are different ways of advertising. One of these is by the quality of goods. It is this that has built a paying trade for Adolph Newman, up on University avenue in Berkeley, the college city. While Newman is 82 years of age, he can still roll them fast and roll them well, so he started in putting up the best he could for the money, and has built a trade that guarantees him a good income as long as he wants it. In his stand he carries other cigars that may be wanted, but finds the preference is all for his own make. It's the quality that sells, he says. He is one of the cigar men who do not find it necessary to work nights and holidays in order to get by.

Another rebel against killing hours for the cigar man is at 2027 Broadway in Oakland. The proprietor believes that the cigar man is worth more than the stand and the trade. He also believes that proper hours put a fellow in better condition as a salesman when he is on the job. So while some of his competi-

tors put in Sundays and holidays and sixteen hours a day, he closes at six and closes Sunday, saves clerk hire and keeps always fit. Of course, there is not the same possibility of early closing everywhere, but he believes it should be favored as much as possible.

Oakland Dealers Want License

The retail association in Oakland is circulating a petition to the city council to impose a license tax on every cigar and tobacco stand in the city. The purpose is to put an end to the carrying of a few boxes by every little grocery store or eating house, where most of the cut price work is done and where the questionable selling nearly always occurs.

Some of the retailers cannot see that it will help them, but most of them are signing up, believing that it will be decidedly to their advantage.

The Petri Cigar Company has just installed a lot of new cigar making machinery to take the place of so many cigar makers. This has enabled them to close their Los Angeles factory, and several of the little branches which they had operating for them in San Francisco. This is in line with the policy they have had in view for some time, both for the purpose of cheaper production cost and for independence of the labor difficulties.

The Bob Blaine Cigar Company reports that there will be no advance this year on the Garcia y Vega. The rise in wages at Tampa will be absorbed by the factory. And they are also satisfied that there will be no advance next year.

George W. Webb, Coast representative of the J. M. Martinez Cigar Company, is still in Florida, where he will remain till the first of the year. Meanwhile the local office is enjoying a good holiday trade and a flattering placement of its new Somello.

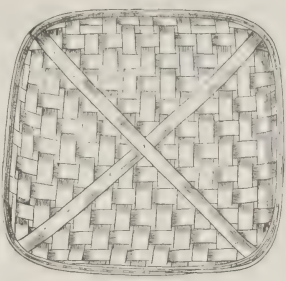
The Golden State Leaf House has closed a most successful season. The improved condition of the cigar factory trade all over the Pacific slope has enabled them to sell their floors clean, the cleanest they have ever been, and the place of the old stock is being filled with one of the largest shipments of all kinds of new stock they have ever had. Dave Horn has just returned from an extensive buying trip, and was very fortunate in getting hold of some exceptionally fine lots of all kinds. He reports the quality of the leaf he was able to obtain this year above the average in the past, though he regretted to find Porto Rico somewhat higher.

Fred Huetels at 2027 Broadway is a faithful cigar maker who makes and sells his own. The famous cigars, and also supplies the trade with such other brands as they call for. He alleges, however, that with the constantly rising price of leaf, and the constant pressure of selling competition, the look ahead is not especially encouraging. When he located where he now is, there were two stands within the radius of a few blocks. There are now six of them for a trade that has perhaps a little better than doubled.

Alhambra Cigars Lead With Oregon Jobbers

PORTLAND, Ore., Dec. 1.—Quality Manila cigars are daily in growing demand

LEAF TOBACCO GROWERS, DEALERS, & WAREHOUSEMEN
SAVE MONEY AND TOBACCO BY USING



**NORFLEET
UNIFORM
WEIGHT
TOBACCO
BASKETS**

Write for Sample and Price

**Norfleet Basket Mfg. Co.
Winston-Salem, N.C., U.S.A.**

at all coast locations, but the fame of the Alhambra brand is such that it is selling here 'way above all expectations of the goods. Distribution is in charge of the Rosenfeld-Smith Company, of this city, and they are closely co-operating with H. L. Judell & Company, San Francisco, who have the general United States sales rights for this remarkable Manila cigar.

German Tobacco Tax

WASHINGTON, D. C., Dec. 7.—The proceeds of the German tobacco tax during the first quarter of the fiscal year 1925-26 (April 1, 1925 to June 30, 1925) amounted to 179,500,000 marks, an increase of 26,300,000 marks over the proceeds of the tax in the last quarter of the fiscal year 1924-25, according to a report received in the Department of Commerce from American Consul Coffin at Berlin.

Seventy per cent of this revenue was derived from the tax on cigarettes, 22 per cent from the tax on cigars, 3.9 per cent from the tax on finely cut tobacco, 3 per cent from the tax on smoking tobacco, and 1.1 per cent from the taxes on all other tobacco.

During the quarter under review the prevailing retail prices were: cigarettes from 2 to 8 pfennigs a cigarette; cigars, from 5 to 25 pfennigs a cigar; finely cut tobacco, from 6 to 16 marks a kilogram (2,204.6 pounds); smoking tobacco, from 1 to 7 marks a kilogram.

Of the total receipts from the tax on cigarettes, 37.8 per cent were derived from 3 pfennig cigarettes. On 4-pfennig cigarettes the receipts equalled 19 per cent, and on 5 pfennig cigarettes, 20.4. Of the cigar tax 23.4 per cent was collected on cigars retailing at 10 pfennigs, 20.2 per cent on 15 pfennig cigars, and 14.1 per cent on 20 pfennig cigars.

As compared with the previous quarter cigarettes retailing at 3 and 4 pfennigs were in much greater demand during the quarter under review, while the demand for cheaper grades decreased. Likewise, the cheaper grades of cigars were in less demand during the quarter April 1, 1925 to June 30, 1925, than the more expensive brands.—L.A.M.M.

Internal Revenue Collections
In October

WASHINGTON, D. C., Dec. 5.—The Bureau of Internal Revenue in October collected \$32,399,104.28 as taxes on tobacco products as compared with \$30,793,073.15 collected in the same month of last year.

Taxes collected in October on small cigarettes totalled \$20,776,235.02 as compared with \$19,464,593.14 collected in the same month of last year. On large cigarettes the bureau collected \$4,554,484.04 in October as compared with \$4,242,687.13 collected in October of last year.

In October the bureau collected also \$27,199.44 on small cigars as compared with \$14,305.73 collected in the same month of last year while the taxes collected in October on snuff of all descriptions amounted to \$636,656.31 as compared with \$627,610.25 collected in the same month of last year.

Taxes collected by the bureau in October on chewing and smoking tobacco were \$6,214,657.06 as compared with \$6,220,129.70 collected in October of last year. Collection in October of taxes on cigarette papers and tubes amounted to \$109,339.48 as compared with \$117,343.48 collected in October of last year. Special taxes collected in October from manufacturers of cigars, cigarettes and tobacco amounted to \$16,233.20 as compared with \$23,436.14 collected in the same month of last year while in October of this year also miscellaneous taxes relating to tobacco collected totalled \$1,495.58 as compared with \$3,087.78 collected in October of last year.—L.A.M.M.

Chancellor Makes Denver
Jobbers Very Busy

DENVER, Col., Dec. 5.—More duplicate order business for the American Cigar Company's Chancellor brand has been booked by the Niles & Moser Company's branch here, than for any other similar cigar during the pre-holiday rush. Manager Andrew Niles reports a most astonishing volume upon the Chancellor, and he says the future trade for this brand looks even better.

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*Nothing will sell itself; but, it shouldn't be necessary to sell the same man twice on the same proposition... There are thousands of men who were sold on **SUNSET TRAIL 5c. CIGAR** the first time they smoked it.... There are thousands still who haven't had the chance to try.... The Roby Cigar Company of Barnesville, Ohio*

Lexington Auction Mart Makes a Good Start

LEXINGTON, Ky., Dec. 6.—According to figures made public yesterday by Ben Bosworth, supervisor of Lexington's independent tobacco market, 2,030,595 pounds of tobacco were sold over the floors of the five independent houses last week for an average of \$22.32. The total amount of money brought in the auction sales of the week was \$453,407.56, Mr. Bosworth stated.

Scrutiny of these figures and comparison with those of the first week's sales for the last three or four years indicates that buyers and warehousemen of Lexington's independent market have much ground for their belief that Lexington's loose leaf floors are on their way to resume the old place in the sun that they once occupied among the independent tobacco markets of the world.

It has been some years, since as much tobacco as the 2,030,595 pounds which was sold last week went over the breaks during the first week of the season.

There is no doubt but that this has been due to a large extent to the long dry "spell" in the fall which permitted farmers to complete their cutting and stripping of the leaf much earlier than in previous years.

There has been a large increase in the amount of tobacco which is shipped in to the Lexington market for sale, some of it coming from western Kentucky and other states.

Advices from warehousemen last night was to the effect that this "shipped in" leaf would continue to come to market here. Altogether some several thousand pounds of Burley tobacco from Tennessee and Missouri and western Kentucky were sold here last week.

Floors will be somewhat less crowded this week than was the case on the first four days of the sales. Again this may be attributed to the condition of the weather, few farmers wanting to bring in their loads on such a cold blustery day as yesterday was. Until this colder weather visited Central Kentucky it seemed probable that the independent houses would be almost as well filled for the reopening of the auction sales this week as they were last Tuesday for growers, contrary to their custom in past years, seemed to be bringing their leaf into the market in as great quantity towards the end of the week as they did on Tuesday and Wednesday.

The average of \$22.32 that prevailed during the week seemed to be very satisfactory to growers and the warehousemen. Some of the tenants who brought the pick of their crop onto the floors to secure, as they said, "a little Christmas money," thought the better grades of the leaf were hardly bringing as much as they should. But most all of them were well satisfied with the price that the commoner grades brought.

Not much difference is seen between the market of this year and of last year by most of the tobacco men as to the price brought by the leaf. And most of them think that unless something un-

foreseen occurs the price which has been brought by the different varieties of Burley will remain much the same throughout the year.

What is believed to be the best average of any crop of the season was brought by the crop of Robert Jewell, of Wilmore, on the floor of his brother's house, the John B. Jewell house, last Friday, when 2,575 pounds of tobacco owned by him went for the average price of \$31.22 per hundred pounds. There were several good crops sold at the Jewell house last Friday among them being: W. R. Russell, Powell, 1,100 pounds, average \$25.28; W. R. Hill, Fayette, 1,495 pounds, average \$26.10; Luke Shearer, Garrard, 1,290 pounds, average \$22; L. S. Johnson, Woodfin, 1,615 pounds, average \$25.20; Mrs. F. S. Carter, Fayette, 975 pounds, average \$26.35; and Miss Annie Carter, Fayette, 2,575 pounds, average \$31.22.

In carrying out a practice that is prevalent in Lexington and other loose leaf markets for many years, no repairs are made of low priced crops sold, if there are, of course, many such crops of on this market as on others.

Owensboro Outlook

OWENSBORO, Ky., Dec. 5.—Morelet Withers & Hicks make report as follows:

"Our loose-leaf market opened on Monday, November 30, with heavy offerings and the sales for the week aggregated: Green Rivers, 2,157.6 pounds, average, \$9.62; Burleys, 105 pounds, average, \$14.65; as compared with the opening week's sales of that season which were: Green Rivers, 1,028,255 pounds; average \$12.86; Burleys, 20,510 pounds; average \$20.24. The quality and general character of deliveries of the new crop proved disappointing, and prices steadily declined in all grades.

The Kentucky & Virginia Leaf Tobacco Company makes this comment: "Six loose leaf floors opened for the 1925 Green River crop, Monday, November 30. Offerings for the week being more than the houses could hold with two sets of buyers, a considerable quantity of tobacco is left on the floors for sale next week.

"Sales for the week totaled 2,157.6 pounds at an average of \$9.62. Neither the general quality of the offerings, or prices paid, have been a surprise to the local trade familiar with conditions under which the crop was grown and the inactivity in practically all grades of Green River tobaccos except selection.

"Dry weather during the latter part of the growing season played havoc with most of the crop, stunting its growth and forcing much of it cut before maturity to save burning in the field. Offerings; therefore, show a large percentage of short tippy leaf, and a correspondingly small percent of leaf of good size. A fair sprinkle of good cut appeared from early cuttings, but the good quality of last year is notably abundant, while selections that brought good prices appeared in small quantity.

"Trash grades from medium quality up are almost equal to last year in price.

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BRANCH FACTORIES IN PRINCIPAL MARKETS OF ALL TOBACCO DISTRICTS.

Common trashes are lower than last year with few friends on the market this week."

The Hodge Tobacco Company says: "The Owensboro tobacco market closed on Monday morning with all leaf floors filled to capacity, and back sales have prevailed throughout the week. The first day's sales were fair quality than has shown up since. Most all buyers seem to be disappointed in the crop, and are dilatory in bidding, which makes a sluggish market."

A large per cent of the early cutting is small, thin, and immature, and the leaf tobacco shows some house-burn caused by the unusually wet fall.

Rejections were heavy throughout the week which indicates that the farmers are not satisfied with the prices."

Sales at Henderson Run Ahead of Last Season

HENDERSON, N. C., Dec. 5.—During the past week the Henderson tobacco market sold a total of approximately 600,000 pounds of tobacco, for around \$160,000, or an average of about \$24 per hundred pounds. This brings the sales for the season to date to approximately 5,500,000 pounds, selling for around \$1,290,000, or an average of about \$23.50 per hundred. The exact figures were not available today on account of a block sale on the local market yesterday, and the break had to be finished today. For this reason the totals can only be approximated, and the Friday break is put at between 235,000 and 240,000 pounds.

These figures bring the sales to date within half a million pounds of the total business done by the Henderson auction market for the entire season 1924-1925, which was 5,900,000 pounds, in round figures. The money paid out thus far already equals and passes by a few thousand dollars the total sum paid for the entire 1924 crop, and the average to date is almost two cents a pound higher than for last year.

Two weeks now remain before the closing for the Christmas holidays. All auction and pool markets will close their season in North Carolina for the holiday period on Friday, December 18, and some will not re-open after the first of the year. Two weeks, the usual time, will be covered by the suspension where there is a great deal more tobacco to be sold, and sales will be resumed probably, Monday, January 4.

It is estimated that approximately 1,000,000 pounds more of the leaf will be sold on the local auction market before the holiday suspension sets in. The big break of yesterday, with the market blocked for the day, is something that has not happened before this season on Friday, and is taken as an indication of a big quantity of the weed still in the hands of the farmers in the territory served by the Henderson market.

Sales the past week have been retarded to some extent by the bad weather. The tropical storm that worked such havoc in Florida moved up the coast and struck a heavy blow in this section and further east in North Carolina, and almost cut out sales on Wednesday and Thursday. Wednesday's sales was less than 50,000 pounds, and Thursday's break was only a little more than 65,000. It is believed that both

Seeks New Tobacco Export Cargo From Danville

DANVILLE, Va., Dec. 5.—The Carolina Steamship Line, with headquarters in Charleston, S. C., has decided to make a bid for Danville's export leaf business, and has opened an office here. From now on local exporters wishing authentic prices on sailings will have this information within ready reach. The president of the company came to Danville to make a survey and was amazed to find the tonnage of leaf annually finding its way from this point to European and oriental ports. The opening of the office here is said to be welcomed by tobacco men with overseas business.

Most of this tonnage has been shipped to North Atlantic ports, but of recent years Norfolk and Wilmington have been getting their quota.

One of the shipping men revealed an interesting experience which one Danville exporter is said to have had recently, and one which emphasizes the competition in foreign countries for American trade. This man does a substantial business with the Japanese government, which finds a demand for leaf grown in the bright belt. Recently he was informed that if he expected further orders from Japan he would have to ship the leaf in Japanese owned boats. The Danville man refused to surrender his principles and wrote back at once, saying that unless he could ship the tobacco in American ships, as he had done heretofore, he would not sell any tobacco at all. As he did so he recognized the possibility of losing a substantial business. He next received a cable telling him to continue his shipments and informing him further that he was at liberty to ship the leaf in American bottoms.—TETLEY.

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days would have run over the 100,000 pound mark had not the weather interfered.

It is believed in some quarters that next week will see around half a million pounds on this market, and that about the same will result during the week following. With approximately five and a half million pounds already sold on this market, it is now thought that the total will, by the holidays, go to six and a half million pounds.

The fact that the price shows a tendency at least to remain steady, if, indeed, not to rise slightly, this late in the season is looked upon as a good indication of what may be expected for the remainder of the season, at least until Christmas. A neighboring market the past week has reported some of the highest prices of the season thus far, which is taken as meaning that there is much good quality tobacco still in the hands of the farmer to be sold, or else the price is holding firm. Perhaps both considerations enter into the situation.

With the usual two months of sales after Christmas, it is believed that the local market will sell between nine and ten million pounds of tobacco for the entire season. With the deliveries to the association warehouses in this county included, it is not unlikely that the market will reach the 10,000,000 pound mark set at the beginning of the season.—HAD.

season before the leaf tobacco appears on sales.

A remarkable occurrence in this week's sales were, in a total sale of over 251,000 lbs. of tobacco. The two warehouses sold within 20 lbs. of each other and in cash receipts for tobacco sold of over \$48,500, each warehouse sold within \$20 of the other.—R. C. MORTON & COMPANY.

**"Broadcast" News from
Central Virginia**

NEW CANTON, Va., Dec. 7.—During the past week all the dark markets of Virginia have been operating full time. Co-operative receiving stations at every point have been receiving from very small to considerable quantities of offerings, and the prices advanced have been according to grading, about 65 per cent of the bankers' valuations. While actual figures have not been compiled in a case, it is safe to say that open markets have been paying good prices, even for this season of good prices; and in many cases the prices have been almost equal to those of post-war times, when prices hardly knew bounds.

Dillwyn, the new metropolis of Buchanan county, a fine town built largely on timber and tobacco, claims to have the best dark open market in Virginia. Prices to date have averaged around 19 to 20 cents a pound for good, and indifferent tobacco. So far most of the tobacco has come from small growers. This tobacco has generally been of lower grade than the bulk of the crop of the season. Only a very few of the large outside or independent growers have sold as yet, and probably many will wait until late in the winter before selling.

The gulf storm which swept over Virginia last week, and the Texas storm which came up from the southwest at reached Virginia on Saturday, both served to bring seasons for handling tobacco, and much of the weed was taken down from the barns and bulked for stripping. Stripping will proceed throughout this week, and much tobacco will be marketed during the week just preceding the Christmas holidays.

Various Dark Markets

At Farmville, one of the largest of the dark tobacco markets in Virginia, rather large sales were made last week, with interruptions to Saturday and again Friday, when heavy rains fell. Fine roads extending out from that town into Cumberland, Buckingham, Appomattox, Charlotte, and other counties, were filled with vehicles, many cases Ford touring cars, bringing in from small to medium quantities of tobacco for sale. The prices upon the market were generally satisfactory, things considered.

Scott's Warehouse at Brockneal, reports much larger sales to date than we made last year. This in spite of the fact that it is generally thought that this year's crop is smaller than that of last year. This market seems to be drawing trade from many miles around. Reports are that growers are travelling far miles in some instances to sell at this warehouse.

Friday was a beautiful day all over Virginia, and sales of tobacco were large in nearly all markets.

Opinions As to Co-op Movement

I have talked with fertilizer men in regard to the recent developments and prospects of the Tri-State Co-operative Tobacco Growers' Association. One very well informed traveling fertilizer man

Lynchburg Receipts Good

LYNCHBURG, Va., Dec. 5.—John D. Oglesby of the Lynchburg Tobacco Warehouse Company, makes the following report of leaf tobacco sold on the Lynchburg open market:

	Pounds
Sold this week	546,700
Sold to December 4, 1925	2,148,600
Sold to same period, 1924	1,641,700
Increase for 1925	506,900

Receipts were good this week but would have been larger had it not been for the heavy rain on Thursday which made it impossible for farmers to bring tobacco to market on that day, besides they wanted to stay at home and get their tobacco ready for market next week.

Double sales lasted up to the lunch hour each day, making it so that all tobacco offered could have the best attention both on warehouse floors and by the buyers.

The demand for all grades continued strong and quality considered all brought fine prices.

Good and fine grades were especially in strong demand at prices higher than have been this season.

Quotations below give an idea as to prices of different grades:

Lugs, common	\$5.00 to \$10.00
Lugs, medium	10.00 to 15.00
Lugs, good fat	15.00 to 20.00
Leaf, short	15.00 to 36.00
Leaf, good	25.00 to 40.00
Leaf, wrappers	35.00 to 50.00

Richmond Average, \$19.31

RICHMOND, Va., Dec. 5.—Sales were small the first three sales days of this week, only about 70,000 lbs. having been sold to Friday; but, with a good season, farmers brought 180,000 lbs. to market Friday; and, instead of prices declining on a large sale, they jumped up about two cents a pound. Consequently, this market sold for this week 251,620 lbs. at an average price of \$19.31 for the week. This is 3 cents a pound higher than the previous week average, and 8 cents a pound more than first week's sale of leaf, and 15 cents a pound more than primings averaged in beginning of

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which seems to have traveled through most of the tobacco counties of Virginia and North Carolina, is decidedly of the opinion that there will not be a sign-up of the growers in the bright belt of the two States. He thinks the bright growers will not stand together. His opinion is that the growers are not as well informed and not of the same caliber as the growers of the dark belt of Virginia. While he himself strongly favors co-operative marketing as the salvation of the tobacco farmer, he cannot see that there is more than a possibility that the bright growers will ever again sign the marketing contracts in sufficient number to justify the continuance of the organization.

This same traveling man, however, believes the dark tobacco growers will sign in numbers sufficient to maintain the organization intact. He finds the dark growers intelligent, quick to understand, and ready to have their payments withheld only to see that their marketing organization is continued intact. Small growers will drop out here and there, but in the main the principal producers will remain inside the organization.

The foregoing seems to be the opinion of a large number of people. Since the recent Danville meeting of growers recently there are those who are beginning to believe that the bright organization will also be continued. It is fairly certain that a good sign-up will be had in Pittsylvania and Halifax counties in Virginia, the two great counties of the Virginia bright belt.

Financial Conditions

Money is getting a little easier in most towns and cities of central and southern Virginia. This is due to the marketing of tobacco which is putting money into trade. Merchants are reporting good sales and some little activity. In the larger cities, such as Richmond, Petersburg, Lynchburg, Danville and others, business is fine. All factories are running full time, especially tobacco factories, and in many cases additions to plants are projected. This is noticeably true in Richmond where great cigarette factories are in the course of construction.

From a pre-holiday view-point it would seem that tobacco growers, buyers and handlers in general will go into the new year fairly well satisfied with conditions. This, too, after the driest summer ever recorded in central Virginia—the dark tobacco belt—within the last fifty years. This proves, to all dyed-in-the-wool optimists, at least, that things are never so bad but they might have been worse. Anyway, growers are even now planning for next year's crop of dark Virginia tobacco. It is quite safe to say that the crop will be none under the average in size.—P. F. J.

Baltimore Market

BALTIMORE, Md., Dec. 3.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

MARYLAND.—Although receipts were only 148 hogsheds, sales totaled 1,036 hogsheds. While some common grades have been selling comparatively low, all better grades suitable for cigarettes continue in good demand at full former prices. A few fine ground leaves this week sold up to 25½ cents.

OHIO.—Nothing new to report.

Association Data

The Leaf Tobacco Association of Baltimore City issued these statistics for the official trade week ending December 2:

Receipts, Including Reinspections

	This Week	Previously	Total	Net to Date	Same Date
Maryland	155	31,809	31,964	31,132	31,681
Ohio	433	433	433	433	851
Total	155	32,242	32,397	31,565	32,532

Reinspections this week: Maryland, 7; Ohio, to date, 832.

Deliveries

	Maryland— Coastwise and Domestic	Foreign	Total	Ohio	Total
This week	95	368	463	27	490
Previously	8,033	15,544	23,577	497	24,074
	8,128	15,912	24,040	524	24,564

Stock in Warehouses

	Maryland	Ohio	Total
Stock Jan. 1	5,774	824	6,598
Receipts since	31,132	433	31,565
	36,906	1,257	38,163
Delivered since	24,040	524	24,564
Stocks today	12,866	733	13,599

Sales

	Maryland	Ohio	Total
This week	1,036	287	1,323
Previously	26,693	287	26,980
	27,729	287	28,016

Groundleaves to date, 423 hogsheds.

**Eight Salesmen "On Job"
For Jersey Jobbers**

JERSEY CITY, N. J., Dec. 7.—President Jacob Baum, of the Jersey City Tobacco Company, this city, says there has been a monthly increase in trade every month this past year, with his concern. Eight men, including himself, cover all of the adjacent territory. General Manager Joseph Kolodny has his faith pinned to the popular cigar brands of national sales. So he has tied up to such favorites as the Waitt & Bond Blackstone, the complete Bayuk line, Admiration, and the like. He says such cigars as these render the most satisfaction to the retail trade, and therefore are best for the jobber.

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CABLE: "Edmunds" Danville

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Tri-State Pool Plans Still Hold Spotlight

HENDERSON, N. C., Dec. 5.—While the local organization of the pool for Vance county was well represented at the Danville conference last Saturday, when the five-year contract for the period of 1927 to 1931 was the topic of discussion, it is the opinion of some men who hitherto have been counted among the staunchest supporters of the organization, that the cause of co-operative marketing will not make the headway here again any time soon that it has made in the past four years. One spokesman said that some of those who were most enthusiastic in the beginning are now afflicted with cold feet, or are disgusted, and are anxious to get themselves clear of the Association. Many have sold their tobacco on the auction market this season and have been unmolested.

Movements for the organization of separate units of the Tobacco Growers' Co-operative Association have been launched now for all sections, except eastern North Carolina, it is said. This is the most productive belt within the three States of North and South Carolina and Virginia, included in the Association. It is yet to be determined whether or not there will be a unit for eastern North Carolina.

Organization of these separate units have been under way for several weeks with the idea of having them ready to function where the present five-year contracts expire at the close of the 1926 season. Plans for the organization of the South Carolina unit were launched at Florence, Wednesday of this week.

Units for the dark tobacco belt of Virginia and the old bright leaf belt of eastern and Piedmont North Carolina and Virginia are also under way, and it is proposed to have a separate unit for the sun-cured belt of Virginia, according to reports reaching here, though this movement has not yet been definitely launched.

Officers of the Tobacco Growers' Association at Raleigh say that there are five separate pools of tobacco within the territory covered by the co-operative association, and that organization by pools will expedite the handling of tobacco. They state further, according to reports, that while welcoming the evidence of interest on the part of members, they have not actively fostered the movements for a reorganization on a pool territory basis.

It is said there is strong sentiment for withdrawal from eastern North Carolina altogether, but leaders in the co-operative association in Raleigh say that a conference will be held at some eastern North Carolina point within the next few weeks to discuss the proposition. Eastern North Carolina has been the least receptive of all the sections of the tobacco territory in the three states to the co-operative movement, and it is said that tobacco growers in other sections of the present association feel they should not be forced to carry the burden of fighting battles in a hostile section.

The sign-up for new units is already under way in Virginia, and the organization committee that was formed in South Carolina on Armistice Day reported at Florence this week that it was ready to proceed with the sign-up. The plans for the South Carolina unit provided that unless 50 per cent of the tobacco in the territory is signed by responsible landlords, then no association will be formed, and that if as much as 65 per cent is signed up, then a one-year withdrawal feature will be added to the contract.

Similar features are included, it is said, in the contracts drawn for the Virginia and old belt in North Carolina, the idea being to make the co-operative thoroughly democratic, but to have no members who waver in their support.

"While officials of the Tobacco Growers' Association have not taken the initiative in launching the plans for the organization of these units, they have given their co-operation when it was desired, and have welcomed the evidence of interest in the co-operative movement," said Monroe Wilson, secretary of the Tobacco Growers' Co-operative Association.

Mr. Wilson indicated that the attitude of the officials of the pool toward eastern North Carolina was the same that it

had been toward other sections, and that if the tobacco growers of that section did not desire to have an association, there was no disposition to force one upon them. "Intensified democracy" was declared by Mr. Wilson to be his slogan.

The Holiday Closing Period

Announcement is made from the headquarters that all of its markets will close for the Christmas holidays on Monday, December 18, after payment of \$300,000 is made in the old Virginia belt. December 15 on several groups of deliveries. In addition to this, it is stated that the markets in Durham, Raleigh, Aberdeen, Rice, Virginia, Kinston, Greensboro and Pilot Mountain will be closed for the entire season, the suspension for the Christmas holidays. All members of the pool in territory served by these markets are warned to deliver the crop before the holidays, but are assured that if they do not, they will be welcome at any other pool delivery station after that time.—DENN

Growers To Make New Drive

RALEIGH, N. C., Dec. 7.—Tobacco farmers in three states who have practiced the new method of cooperative marketing for the past three and a half years have set their seal of approval upon the orderly selling of tobacco by definitely committing themselves to a re-sign up of a majority of the growers from 1927 to 1931.

The Tobacco Growers Cooperative Association has now received a total close to 500,000 pounds of tobacco since it began operations in 1922 and it is a fact that the money already received by its members for the tobacco delivered during that period is well above the average price paid for tobacco during any five years in history with one exception of the World War period.

Virginia dark-fired growers are demanding a 75 per cent sign-up of all the dark tobacco in their state. They have already signed up 7,000,000 pounds or 17 per cent of the total production in Virginia. The tobacco farmers of the old belt of Virginia and North Carolina are planning reorganization on the basis of a 65 per cent control contract and South Carolinians who have benefited greatly from the association during the present season, are this week commencing the active campaign for sign-ups which has a sign-up of 65 per cent of all tobacco in the South Carolina belt as its definite goal.

In none of these three belts are the farmers willing to carry on the association without a majority sign-up of the growers and in the old tobacco belt of North Carolina and Virginia as was in South Carolina provision is made in the future contract, approved by their representatives of the membership, should the sign-up fall short of 65 per cent, signers shall have the privilege of withdrawing their names during a nine month period. Provided withdrawal does not reduce the percentage below 50 per cent of the production of the belt, 50 per cent or more will organize in an association. Otherwise there will be no association.

The reorganization of the tobacco growers of Virginia, North Carolina and South Carolina is being carried out strictly by type pools in the various sections of the States, according to secretaries O. Wilson of the Tobacco Growers' Co-operative Association who emphasized the fact that each group of tobacco growers will organize as a separate unit, but with the specially reserved right to federate with other groups and to determine through its own elected representatives in session with those from other pools the terms of federation.

That this movement is one that is being undertaken entirely at the behest of the farmers, that the tobacco growers who have experienced both the advantages and difficulties of cooperative marketing for three years have named the terms of their new contract and that presentation of the contracts and the organization work for the marketing association which are to function as the expiration of the present contracts is being carried on entirely by the organization committees in the various sections.

retracts which show clearly that the projecting tobacco farmers are determined to build themselves an association which shall assure them further protection for another five years. Action has been taken up to this point by the growers of Eastern North Carolina and the Sun Cured growers of Virginia. Action may come later from other both of these groups.—S. D. HARRIS.

Directed Crop in Georgia Now Indicated

HATTA, Ga., Dec. 7.—There has been but little talk of tobacco growing in eastern Georgia since the marketing season closed early in September. The unfavorable season coupled with lower prices than was expected caused less interest in tobacco production. The cotton crop was better than usual and the watermelon and other crops were more profitable. These conditions will certainly have the effect of decreased acreage of tobacco next season. This is especially true in the newer districts where they "plunged" into tobacco growing during the year or two.

In the older sections where the weed has been grown for several years there will probably be less reduction in acreage. At this time there is so little said about next year's operations that it would be only a guess to state what the outcome will be, but it is certain that the south Georgia district, taken as a whole, will produce less tobacco next year.

Last year at this time meetings were being held at every cross road urging the farmers to grow tobacco and enthusiasm was running high. In districts where they were less familiar with the industry they expected to get rich the first year. There were many who had little or no experience went into new territory as tobacco "experts," and it was foreseen by more experienced growers in the older district that there would be a big crop of low grade tobacco which would result in lowering the average price and probably cause some districts to cut it out entirely next year.

In some of the larger towns the bankers and business men have become more interested in real estate activities and are not so vociferous tobacco growing as much as they did a year ago. The future of the tobacco industry in this section will depend largely on the communities where there is a predominance of small farmers who grow some tobacco every year, instead of "plunging" into growing a big crop following a good season and high prices.

In his immediate section, which was one of the pioneers in the development of tobacco growing, there are hundreds of farmers who have already commenced preparations for next year's crop. The plantings are being prepared for sowing and the tobacco land is being broken and trowed. This work is being done much earlier than ever before. A stronger effort than ever will be made to produce the best crop ever grown in this section, regardless of the partial failure of this year. A considerable number of improvements are being planned for the convenience of tobacco men who will come to this market next season.

Locus hope that their efforts will be rewarded with a good crop and high prices.—E. L. RING.

Vendell Average, \$23.40

WIDELL, N. C., Dec. 5.—Total tobacco sales for official week ending December 4th, 126,026 pounds; average price \$23.40 per 100 pounds. Sold to date of 1925 crop, 3,014,573 pounds; average price per 100 pounds, \$21.13. Sold to same time last year, 1,960,924 pounds; average price per 100 pounds \$21.0.

Farmville Figures

FARMVILLE, N. C., Dec. 5.—Sales for week ending December 4, 396,046 pounds; average, \$28.26. Sales for season, 5,587,954 pounds. Prices some low on good tobacco. Small sales, due to bad, rainy weather. About 90 per cent of crop sold to date.—L. P. THOMAS, Farmville Tobacco Board of Trade.

Winston-Salem Prices Please the Growers

WINSTON-SALEM, N. C., Dec. 5.—The official report of tobacco sales issued this morning shows sales for the week 2,896,810 pounds, which sold for \$530,791.43. Sales for the season, 23,947,787 pounds, which brought for \$4,504,443.10, an average for the season of \$18.81.

During the entire week the market remained firm, with a slight upward tendency in prices Thursday and Friday. Many fine averages were made by farmers during the week, but probably the best tobacco that came in was from Stokes county. P. M. Bradley, of that county, received \$984.20 for one load. His better grades sold for from \$45 to \$85 a hundred. Forsythe county farmers also had some good tobacco on sale, Linville & Dugan averaging \$46.20 for a large load weighing 1,576 pounds.

From present indications, when the market closes for the holidays it will have sold between 29 and 30 million pounds, and this will be on December 18, this date having been set by the Board of trade yesterday. It will re-open Tuesday, January 5.

The farmers are well satisfied with the fair prices they are receiving. Naturally they want all they can get, but they realize that adverse seasons made an inferior crop in the section directly tributary to this market.—MCFARLAND.

Petersburg Prices Higher

PETERSBURG, Va., Dec. 5.—Prices on all grades of both Bright and Dark were higher this week than any time this season. The heavy rains during Wednesday and Thursday made it almost impossible for any tobacco to be brought to the market, and the sales on these two days were very light. Heavy sales are looked for during the next two weeks.

The market has sold over a half million pounds more tobacco this season than during the same period last year. Sales this week were:

	Bright	Lbs.	Avg.
Sales this week	239,530	\$20.00	
Sales previously	1,868,166	\$18.42	
Sales to date	2,107,696	\$18.59	
	Dark Virginia	Lbs.	Avg.
Sales this week	99,010	\$18.33	
Sales previously	413,854	\$17.05	
Sales to date	512,864	\$17.31	
Total sales of both Bright and Dark to date 2,620,560 pounds.—WILLIAM B. BEACE & Co., Inc.			

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Louisville Market

LOUISVILLE, Ky., Dec. 5.—The Louisville Tobacco Board of Trade reports the hogshhead leaf tobacco transactions as follows:

Tobacco Sales for the Month and Year to December 4

Ware-houses	Auction Sales	Private Sales	Week Total for Week	Year Jan. 1 to Date
Kentucky & Louisville	222	20	242	6,148
Main Street	171	..	171	3,128
Planters-Farmers	39	3	42	4,146
New 10th St.	..	..	..	..
Year 1924	432	23	455	14,506
Year 1923	..	..	845	22,129
Year 1922	..	..	1,168	32,748
Year 1921	..	..	2,054	65,695

Classifications of This Week's Sales

Old Crops	1924 Crop	1925 Crop	Total
Burley	71	354	425
Dark	30	..	30
	101	354	455

Classifications of Sales Jan. 1 to Date

Old Crops	1924 Crop	1925 Crop	Total
Burley	2,064	9,841	770
Dark	1,256	575	1,831
	3,320	10,416	770

Classification of Sales to Same Date in

1924	1923	1922
Burley	17,688	28,496
Dark	4,441	4,252
	22,129	32,748

Comparisons With Previous Years

SALES	1925	1924	1923
Total sales of new crop to date	13,076	18,628	21,508

Sales of new crop to date, Original inspection

10,964	16,024	17,437
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REJECTIONS

Rejections this week:

Burley	91
Dark	16
Total	107	265	184

Percentage of rejections to auction sales:

Burley	22	..	..
Dark	100	..	..
Total	25	32	17

Rejections, Jan. 1 to date:

Burley	2,566	..	..
Dark	210	..	..
Total	2,776	3,796	6,807

RECEIPTS

Receipts this week:

Receipts, Jan 1 to date	11,365	17,399	23,196
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Quotations at Louisville December 4

Dark	Burley	Bright	Dark
Red	Red	Colony	Mfg.

Trash, green or mixed	8-10	11-13	14-16
Trash, sound	10-11	12-14	17-19
Common lugs	13-15	16-18	19-21
Medium lugs	17-19	20-22	23-25
Good lugs	20-22	23-25	26-28
Com. leaf, short	11-12	14-16	18-20
Common leaf	16-18	19-21	22-24
Medium leaf	18-20	22-24	26-28
Good leaf	24-26	26-28	29-31
Fine & Select	28-30	30-32	33-35

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 cent to 3 cents lower.

F. E. BROOKS, Secretary.
NOTE.—Burley, 1925 crops, 354 hogshheads this week, average \$18.16; to date, 770 hogshheads, average \$17.03.

Monthly Report

Tobacco Sales for the Month and Year to November 30

Ware-houses	Auction Sales	Private Sales	Month Total for Month
Kentucky & Louisville	214	165	379
Main Street	294	..	294
Planters-Farmers	107	119	226
New 10th St.	..	..	..
	615	284	899
Year 1924	..	..	1,465
Year 1923	..	..	2,527
Year 1922	..	..	5,639

Classification of This Month's Sales

Old Crops	1924 Crop	1925 Crop	Total
Burley	20	327	382
Dark	11	159	270
	31	486	382

Classifications of Sales, Jan. 1 to Date

Old Crops	1924 Crop	1925 Crop	Total
Burley	2,064	9,770	416
Dark	1,256	545	1,801
	3,320	10,315	416

Classification of Sales to Same Date in

1924	1923	1922
Burley	16,910	27,420
Dark	4,374	4,160
	21,284	31,580

Comparisons With Previous Years

SALES

Total sales of new crop to date

Sales of new crop to date, Original inspection

10,902	15,671	364
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REJECTIONS

Rejections this month:

Burley	115
Dark	000
Total	115	428	309

Percentage of rejections to auction sales:

Burley	19	..	..
Dark	00	..	..
Total	19	33	16

Rejections, Jan. 1 to date:

Burley	2,475	..	..
Dark	194	..	..
Total	2,669	3,531	6,200

RECEIPTS

Receipts this month:

Receipts, Jan 1 to date	848	1,334	645
	11,155	16,916	361

Stock Report

Receipts, Deliveries and Stocks for the Month and Year to November

Ware-houses	Auction Sales	Private Sales	Month Total for Month
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Kentucky & Louisville	441	249	5,151
Main Street	352	242	2,374
Planters-Farmers	59	190	2,921
New 10th St.	..	..	709

848 681 11,155 12,614

Year 1924

Year 1923

Year 1922

Higher Index Number

WASHINGTON, D. C., Dec. 7.—The tobacco industry is given an index number of 132 for October, as compared with 123 for the same month of last year taking 1919 at 100 per cent, according to the Department of Commerce, in its monthly survey of current business. September the index number was 130, compared with 118 for the same month of last year.—L.A.M.M.

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Burley Local System Is Praised

LEXINGTON, Ky., Dec. 5.—George Roth, of Brown county, Ohio, director for that state on the board of the Burley Tobacco Growers' Co-operative Association and Robert P. Hill, of the field service of the Burley Association, in addresses before the monthly meeting of the Fayette county unit of the Burley Association here, declared that the system of community locals inaugurated by the Burley Association had been of great value in informing and satisfying the members of the Burley pool. Mr. Hill, who comes from the dark tobacco district of Kentucky, said that the Dark Association had its chief trouble with dissatisfied members in counties in which there were no locals and that dissatisfaction had been reduced to the minimum in those counties in which the locals were functioning.

Speaking as a "dirt" farmer, Mr. Roth declared that organization and orderly marketing had been of tremendous value to him individually and to the tobacco growers of Ohio generally. He said that Ohio had followed the lead of Kentucky in pooling its tobacco and predicted that it could do so again when the new contract is submitted to the members. Mr. Roth advocated the mixed local, rather than the local composed of men only, as being likely to do most good in keeping the members of the association informed. He said speakers asserted that an informed membership in co-operative marketing organizations would always be a satisfied membership and that the best way to reach the members is through the medium of community organizations as advocated by the locals of the Burley Association.

A. Hill told of the troubles of the Dark Association before the adoption of the resolution by the board which freed members of that association from dangerous prosecution for "dumping" their crop. He said that members of the association were offered ten cents a pound less for their tobacco after the release of the previous to that action by their board. He told how the price of dark tobacco had dropped the past week each day in the dark district auction floors, until the price at Owensboro Friday reached about eight cents a pound, as an illustration of what would happen to the growers without the support of an association in the marketing of their tobacco and if the harm likely to be done them by dumping all their tobacco as in former years.

Mr. Roth sketched the history of the Burley co-operative movement, the growth of the association from 55,000 in 1921 to 108,000 in 1925, told of the loyal support of the membership, the respect the association enjoyed from the public and the confidence manifested in it by great financial interests in all parts of the country which have done business with it in the past four years.

"I am asked two questions more often than any others," said Mr. Roth, "as I go out the Burley counties of Ohio.

One of these is 'When are we likely to get another check on our crops?' The other is, 'Are we going to be able to sign up our members on the new contract?' My answer to the first question has been that we shall get some more money on our tobacco just as soon as sales have been made in sufficient volume to warrant a distribution; and to the second I have replied that I believed as firmly as I believe in a Supreme Being that we would have the good sense to sign another contract. I have full confidence in the intelligence of the Burley growers, and, having that confidence, I have never had any doubt that we should re-sign our members and get some of the outsiders besides.

"There is one thing I would urge upon all our members, and that is to forget the outsider in any consideration of what the Burley co-operative has accomplished in the past four years. I do not know how you find it here in Kentucky, but in Ohio the men outside this association are men who never cooperated with their neighbors in their lives, who never considered anything but their own interests and whose prayer has always been 'me and my wife, my son John and his wife—us four, and no more.'"

Mr. Roth expressed sympathy with the feeling of the pool growers that there should be some way of stopping the outsider from sharing in the benefits of the pool, keeping him from "milking our cow through the fence," as Mr. Roth expressed it, and he declared himself in favor of any plan that would bring about that result except the auction system of selling pooled tobacco. "I will never vote to dump Association tobacco on auction floors, but if any other method can be devised by which we can reach the fellow on the outside and let him feel what it means to have no Association, I, for one, will welcome it."

Discussing the effect of continued high production in the Burley district, Mr. Roth declared that "not even a Jim Stone can get for you good prices for your tobacco if you continue to produce more Burley than is necessary to supply the demands of the market."

In regard to the attitude of Ohio growers towards the new contract, Mr. Roth said that when the Kentucky growers indicated they were in earnest, by signing up the big producing counties of the state, they would find Ohio growers in line and almost unanimously. "Sign up Kentucky," said Mr. Roth, "and we shall follow your lead, as we did four years ago. You need have no fears for Ohio and you can depend on the same loyal and whole-hearted support that we gave you when this organization was started and which we have given ever since."

Harvey Edwards, assistant chief of the field service, also spoke briefly, and A. F. Shouse offered a motion to thank the ladies of the Broadway Christian Church for the excellent luncheon served by them. Chairman Ed Land presided and, besides the addresses, the program included a cornet solo, "The Rosary," by Roy Ellison, accompanied by Mrs. Charles Conner at the piano; a solo, "In the Garden of My Heart," by Miss

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Helen May Bobbitt also accompanied by Mrs. Conner, both of which were enjoyed by the audience.—J. S. P.

Burley Meetings Improve Morale

LExINGTON, Ky., Dec. 5.—Financing of the 1925 crop and arrangements to receive it and pay the growers the usual advance having been made at the previous meeting in November, only routine business, including reports of the heads of departments and of President and General Manager James C. Stone, occupied the time at the monthly meeting of the board of directors of the Burley Tobacco Growers' Co-operative Association here this week.

Directors reported that the recent meetings held in various parts of the Burley district had proven of benefit in that the morale of the association had been improved by a discussion of the facts as they relate to the position of the association and what it has done to improve the condition of the grower member.

Those present at the meeting today were President Stone, Vice-President James N. Kehoe, of Maysville; Vice-President Bush W. Allin, of Harrodsburg; Clark B. Patterson, of Mt. Sterling; George A. McCormick, of Ohio; Dawson Chambers, of Kenton county; Perry B. Gaines, of Carrollton; Robert S. Walker, of Versailles; Joseph E. Robinson, of Lancaster; Malon Gabbert, of Missouri; James H. Souley, of Flemingsburg; Rev. J. R. Jones, of Cincinnati; P. R. McMakin, of Bloomfield; J. L. Zaring, of Shelbyville; W. O. Frotzman, of Indiana; Judge I. H. Thurman, of Springfield; George Roth, of Ohio; Robert Pendleton Taylor, of Winchester; H. K. Bourne, of New Castle, and John W. Jones, of North Middletown.

The board began its session at 10:30 o'clock and adjourned at 12:30. Many of the directors inspected the tobacco being delivered by members at the Lexington receiving houses and some were spectators at the auction sales.—J. S. P.

Paducah Prospects

PADUCAH, Ky., Dec. 4.—During the past week the market on hoghead tobacco has been inactive, with little demand for old stocks, and we have no reports of sales, other than a few small lots of common to medium lugs, which have sold at from six to seven cents.

Buying of new tobacco at the barn has been light this week, but has been more general over the district than heretofore. All buyers in the country are confining themselves to the good tobacco, and there is practically no demand for common grades. Prices have ranged about the same as last week. Considerable tobacco is being delivered and sold from the wagon, which is being bought largely by speculators. Some dealers over the district have begun receiving new tobacco and report very heavy deliveries. They also report quality of the tobacco good, and in the majority of cases the condition is good.

The markets in the eastern district opened this week with very heavy offerings, and we look for the same condition over the western district when the markets open during next week. Loose floors report heavy receipts, and no doubt all floors will be crowded for the opening sales. Some tobacco is being delivered in soft condition, which will handicap the sale. The wet, rainy weather that has prevailed during the past several days will bring tobacco in soft condition.—W. B. KENNEDY & SON.

Lexington Has Supervisor

LExINGTON, Ky., Dec. 5.—The post of supervisor of the market having become a necessity with the increase of tobacco sales on Lexington's independent warehouse floors, Ben Bosworth was named by a committee of tobacco men which met Wednesday afternoon to select an executive to have charge of the leaf auctions.

The position was held by Mr. Bosworth several years ago, was later abolished, but was decided to have become

a necessity again with the large increase in independent sales.

Mr. Bosworth accepted the position. He was selected by a committee composed of W. L. Petty, chairman, E. C. Ball and C. T. Geary, buyers, and Robert Stivers and John B. Jewell, warehousemen.

Sales of tobacco on two Lexington warehouse floors Wednesday resulted in an average price of \$22.06 being paid for 440,935 pounds of burley. The average was slightly lower than that of Tuesday, the opening day of the season, but it was accounted for by a difference in the quality of weed offered.

Because of the higher percentage of inferior leaf auctioned Wednesday, tobacco men declared the average represented perhaps a little higher price than that obtained Tuesday.

Sales were finished Wednesday at the Jewell and People's houses and late in the afternoon, a start was made at the Geary and New Independent houses. Sales on those floors were blocked, however, and were resumed next morning.

The Tobacco Crisis

To those who have kept close watch upon developments of recent weeks the proposals of a tobacco-growing holiday in the Connecticut valley in 1926 do not come with the shock of surprise. The effect of the news on the farmers themselves has been pretty largely discounted by the general dissemination and discussion of the information about the enormous stocks of cured tobacco on hand, to say nothing of the 1925 crop still in the process of being cured and the 1926 crop if any, to be put in the ground.

The proposal that no crop at all be produced next year is a recommendation for heroic treatment, but the situation is one that calls for drastic measures. The formation of a marketing organization resulted in a degree of optimism with reference to sales which has taken little account of the fact that the natural laws of supply and demand are not set aside even by cooperation.

There are two methods of meeting the situation. One calls for a complete holiday in 1926, the other for radical curtailment in acreage over a period of years. Either will meet the situation.

The more drastic remedy doubtless will produce beneficial results more quickly, although it will put a heavy burden on the growers for a short time. The curtailment plan will impose a less serious burden in the coming year, but it will prolong unfavorable conditions over a longer period and delay the complete recovery of the industry.

Growers must take their choice.

A surgeon treating a local infection cuts to the bone and removes all diseased matter so recovery may begin more quickly rather than temporize with the malady to spare the patient pain.

The tobacco situation is not dissimilar. It is natural that many growers should object to a complete holiday. In most cases they are dependent upon their annual crops for a living. They interpret no tobacco as meaning no income. Few can stand that.

Figures given by the Times on Saturday as to the financial effect of crop holidays are illuminative and valuable. Kentucky Burley growers omitted their 1908 crop and the price jumped from 19.93 cents per pound in 1907 to 14.11 in 1909. The California citrus fruit record is even more impressive. The 1923-24 crop was shipped in 60,000 carloads and brought \$50,000,000. In 1924-25, due to a frost and freeze, shipments dropped to 44,000 cars, yet receipts went up to \$70,000,000. More money by forty per cent, for a crop that was smaller by a little more than twenty per cent.

A tobacco holiday will produce a similar effect. The moment it becomes apparent that there will be a large curtailment in acreage the price of stocks on hand will appreciate sharply. The greater the degree of curtailment, the greater the appreciation. With substantially 100 per cent decision not to plant any acreage, it is reasonable to believe that the growers would receive as much money for their 1924 crop alone as they will get for their 1925 and 1926 crops combined, providing

there should be no substantial curtailment in 1926.

Tobacco growers must live. Except in rare instances if they do not plant tobacco it will be necessary for them to substitute income-producing crops which may be resorted to without heavy investment in special equipment. Many of them will turn to potatoes. The present high price of tubers tends to influence such turning.

It needs to be borne in mind, however, that a potato year of short crops and high prices, almost invariably induces larger planting the succeeding season, which brings lower prices. Unless disaster overtakes the 1926 crop, potatoes next year will be plenty and cheap. Since seed is now high the farmer has no assurance that he can proceed blindly and produce potatoes at a profit.

It doubtless can be done, however, if sufficient attention is paid to the marketing problem. The city of Hartford and its immediate environs consume half a billion bushels of potatoes a year. Springfield and its nearby Massachusetts cities consume as much more.

That establishes a market, but if independent potato growers should rush a combined production of 100,000 bushels to that market at one time they would cause a glut and starvation prices.

If there is a general turning to potatoes, arrangements must be made for as orderly and sensible procedure in marketing as the tobacco association finds

it necessary to make in selling tobacco. As in tobacco the farmers must abandon the idea of each for himself and work together as a unit.

That is the salvation of the farmers of the Connecticut Valley at the moment. Whatever they do must be done substantially in unison. If there is to be a tobacco holiday it must be general, participated in by all. If substitute crops are to be grown upon a large scale the farmers must co-operate in selling them, or they will do battle on the market place and destroy their own profits.

The problem is serious, but it is a problem of solution. It is worthy of best brains in the valley. Intelligent planning and concerted action, behind capable leaders are required, with a commercial and industrial and financial leaders of the cities recognizing the prosperity of the Connecticut valley is at stake. Solution of the problem calls for heroic efforts upon the part of the growers themselves.

Farmville Sales

FARMVILLE, Va., Dec. 5.—Dunnington & Company report the tobacco sales thus:

	Lbs.	Av.
Sales previously reported	992,132	
Sales this week	282,490	\$16
Total	1,274,622	\$11
Sales to Dec. 8, 1924	724,558	

Tobacco Tax Paid by Eighteen Principal States

WASHINGTON, D. C., Dec. 7.—The Bureau of Internal Revenue, Treasury Department, has just issued a statement of internal revenue receipts of tobacco manufacture, etc., in eighteen of the principal states paying the tax for the first ten months of the calendar year 1925. The statement follows:

States	Cigars	Cigarettes	Manufacture Tobacco and Sift
California	393,241.11	\$ 6,508,635.36	\$ 31,221
Florida	3,682,112.20	4,991.90	3,4781
Illinois	644,404.97	12,619.61	5,073,928.99
Indiana	952,894.56	8.93	67,9192
Kentucky	427,736.84	1,029,240.00	5,572,4391
Maryland, including Dist. of Columbia ..	727,551.73	74.67	4,75
Massachusetts	745,106.41	14,645.22	67,727
Michigan	1,907,313.89	50,635.46	2,383,1118
Missouri	206,622.95	108.97	9,091,957
New Jersey	3,366,779.73	16,112,811.13	4,608,910
New York	4,086,131.35	29,718,350.16	1,322,251
North Carolina	156,314.53	114,860,720.89	18,574,526
Ohio	2,673,362.61	992.20	7,413,025
Pennsylvania	10,870,325.32	9,090,991.04	666,839
Tennessee	363,093.77	21.60	2,872,870
Virginia	1,397,034.11	24,236,514.12	3,072,520
West Virginia	304,125.09	15,600.00	1,703,956
Wisconsin	351,505.24	9.01	125,983
All other states	3,240,667.71	29,717.06	549,426
Total	36,496,324.12	201,686,687.33	63,202,517

States	Manufacturers (special taxes)	Miscellaneous including cigarette papers and tubes.	Total (all coins)
California	\$ 22,548.27	\$ 197,567.85	\$ 7,153,220
Florida	51,999.88	3,361.36	3,745,920
Illinois	17,125.66	400.12	5,748,425
Indiana	18,616.33	10.00	1,039,474
Kentucky	14,728.36	1,940.50	7,046,161
Maryland, including Dist. of Columbia ..	9,706.61	263.95	738,071
Massachusetts	12,174.04	45.23	839,217
Michigan	29,917.70	339.68	4,371,391
Missouri	13,912.70	24.33	9,312,432
New Jersey	91,246.08	5.12	24,179,866
New York	123,440.18	629,252.46	35,879,966
North Carolina	271,093.56	148,038.56	134,010,580
Ohio	63,286.59	1,856.34	10,152,329
Pennsylvania	219,781.70	901.31	20,848,576
Tennessee	7,259.82	113.08	3,243,597
Virginia	90,578.10	225.33	28,796,985
West Virginia	11,104.87	.....	2,034,332
Wisconsin	6,482.78	.....	3,868,388
All other states	42,562.69	5,957.26	3,868,580
Total	1,117,565.92	990,302.48	303,493,802

Summary of Collections	Ten months ended Oct. 31, 1924	ended Oct. 31, 1925
Sources		
Cigars	\$ 37,191,196.80	\$ 36,496,324.12
Cigarettes	180,730,949.12	201,686,687.33
Manufactured tobacco and snuff	63,704,643.69	63,202,588.11
Manufacturers (special taxes) ..	1,127,827.21	1,117,565.92
Miscellaneous, including cigarette papers and tubes	942,234.37	990,302.48
Total	283,696,851.19	303,493,468.11
Net increase (1925)		\$19,796,616.88

Connecticut Market Shows A Greater Activity

Shade Grown Tobacco Main Center of Attraction—Primed Havana and Round Tip Share Honors—The 1925 Crop Has Some Defects, But Good Burn—The '26 Crop Holds Attention—Miscellaneous Association Notes.

HARTFORD, Dec. 7.—Considerably more activity was apparent on this market during the past week. While the shade grown types were the main center of attention, there were also transactions in the Primed Havana Seed and Round Tip crops. There was none of the Round Tip crop in 1925.

The small acreage of Primed Havana of '25 has met with a ready sale and has sold about as readily as the shade crop, leaving only the darker grades to come on the market later on.

Good Handling Weather

We have at last had a spell of what we could call a tobacco damp, which held on long enough to put the hanging crop in a good order and allow its being taken down for stripping and bundling. Every grower did all he could to get his entire crop down during the three days of damp, rainy weather, which put the requisite amount of moisture in the tobacco, which was lacking in most of the crop taken down last.

Stripping is now in full swing on nearly every tobacco farm, with weather mild enough to allow comfortable working conditions in the sheds. Usually at this time of the year nearly all rain spells clear off cold and windy, with freezing temperatures, which, to a great extent, retarded the work of getting the crop into the bundle. Now that we have the crop down, there is nothing to hinder or delay the work of sorting and packing, and the warehouses will run full force until the season is over.

Not Up to Expectations

The writer spent some time during the week looking over a number of crops that were being stripped and bundled in the Primed Havana and Broadleaf sections. The crops showed a very small percentage of the fancy leaf one would expect in a growing season like the 1925. The drying season had its effect, for there is much of the "hayed down" leaf, some poor sweat, and some showing effect of the dry weather during the growing season. Other crops show leafy growth, but lacking texture, and show up a "slazy" or "leess" leaf, sometimes called papery, showing plainly the lack of sufficient fertilizer to carry the crop to a finish; but the redeeming feature is that the burn is about the average, and when the crop is ready for the market it will give good satisfaction to the users. Now that the crop is down, there is apt to be more or less riding done, and perhaps some buying, but up to present writing no sales have been reported, nor have any offers been made that were acceptable as yet to the growers, so prospects are for a late buying season, and that means a late packing, with no chance of early marketing of forced sweat goods, as we formerly did.

Retailer Agitation Keeps Up

The local press keeps up its articles on the untimeliness of 1926 acreage, and devotes much space to reporting the proceedings of the various meetings held in nearly all tobacco growing sections. The subject naturally, from all the newspaper talk is taken up by all other lines of trade; in a great measure dependent on the prosperity of the tobacco grower. No one alone has this "wet blanket" hit trade circles alone, but has placed the bating interests in an unsettled state of mind. The result is a narrowing of credits in all lines connected with the tobacco industry, and when that state of affairs exists it is also a factor in making matters for the tobacco grower still worse, because it tends to keep the packers from the field.

"Among Those Present"

Among the buyers in town were S. Leowitz, Jos. Arens, L. Leopold, P. L. Lee, Wm. Miller, J. L. McGerrity, Jose Di and S. Bijur of New York; Emil and Jos. Weddles, and Henry Taussig,

Chicago; A. Loeb, Philadelphia, and Fred W. Miller, of Cincinnati.

Association Sales

Sales were about 500 cases, and the several big deals still hanging fire. Warehouses are in full swing and plenty of tobacco to keep them going, so that we can soon get reports of the gradings of the crops that have been packed, and from that form a much better idea of the merits of the 1925 crop.—NUTMEG.

Many Industries Suffer With Growers

WINDSOR, Conn., Dec. 7.—The Windsor correspondent of a Hartford daily newspaper writes as follows:

"Should the tobacco growers of Windsor, in common with those of the Connecticut valley, decide to suspend operations the coming season, the effect will be far reaching. Few lines of industry can be mentioned that will not be seriously affected. In Windsor alone, the industry provides employment for several months for at least 1,500 people. No other crop here would provide employment for one-half that number.

"Generally at this season, representatives of fertilizer companies have visited their customers and made contracts for the following year. If tobacco is not raised next year, little fertilizer will be bought. Acres upon acres of cloth used in covering fields for shade grown tobacco will not be required. Automobile trucks and agricultural implements, many of which have to be bought each season, to say nothing of horses and mules, will not be required. Merchants who supply various commodities will notice a marked reduction in their sales. Insurance men who handle all lines of insurance for the tobacco men will notice a decrease in their premium writings from this valuable source. In fact the loss of the business is going to affect many people seriously, not only locally, but almost nationally.

Presumably Mayor Norman C. Stevens of Hartford had in mind, when he made the offer to co-operate with the farmers in substituting in other crops in place of tobacco for marketing in Hartford, that the tobacco growers for years had employed many hundred Hartford men, women and children during the tobacco season. The raising of crops other than tobacco will call for some help, but little in comparison with the number heretofore. There will be, therefore, a need for raising an abundance of food stuff to sell at lower price on account of the lack of employment."

Greece Adds to Export Duty

WASHINGTON, D. C., Dec. 7.—An additional export duty of 0.20 drachma per oka has been imposed on tobacco by the Greek Government, effective November 27, says Acting Commercial Attaché C. E. Dickerson, Athens, in a report to the Department of Commerce. The revenue from this tax is to be used for the support of central and district offices for the protection of Greek tobacco production and trade, which are to be established according to a decree published November 12.—LAMB.

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Havana News

HAVANA, Cuba, Dec. 4.—Compared with the two weeks before, this past week was not quite as active.

After Jose Suarez & Company bought over 5,000 bales of 1st and 2nds, Sutter & Company started buying of the same grades. As to Remedios tobacco the largest transactions took place in 3rd Capaduras. Aixala & Company bought nearly 300 bales of this grade from Lobeto y Miguel and other quantities from Lozano y Hno. and Muniz Hnos. Another buyer of 3rd Cap. was J. B. Diaz. Gerardo Smith received further quantities of Remedios Capaduras in several places. Echevarria & Perez bought from Constantino Gonzalez about 170 bales of clean Vuelta Abajo grades and Cano y Hno. sold to this firm a large Vega of Vuelta Abajo. Mark A. Pollack & Company bought some lots of Vuelta Abajo from Gonzalez y Ca., of Manrique street, and from the new firm of Constantino Gonzalez y Ca.

From the Country several thousand bales arrived during the past week. Vigil & Corzo are said to have bought some of the finest Vegas in the Sancti Spiritus section, in all some 1,200 bales. Most of the districts of Sancti Spiritus are sold out, for which reason holders of good 1sts and 2nds are asking rather high prices.

There was some demand for 2nd Caps. during this week, but the holders asked such high prices that buyers did not make even a counter offer. This is one of the many reasons why exporters are compelled to look for what they want in the country. As soon as there exists some demand the holders in Havana come out with excessive prices, making any buying impossible. While sometimes holders do not want to sell 1st Capaduras alone, another time they think that 2nd Caps. ought to bring prices paid a short time ago for good 1st Caps. During the last crop very few packings were put up by our Havana Almacenistas. The Almacenistas who did not pack bought ready packed Vegas in the country and so did several of the larger exporters, who knew very well that they would have to pay so much more, buying the same tobacco from the second hand. Only certain houses could afford to make large packings, and even these packings were put, or rather "compromised" for old customers, who have to buy a certain quantity and certain tobacco every year. It is a well known fact that the last short crop did not offer any margin to speculators, or rather, Havana Almacenistas, for which reason the larger exporters had to look for their tobaccos either packed or unpacked.

As far as prospects of the new crop are concerned, they are much better this week. Around the 1st and 2nd of this month plenty of rain fell in nearly all tobacco sections east and west of Havana. Naturally the larger or smaller total quantity still depends upon further developments of weather conditions. The farmers have all planted plenty of tobacco and if the good weather keeps up as during the past week, there is no reason why we should not have a good and large crop.

During this week Don Ladislo Menendez, of Menendez y Ca., arrived from Spain looking several years younger. No doubt old mother Spain knows how to treat her sons. Another new arrival was young Alfred Kaffenburgh, who is well able to take considerable work off the shoulders of his dad, one of the most hard working Havana tobacco men.

Havana is visited around this time by hundreds of tourists, who partly arrive on round-the-world trips. Several of

them, who knew Havana from years past, stated that the city is making wonderful progress and that the new government is doing even more than people expected. Many political parties are trying hard to induce President General Machado to accept the candidacy for President in another four years.—GALLO.

New Orleans News

NEW ORLEANS, La., Dec. 5.—The complaint made by some cigar manufacturers of New Orleans that their work is being delayed by reason of their inability to get the needed number of operatives, is a complaint which they should reproach themselves with and not members of the craft," remarked a well known cigar manufacturer to Tobacco a few days ago. "There is plenty of good material here for making cigar. If the local manufacturer will only take the trouble to teach those applying for work as cigar makers. The task is slow and a little expensive," he added, "since the beginner may be expected to waste more or less material in acquiring a knowledge of the business. But is not strictly true that competent cigar makers cannot be obtained here. We are decidedly irritating is the knowledge that some cigar manufacturers have, either for reasons of economy or because they neglect to avail themselves of the good material at their elbow, wean away from those who are teaching the trade to newcomers those who show any aptitude as cigar makers. This is 'business,' but the offenders could help but acknowledge that those methods are neither clean nor honest."

"There is quite another reason why New Orleans should have an abundance of good cigar makers," remarked another cigar manufacturer, whose products are of national renown. "Our operatives are mostly women and experience with them has taught us, as cigar manufacturers, that they are more reliable and dependable than men, in seeing that man is swifter and more artistic as a cigar maker. His speed is fast while he is on the job but the volume of waste with him is even greater than it is with the woman people worker. It is an unwritten rule among male cigar makers in the South that they are entitled to make for their use and consumption as many as all 'smokes' a day. Very few fail to avail themselves of this privilege in southern factories, and where hundreds of men are employed daily, the expense to the factory during the year runs into thousands of dollars. These 'smokes' are made of the best materials, of course, with no limit as to length of size. In our factory, it is equivalent to an expense of \$50,000 a year. It strikes me that New Orleans cigar manufacturers, whose force is largely female, and hence non-smokers of cigarettes, should feel very thankful that they are spared the burden of this expensive waste—that has to be borne to the complaining by some of the large factories of the South, notably of Texas."

The announcement that the president of Bryn Mawr has yielded to the appeal of its student government association against placing a ban upon smoking at the girls would now be permitted to smoke all they wanted, has aroused considerable discussion among local educators of the female sex.

Miss Matilda Talmadge, president of the student council of Newcomb college, thought that Bryn Mawr had shown eminent good sense in issuing the order. It was in her opinion a simple acknowledgement that laws are made in accordance with human nature and not



human nature in accordance with laws. President Pierce Butler concurred in the opinion, though disapproving of striking among women. Dr. E. A. Bittel, dean of the college of Arts and Sciences, Tulane University, thought the order was in decidedly bad taste and was establishing a dangerous precedent. Nicholas Bauer, Superintendent of Public Schools of New Orleans could not but think the decision was unwise. The Rev. F. D. Sullivan, S. J., President of Loyola University, thought that if the parents of the students attending Bin Mawr allowed them to smoke the college authorities were without authority to deny them this privilege, though he did not approve of smoking among women. It was a question of culture and refinement; not one of morality. R. Byron H. Dement, President of the Baptist Bible Institute, held that the striking habit was bad enough among men. Among women, it was simply disgusting. No aid in scholarship was extended to any male student who smoked. There were no smokers among either officers or members of the faculty. Their women did not smoke.

To Export Leaf

New Orleans is due to handle an immense amount of leaf tobacco for export within the next thirty days. Thirty million pounds of stored tobacco recently purchased of the Dark Tobacco Growers Co-operative Association for Ligon will be headed this way for shipment to Europe. The shipment will require thirty-one trainloads of forty cars each to handle the exportation.

Colonel Larrieu, in University Place, is fast gathering to his establishment the large clientele enjoyed by Max Guiraud, in the retail cigar and box trade. The first of a consignment of 25,000 Plecto Garcia cigars, of all sizes and prices, has just reached him and is being rapidly distributed by the establishment. A new cigar in this field, the Armo, put up by V. Guerra Diaz & Co manufacturers of La Mega, which Ligon is distributing, has been received by the Larrieu establishment. It is an attractive piece of merchandise, reasonably priced, and is being received with favor by patrons of the Larrieu cigar store.

Lorillard Changes

The Lorillard people have been making number of changes in the southern territory of late among their representatives, or to be more exact, have been switching their men from one post to another. So have the American Tobacco people. The many friends of W. E. Harris, district manager at New Orleans for the latter agency, will regret to learn that he has been transferred to Jacksonville, Fla., which will henceforth be the scene of his activities. He has been replaced by H. W. McNeal, who comes from the Shreveport territory, where he has been holding down the post of district manager for some time, having originally come from Memphis, where he represented the company in the same capacity. He is alert and active and should make good as he is himself a southerner and understands the southern character. His headquarters for the time being will be at 7818 Neon street, this city.

F. B. Rockwood has been promoted to field sales manager at Houston to New Orleans, succeeding A. C. Whitlock who was unable to resist the lure of the Florida real estate boom, where he is gone to accept a position with a real concern at Miami. His friends hope he will be able to find a place to stay when he gets there, as returning

adventurers from the Florida coast to New Orleans speak very discouragingly of present accommodations in the former little Florida city. Miami took over ten million dollars worth of building permits in October as against only one million dollars in New Orleans.

President Hymel, of the New South Cigar & Tobacco Company, distributors here of Admiration, Have-A-Tampa and Muriel brands of cigars, feels quite satisfied over the outlook from a business standpoint. They are doing as much business as the firm can handle satisfactorily to themselves and to the patrons. The holiday business has already started in with a rush. The "moistener" which is enclosed in every package of Muriels, keeping the cigar in prime condition, is appealing to purchasers of "holiday" goods and the brand is going fine.

Oscar Masson, of this city, has been placed in charge of the cigar stand just opened in the new Union Indemnity Building, this city. This is a \$1,500,000 office structure, one of the handsomest in New Orleans. Mr. Masson was formerly with U. Koen & Company, and the United Cigar Stores, and is an experienced hand at the business, with a large circle of friends who have promised him their support.

The Pan-American Cigar Company, is packing its Galdos cigars in new and very attractive wood containers, covered with gold foil, the cigar itself being wrapped in thin sheets of the yellow metal. The container bears the head of the Spanish grandee after whom the Galdos cigar is named.—CRESCENT

Cuban Government to Have Exhibit at Big Show

The Cuban Government in co-operation with ten of the leading independent Havana tobacco companies have completed arrangements for an exhibit in the annual Tobacco Industries Exposition to be held National Tobacco Week, January 25 to 30, 1926, in the Grand Central Palace, New York City, according to announcement from the headquarters of the Allied Exhibitors Association in the Hotel McAlpin, under whose auspices the annual Tobacco Industries Exposition is held with Harry A. Cochrane, General Manager, and Asa Lemlein, Business Manager. Samuel Levine of H. Duys Company is President of the Allied Exhibitors Association.

Hon. Felipe Taboado, Cuban Consul General and Carlos Pujol were active factors in consummating the arrangements for this important Cuban Havana exhibit.

Wasserman Finishing a Good Year For Standard Fives

So much has been said about the growth of the five cent cigar business that it is taken quite as a matter of course when a jobber says he has largely increased his trade upon a certain nickel brand. But it is a most pronounced fact with the B. Wasserman Company, New York, that the Standard Five cigar of Gradiatz, Annis & Company, Tampa, Fla., has absolutely exceeded all expectations in retail distribution around the Greater New York territory. Fully 60 per cent of the present consumption of cigars is on the so called Class A or nickel grade. And an exceptionally good Tampa-made cigar in this popular division is very satisfactory to the consumer, it is unnecessary to say.

JUAN B. DIAZ

BRUNO DIAZ

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Packings:

San Juan
San Luis
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Specialty—Remedios & Vuelta Abajo Tobacco

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LEAF TOBACCO

DRAGONES 106-107

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Warehouses:
Havana—Consulado 138-140
Porto Rico—Manatí

128 Water St.

NEW YORK

Philadelphia Factories Rush Holiday Supplies

**Shipping Cigars by Express to Meet Imperative Demands—
Numerous Calls for Additional Stocks—Most of Repeat
Orders Come from Western Points—Notable Activities.**

PHILADELPHIA, Dec. 7.—With the Christmas holiday but three weeks away there is concentrated effort among the manufacturers to bring about satisfactory shipments to the dealers and distributors clamoring for holiday stocks of these nationally known Philadelphia brands. In all the larger plants production is being rushed in order to accommodate all and it is expected that this speed will continue until the last moment of holiday stocking.

In order to avoid delays all the larger factories have been shipping by express and from now on this will be the means of fulfilling obligations of transportation and avoiding the congested freight traffic of this season.

Numerous calls have been made for additional stocks to supplement orders for Christmas goods made at an earlier date and these must await the reduction of present lists before they can be filled. Most of these repeat orders are coming from the western sections where there has been an unusual holiday demand for all Philadelphia made cigars.

Visiting heads of distributing firms have been calling on the manufacturers in an effort to speed up deliveries or to secure larger stocks of the holiday supplies and while manufacturers have assured their jobbers of their willingness to serve them it will be only after present orders are filled that they can accommodate them with additional cigars to meet their requirements.

While the manufacturing industry is thriving in the holiday prosperity the leaf trade is lagging along in the same hand to mouth type of trading. Most of the demand for leaf emanates from the smaller manufacturers, who have a spurt of fair business in the seasonal activity brought about by the approaching Yuletide.

Among the out of town distributors who have called at headquarters here in an effort to secure larger shipments were Frank Horning, manager of the M. J. Schwab Company, of Dayton, Ohio, and Charles Bock, of the Bock-Stauffer Company, of Pittsburgh, both distributors of La Palina in their respective territories. After a social and business call at headquarters of the Congress Cigar Company, they hurried back to their desks to assure customers that they will be supplied with their belated requests for the holiday needs in these Java wrapped smokes.

To Render Best Service

In an effort to render the best of service to distributors and customers in this critical holiday rush the factory forces of Bobrow Brothers are being concentrated on speeding up shipments of La Tosella, Topics, Bold and Recall, now nationally in demand for the gift giving season on the most extensive scale in the history of the firm. While the factory forces are endeavoring to fill all the requirements of its patrons, the heads of the firm, Charles Bobrow, Harry Bobrow and Harry Petrosky, are planning out the annual get-together banquet and general celebration of the winding up of a most prosperous year. Because of the exacting requirements of his attention to the broadening business of the firm, Mr. Petrosky has been obliged to decline the honor conferred upon him by the Sesqui-Centennial Commission when it appointed him director of the tobacco exhibit which is to be held during the exposition commemorating the 150th anniversary of the signing of the Declaration of Independence. The understaking involved in such a comprehensive exhibit will require the entire attention of the individual who is to supervise its activities, and as the Bobrow business is so extensive Mr. Pe-

trosky will not be able to do justice to the tobacco exhibit in dividing his time between his business interests and its accomplishment, in a way worthy of its importance in the nation's industries. No appointment has yet been made as there has been a complete reorganization of the Sesqui-Centennial Commission, with an entirely new personnel at its helm.

John E. Young, who is well known in the trade of the Quaker City and throughout the State as progressive factor in the leaf branch of the industry and secretary of the Philadelphia Leaf Dealers' Association, has removed his headquarters from 305 North Third street to the Hipple Brothers Building, in the square below. He will conduct his leaf brokerage business offices leased on the main floor of the Hipple Building, at 151 North Third street.

The packing of the 1925 Connecticut crops is occupying the time of Charles M. Hipple, head of Hipple Brothers, leaf dealers, 151 North Third street. Mr. Hipple is now in the Connecticut territory supervising his own packing and will spend several days in the crop district and in his warehouses at Hatfield, Mass. He has secured a large quantity of good Connecticut second which now is being consigned to the Hatfield warehouses.

With booming business for the El Product in the Metropolitan district, Frank P. Will, general manager of the G. H. P. Cigar Company, Third and Brown streets, went to New York to look after the needs of the distribution center in that city. He spent several days with the local manager, E. H. Enners, at headquarters, 131 Prince street, giving his personal attention to the Metropolitan requirements.

Back at headquarters here, Herbert Rheinsom, who covers New York State for the K. Straus & Company, leaf importers and dealers, reports a fairly active demand among the manufacturers throughout the Empire State. He will remain in headquarters here with the New England territorial representative and Vice-President George J. Gauffman until after the first of the year, when he will again take to the road, looking after the interests of this prominent Quaker City at the local offices.

leaf concern and one of the largest exporters in this section.

New Comer Gets Hearty Reception

When the newest addition to the (to Eisenlohr & Brothers' brands made its appearance in the retail stores during the week it received a warm welcome among the smoking public, much on a par with its forerunner and long established brand, the Henrietta of higher value. The newest of Henriettas made its debut at an appropriate season and was a popular seller in the five cent class of cigars. It has all the quality of the La brands and bids fair to prove as much favorite as the older product. Although but a week has passed since it appeared on the counter, already repeat orders have been coming into headquarters, 32 Market street, and in gratifying quantities. It has been stocked among the holiday goods in most of the local stores.

Although the contest which has been featured for the past three months among the sales organization of the Maryland Cressman Cigar Company closed on November 15, no announcement has yet been made of the winner in the sales competition. The records of all those who have been entered for the prize award—a trip to the Detroit headquarters and a merrily good time there as the guest of the firm—are now being tabulated so that the salesman producing the largest number of sales of Counsellors and Marls within the period, will be announced before the holidays. District Manager Joseph H. Garvett has returned to headquarters following a visit to the Detroit main office and factory.

Marshall Field Acquires Western Position

MINNEAPOLIS, Minn., Dec. 5.—In less than the year of action in the cigar market, the Coraza Cigar Company of Philadelphia, has surely gained wide distribution here. Practically all the foremost retail stores now stock the Marshall Field cigar, and the George R. Newell Company is to be congratulated as the jobbers on the spot. Late holiday business upon this brand is still arising at the local offices.

MILTON H. RANCK

Packer of and Dealer in
Domestic Cigar Leaf Tobacco
Office: Cor. Duke and Chestnut Streets
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All Grades
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Lancaster County Leaf Tobacco

Write Us For Samples
Minkoff Leaf Tobacco Co.
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All Types of Leaf Tobacco
210 W. Grant St. Lancaster, Pa.

We have the right tobacco for that cigar.
Accurate, reliable service guaranteed.

N. L. NOLT & SONS

Packers & Growers of
LEAF TOBACCO
Specializing in Pennsylvania
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BAREVILLE, PA.

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Packers of
Pennsylvania
Leaf Tobacco
MILLERSVILLE, PA.

Established 1886
WALTER S. BARE
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Connecticut and
Pennsylvania Tobacco
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York County News

YORK, Pa., Dec. 7.—The factories of York and Adams counties during the month of November manufactured 59,340 cigars, stamp sales at the York office of U. S. Internal Revenue and the suboffice at Red Lion show. This is nearly 2,000,000 more than the same month, 1924, when the production was 57,928. It does not, however, reach the October record of this year, which was 66,630,881, showing the decline in production which usually follows the run of orders for the Christmas holiday trade.

The receipts from all sources at both the York and Red Lion offices for the month of November show an increase over November of last year, but a decrease of about \$40,000 under the receipts of October, this year. The total receipts were \$388,679.61. Of this amount, the York office furnished \$155,172.59 and the Red Lion office \$133,507.02.

For the greater percentage of the total receipts at the Red Lion sub-office was derived from the sale of stamps for cigars, which retail for five cents each. The cigars which were grouped in Class A brought revenues of \$124,525.92. Other sources of income at the Red Lion office were: Class B cigars, \$2,287.91; Class C, \$6,627.60, and document stamps, \$66. The total receipts at Red Lion were \$133,507.02.

The sales of cigar stamps during the month at the Red Lion office in the different classes were as follows: Class A, which retail at not more than 5 cents, 31,1480; Class B, which retail at not over 8 cents, 381,250; Class C, which retail at not over 15 cents, 736,400. Stamp sales at this office were for a total of \$2,249,130.

The receipts at the York office came from these sources: Class A cigars, \$60,970.2; Class B, \$41,029.84; Class C, \$44,307.4; Class D, \$72.90; tobacco, \$7,036.1, and documentary, \$1,255.28. The combined total was \$155,172.59.

The sales of cigar stamps during the month at the York office in the different classes were as follows: Class A, 15,242.5; Class B, 6,921,640; Class C, 4,920,50, and Class D, 6,075. Stamp sales at the York office were for a total of \$993,270 cigars.

Big Banquet in Prospect

J. C. H. Gordonier, principal of the Milvill State Normal School, will be the principal speaker at the annual banquet of the York County Cigar Manufacturers' Association to be held Friday evening, December 18, at the New Yorktown Hotel, in this city. C. M. Ehehalt, secretary, reports that there is a big demand for tickets, indicating that there will be a larger attendance than at any previous banquet of the association. Invitations have been extended to cigar manufacturers and tobacco dealers in all parts of the country. The committee in charge of the banquet is arranging an elaborate program.

Frank O'Hara, proprietor of the cigar store 456 West Princess street, this city, has just closed the business and as soon as the stalls of the sale are consummated he will leave for Scodale, Pa., where his other is confined to her home by sickness. He expects to return to York later and again engage in business here.

Mrs. S. Heindel, cigar manufacturer of Red Lion, accompanied by Mrs. Heidel, left for an extended trip to Illinois, where they will visit relatives and friends in different parts of the state.

Red Lion Progress

There was an increase of about \$1,000,000 in the value of real estate during the year in Red Lion, much of which is attributed to the satisfactory condition of the cigar manufacturing industry. The

number of new dwelling houses is placed at 153 and there have also been additions to not a few manufacturing plants. These improvements ranged in value from \$5,000 to \$30,000. The addition to the plant of the Consumers' Cigar Box Factory cost \$25,000, and the addition to the Meads Tobacco Company not less than \$30,000. It is predicted that not less than one hundred new houses will be built next year.

The town of Red Lion, which is the center of the cigar manufacturing industry of York county, contains approximately 1,250 homes, 90 per cent of which, it is claimed, are owned by the families who live in them. Business conditions during the year have been so good that a number of strangers have been induced to locate in the thriving borough. The workers in the cigar, tobacco, cigar box, furniture and chair factories, which constitute the principal industries of Red Lion, make wages sufficiently large to enable them to pay for their own homes. The combined pay rolls of the industries of the borough is said to amount to \$10,000 a day.

Four hundred and fourteen certificates for girls and boys between the ages of fourteen and sixteen years to be employed in industries were issued by the secretary of the York city school district during the past scholastic year. Four hundred and seven were for regular employment, which necessitated, according to the Pennsylvania school laws, the attendance of the holders at continuation schools and seven were for vacation employment. There were 241 boys granted regular permits and four vacation permits and 166 girls regular permits and three vacation permits. Of the above number, certificates to work in tobacco factories were issued to three males and eleven females, and to work in box factories to two males and ten females.—YORK AD.

Wisconsin Tobacco Pool Makes Biggest Sale

MADISON, Wis., Dec. 5.—The Tobacco Pool announces a sale of tobacco of the 1924 and 1925 crops of stemming tobacco to Liggett & Myers Tobacco Company, which exceeds three-quarters of a million dollars in value. This is said to be the largest single contract for the sale of tobacco ever made in Wisconsin. The sale was negotiated by John Holman for the Pool, and by E. A. Green of Toledo, Ohio, for the buyers. Mr. Green has been in Wisconsin all this week examining the 1924 tobacco.

This is the first large sale of 1924 crop of stemming tobacco made by the pool. It is also the first sale of 1925 crop of either stemming or sorting tobacco made by the Pool.

With the closing of this sale, the Pool is able to assure its growers that it will be in a position to receive all of the 1925 stemming crops during the usual receiving period, commencing about the first of January, 1926.

The sale of 1924 crop includes all of the stemming tobacco of all grades in eleven of the Pool's Warehouses in both the northern and southern districts.

Charles Denby Cigars All Over Wisconsin

MILWAUKEE, Wis., Dec. 5.—Everywhere you go in this state you cannot fail to see the Charles Denby cigar, of H. Fendrich, Inc., Evansville, Ind. This generous sweep of distribution has been obtained here by the D. Kurman Company. Their salesmen are everywhere, and they invariably have the experienced assistance of such good sales managers as Ed Beall, of the Denby factory. Liberal advertising support is always afforded a Denby crew, and the jobber is encouraged throughout the year by the Fendrich belief that too much publicity can never be attained.

MT. JOY FARM PRODUCTS CO., Inc.

Growers, Packers and Dealers in

PENNSYLVANIA TOBACCO

All Lancaster County Growers MT. JOY, PA. Correspondence Solicited

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HARPER TOBACCO COMPANY

INCORPORATED

Packers of NORTHERN WISCONSIN TOBACCO

CHOICE
NORTHERN
BINDERS

Tomah, Wis.

FANCY
BULKED SWEATED
B's

HENRY MILLER'S SONS

309 RACE STREET, CINCINNATI, O.

Growers and Packers of

DOMESTIC TOBACCOS

Packing Houses: MELROSE, CONN.

QUINCY, FLA. MIAMISBURG, OHIO

E. L. Nissly,

H. Roy Nissly,

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ESTABLISHED 1885

LANCASTER TOBACCO COMPANY

Exporters of LEAF, STRIPS, SCRAPS, CUTTINGS and SMOKING TOBACCO

Factory equipped with the latest improved machinery, for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.

Office and Factory:

Correspondence Solicited.

FLORIN, PA.

HOW TO MAKE CIGAR-CIGARETTES

The new smoke is becoming very popular in Europe as well as in Asia and America. Lavante-Tabak A. G. of Loreleystrasse 10-12 Köln A. R. H., Germany; and N. V. H. D. Mac Gillivray, of Ambarawa, Java, Dutch East Indies, are manufacturing cigar-cigarettes according to our Holland Patent (Octrooi No. 11142; Klasse 79b; Groep. 23; Aanvrage No. 1935 Ned.).

The Meads Tobacco Company of Red Lion, Pa.; the Rost Tobacco Co. of Lancaster, Pa.; Messrs. E. B. Hagenstein & Co. of Lincoln, Pa. and The Tobacco Trading Corporation, of Louisville, Ky.; will soon manufacture cigar-cigarettes according to exclusive licenses from us and for their respective territories. We can grant other exclusive licenses for every City, County, State or Territory of the United States. Reasonable fees. Read our American Patent No. 1479458 obtainable from United States Patent Office at ten cents each.

In China, Brazil, Argentina etc., etc., except the countries where the method has been patented, the cigar-cigarette could be manufactured freely, without patent restriction. It could also be manufactured freely by all Government Tobacco Monopolies.

To make cigar-cigarettes in United States it is necessary:

- 1st. To obtain a grant from International Tobacco Corporation of 5729 Park Avenue, Montreal, Canada. She is the owner of the American Patent No. 1479458.
- 2nd. To buy a special machine from the Comas Cigarette Machine Company of Salem, Virginia, U. S. A. They make it suitable for big cigarettes in accordance with our Patent No. 1479458.
- 3rd. To use only purest water-cress or black pectoral cigarette paper, or paper made of stems and ribs of tobacco leaves.
- 4th. According to patent specification for finishing the product, the big cigarette must be wrapped by hand with a wrapping of leaf tobacco of a fair quality and an outside wrapping of leaf tobacco of a high grade, but the manufacturer may omit the inside wrapping of a fair quality if he could secure in the market purest and gummy or rigid cigarette paper.
- 5th. The small cigar-cigarette cannot be economically manufactured.
- 6th. The Comas machine will produce FIVE HUNDRED THOUSAND BIG CIGARETTES PER DAY at a cost of from THREE TO FIVE CENTS A THOUSAND.
- 7th. As the filler is cut in fine shreds, unstemmed leaf tobacco could be used to profit in weight of from thirty to thirty-five per cent.
- 8th. The cigar-cigarette could be made of different kinds, to viz.: Mild Havana tobacco cigar-cigarettes for young men and ladies. Middle or strong Havana or Havana and American mixed tobacco cigar-cigarettes for cigar smokers.
- 9th. Middle or strong Havana, or Turkish, or American, or Havana, Turkish and American mixed tobacco cigar-cigarettes for cigarette smokers.
- Strongest Navy Club plug tobacco shred cigar-cigarettes for pipe smokers.
- 10th. To place upon every finished cigar-cigarette a lithographic paper ring with the words and figures: "Patented 1st Jan. 1924" and a distinctive mark, letter or figure according to agreement.

The finished cigar-cigarettes will be handsomer than the long filler cigars, because the big cigarette will be made by machine at a uniform pressure. The long-filler bunches are made by different workmen and cigars of same brand are not uniform. The large-size cigarette bunches wrapped by hand with a leaf tobacco of a high grade, will always smoke freely.

The paper made of stems and ribs of tobacco leaves, or water-cress or black pectoral cigarette paper wrapping of the cigar-cigarette patented, has not been objected to by either cigar smokers or cigarette smokers. The new method has only been objected to by interested hand makers of long-filler cigars. Logically, if the purest paper is good for cigarettes it must also be good for cigar-cigarettes. The hand long-filler bunch is an old Indian industry. The cigar-cigarette represents a progress above the cigarette; it is a product to satisfy Cigar, Cigarette and Pipe smokers.

MANUFACTURERS: Apply for blank form agreement to International Tobacco Corporation, 5729 Park Avenue, Montreal, Canada.

ANDREW JENSON & SON

Packers of Wisconsin Leaf Tobacco

EDGERTON, WISCONSIN

Latest Equipment for Reswetting Seedleaf Types of Tobacco

Anchor Forwarding Co. Inc.

TELEPHONES: 6090 BOWLING GREEN 2 and 4 STONE ST. NEW YORK

CABLE ADDRESS "ANFOCO" NEW YORK ALL STANDARD CODES

International Freight Forwarders

Customs and Insurance Brokers EVERYTHING EVERYWHERE Lighterage Storage and Trucking

Your forwarding agent is the master link in correct and efficient exporting. A thorough investigation of his integrity, responsibility, and efficiency should always be made.

The handling of tobacco in its various forms entails many details and a complete knowledge

of all special requirements is necessary in order to assure efficient shipping.

We have specialized in the forwarding of tobacco to all parts of the world.

We respectfully solicit your patronage and invite investigation of our ability and integrity.

Recent Tobacco Exports from Hampton Roads

Reported by the Virginia Forwarding Corporation of Norfolk, Va.

From Norfolk

S. S. *New York City*, Nov. 2; 792 tierces leaf tobacco to Bristol, England.
 S. S. *Kerhonkson*, Nov. 3; 498 tierces leaf tobacco to Manchester; 2 boxes leaf tobacco samples to Belfast.
 S. S. *Clairton*, Nov. 3; 247 tierces leaf tobacco to Glasgow; 1261 tierces leaf tobacco to Avonmouth.
 S. S. *Amassia*, Nov. 3; 303 hhds. leaf tobacco to Bremen.
 S. S. *Bannack*, Nov. 1; 2001 tierces leaf tobacco to Bristol.
 S. S. *Hoosac*, Nov. 6; 395 hhds. leaf tobacco; 465 tierces leaf tobacco; 11 cases plug tobacco to Liverpool.
 S. S. *Valacia*, Nov. 9; 680 hhds. leaf tobacco; 160 hhds. leaf tobacco; 383 tierces leaf tobacco to London.
 S. S. *Kearny*, Nov. 10; 697 tierces leaf tobacco; 33 hhds. leaf tobacco to Liverpool.
 S. S. *City of Flint*, Nov. 10; 55 tierces leaf tobacco; 243 hhds. leaf tobacco to London.

S. S. *Conehatta*, Nov. 10; 2002 tierces leaf tobacco to Avonmouth.
 S. S. *Deuel*, Nov. 12; 204 hhds. leaf tobacco, and 12 hhds. scrap tobacco to Bremen.
 S. S. *City of Bedford*, Nov. 14; 30 pkgs. leaf tobacco to Keelung; 57 hhds. leaf tobacco to Kobe; 140 hhds. leaf tobacco to Shanghai.
 S. S. *Nevisian*, Nov. 15; 1179 hhds. leaf tobacco; 195 pkgs. leaf tobacco to London.
 S. S. *West Inskip*, Nov. 11; 64 pkgs. and 154 hhds. and 2 boxes leaf tobacco and 2 boxes tobacco samples to Antwerp; 62 hhds. leaf tobacco to Charleroi.

From Newport News

S. S. *Chattanooga City*, Nov. 5; 270 hhds. leaf tobacco to Monghyr; 270 hhds. leaf tobacco to Bangalore.
 S. S. *Hoosac*, Nov. 6; 50 hhds. leaf tobacco to Liverpool.

S. S. *Nevisian*, Nov. 5; 156 hhds. leaf tobacco to London; 17 hhds. leaf tobacco to Antwerp.

S. S. *William Penn*, Nov. 12; 15 pkgs., and 1859 hhds. leaf tobacco, and 60 hhds. tobacco stems to Shanghai; 4 cases smoking tobacco; 1 case plug tobacco and 1 case of cigarettes, to Hong Kong; 12 cases smoking tobacco to Bangkok.

S. S. *West Inskip*, Nov. 11; 139 hhds. leaf tobacco to Amsterdam; 64 hhds. leaf tobacco to Antwerp.

S. S. *Memnon*, Nov. 14; 11 cases smoking tobacco to Straits Settlements; 150 cases cigarettes for Bangkok; 40 cases smoking tobacco; 555 cases cigarettes, and 12 cases plug tobacco to Singapore.

S. S. *City of Hankow*, Nov. 16; 20 case plug tobacco, and 432 pkgs. leaf tobacco to Melbourne; 9 cases plug tobacco to Adelaide.

Oxford Offerings

OXFORD, N. C., Dec. 5.—Our market sold for the week 843,430 pounds at an average of \$24.68, which brings the total sales for the season to 5,296,588, amounting to \$1,256,822.22, averaging \$23.73.

Last year's records show that the sales this date were 4,701,213 pounds, at an average of \$25.11.

The rains of Wednesday and Thursday caused blocked sales on Friday, not finishing Friday's sale until noon on Saturday.—W. A. ADAMS Co.

Tom Moore Cigars Make Enormous Come-Back

DETROIT, Mich., Dec. 5.—Six months ago the Kleiner Cigar Manufacturing Company, of this city, announced the new marketing of the old Tom Moore brand. And, in the short time since the proclamation was made, the Tom Moore has made an enormous record in the territory so far covered. About a year ago the Tom Moore was purchased as an inactive brand by the Kleiner Company here, and a new factory was immediately constructed to take care of the protective business. This factory is now swamped with orders, and the holiday demands will hardly all be taken care of before the requirements of the new year will again have the manufacturing capacities of the Kleiner folk working till day and to take care of the listed business.

A remarkable record of a remarkable tobacco

THIRTY-THREE per cent more Porto Rican cigars were imported by the tobacco trade of the United States during the fiscal year 1925 than in the previous twelve-month period. The recent Porto Rican harvest of leaf tobacco is practically sold out.

Merit is beating a path for Porto Rican cigars and tobacco. There is a very decided trend toward Porto Rican cigars and tobacco in this country.

Manufacturers, jobbers and dealers will profit by serving the demand of smokers for Porto Rican cigars, or cigars containing Porto Rican tobacco.

*We can tell you more about
Porto Rican cigars and tobacco.
Write for information.*

GOVERNMENT OF PORTO RICO TOBACCO GUARANTEE AGENCY

136 Water Street, New York
Telephone John 1379
F. LINARES, Agent

To protect buyers of Porto Rican tobacco the Government requires the affixing of a Government Guarantee Stamp to every box of cigars and every bale or barrel of P. R. tobacco leaving the island. Look for these stamps.

AMBER-MEERSCHAUM

THE NATIONAL IMPORTING CO., INC.

2 ELM ST., NEW YORK

FACTORY SUPPLIES

Porto Rican Outlook

JUAN, P. R., Dec. 3.—Last Sunday most of the tobacco belts heavy rain did some damage to seed and new plantings. I cannot yet say what was the extent of the damage. Reports from Jayuya are very encouraging. Nearly 900 acres will be planted and it is calculated that about 100 quintales of tobacco will be produced in this section. At this time one-third at least has been planted.

Reports from Utuado are also very favorable. About 2,000 acres will be planted, which may produce from 10,000 to 12,000 quintales of tobacco. In the districts of Ciales, Manati and Pinar about 4,500 acres are in preparation and these districts may produce this year, if weather conditions continue favorable, from 20,000 to 25,000 quintales.

In Vega Baja about 300 acres will be planted with a production of about 1,500 quintales, and from Aguas Buenas it is reported that 600 acres will be planted, which may produce about 4,000 quintales.

As soon as I get information from other districts, I will report in due time.—MIRAMONTES.

Porto Rican-American Co., Brands Great Year

SAN JUAN, P. R., Nov. 30.—Very large shipments of cigars are being made here by the steamship bound for New York. Most of these goods are billed to the customer of the Porto Rican-American Cigar Company, which has now established a record year for El Toro, Nurica, and P. T. Pina. President Luis Toro, of the company, is immensely satisfied with the progress of the last twelve months, particularly with the redoubled efforts made in the last five months. In that time a new campaign has been put over, with the assistance of Sales Manager Edward F. Rosenthal, formerly of the General Cigar Company, and assistant to the president, Harry Cullin, who manages the New York offices at 185 Madison avenue. Prospects for the incoming year are regarded here as excellent and the Portina brand, particularly, should excel all previous waves in the sales chart.

Check the Waste in Marketing

WASHINGTON, Dec. 7.—Practical steps to check the wastes in marketing, characterized by Secretary Hoover as being of great importance, are outlined in a survey of the Expenses of Doing Business, results of which were made public in preparation for the general meeting of the National Distribution Conference to be held in Washington, D. C., December 15 and 16.

The survey, made by a committee representative of all classes of distributors, constitutes the first concerted effort in the part of business to trace

all the items of marketing expenses that go to make up the consumer's dollar, which are found to range from 24 cents in the case of meats to 52 cents in the case of furniture.

The report of the committee making the survey, of which Robert R. Ellis, President of the Hessig-Ellis Drug Company, of Memphis, is chairman, discloses in sharp outline the difficulties that are encountered in attempting to check the wastes in marketing which are held accountable in the public mind for huge losses and consequent high prices. These are due, the committee finds, mainly to the lack of uniformity and adequate cost records.—L.A.M.M.

Robert Emmet Factory Ex-cels Former Holiday Trade

DETROIT, Mich., Dec. 5.—Numerous duplicate and triplicate orders for Robert Emmet cigars to jobbers for Christmas sales, are being shipped from the local factory of the Spietz Cigar Company. From almost every town on the distributing list there have been repeated calls for more Emmets, and Charles F. Becker, the Detroit distributor, says his sales this year have been the best in his history.

Indiana Jobbers Create Market for Childs

INDIANAPOLIS, Ind., Dec. 5.—Following up the pre-distributive campaign of last summer on the American Cigar Company's George W. Childs five cent cigar, the local branch of the J. B. Moos Company has established a high water mark in retail coverage. Manager Fred Pixley, of the Moos firm, is surprised to observe a continuous demand for the brand, even in these last few weeks of the season, when normal cigar trade usually falls off sharply.

Kraus Distributors Order More Holiday Stock

BALTIMORE, Md., Dec. 5.—In the Tennessee market there is a particularly fine demand for In-B-Tween and Amorita cigars. Recent orders from this field required more In-B-Tweens for Moore & Jones, the Nashville jobbers, and additional supplies of Amorita cigars for Sambuccetti & Son, the Memphis city distributors. Daniel J. Lowrie opened this territory for the Kraus & Company factory here, and it is said the Christmas sales, so far advanced, are responsible for most of the present increase.

Sunset Trail Cigar Pleases Utah Distributors

SALT LAKE CITY, Utah, Dec. 3.—Concentration upon five cent cigar manufacture has enabled the Roby Cigar Company, of Barnesville, Ohio, to make a most satisfactory smoke for the Utah market. This is illustrated very well by the doubling business upon this brand, in the past few months, since the Roger Cigar Company, of this city, took over the local distribution.



STERN-MENDELSON CO., INC.
HAVANA & PORTO RICO TOBACCO
165 FRONT ST., NEW YORK

FRANCISCO BUXO
Grower, Stripper and Pack of
SAN LORENZO FILLERS OF PORTO RICO TOBACCO
San Lorenzo is located in Porto Rico's best tobacco section.
SAN LORENZO, PORTO RICO

EDWIN A. BENJAMIN
Manufacturer of
PORTO RICAN CIGARS FOR JOBBERS
Prices ranging from \$22 to \$75 per M.
Package goods \$19 to \$25.

Caguas,Porto Rico

KOHLBERG-GONZALEZ CO., INC.
Nothing Satisfies Like a Good Cigar.
PORTO RICAN TOBACCOS
144 Water Street, NEW YORK Tel. John 2821
Warehouses & Plantations: AIBONITO—COMERIO—GURABO

Cable "Cobias"
COBIAN SOLARES & CO., SUCS.
S. en C.
Growers, Packers and Strippers of Porto Rican Tobacco
Our Specialty Comercio Tobacco

Comerio,Porto Rico

Cable: "Menendez" Bayamon Code: A. B. C. 3th Ed.
VICTORIANO MENENDEZ
PACKER and STRIPPER of
PORTO RICAN TOBACCO
(Exclusively Inland) BAYAMON, PORTO RICO

RAMON MORAN & COMPANY
Growers, Packers & Strippers of
Porto Rican Leaf Tobacco—Exclusively Inland
MANATI, PORTO RICO

FRANCISCO GALENO CABAN
UTUADO, PORTO RICO
GROWER and PACKER OF
High Grade Porto Rico Tobacco
Exclusively Inland

ORTIZ HERMANOS
AIBONITO, PORTO RICO
Growers, Packers and Strippers of Exclusively INLAND
PORTO RICAN TOBACCO

E. ROSENWALD & BRO.
15 WATER STREET
NEW YORK

IMPORTERS
EXPORTERS &
PACKERS OF

TOBACCO

ELADIO MIRANDA
PACKER and STRIPPER OF INLAND
PORTO RICO TOBACCO
VEGA BAJA, PORTO RICO

PORTOCUBA CORPORATION

IMPORTERS AND PACKERS OF

PORTO RICO and HAVANA TOBACCO

DEALERS IN DOMESTIC TOBACCO

109 John Street, New York

Warehouses: HAVANA, CUBA

UTUADO, P. R.

DURLACH BROS.

Growers and Packers of

High Grade Porto Rico LEAF TOBACCO

Caguas,

Porto Rico.

New York Office

181 Water St.

STROUSE & HOLZMAN

Dealers and Packers of

LEAF TOBACCO

Conn. Shade - Broadleaf - Porto Rico - Havana
197 WATER STREET :: :: NEW YORK CITY

SOLA Y CO., INC

CAGUAS, PORTO RICO

Packers, Strippers and Dealers in

PORTO RICAN LEAF TOBACCO

NORBERTO GARCIA

UTUADO, PORTO RICO

Grower, Packer and Stripper of

INLAND PORTO RICAN TOBACCO

JOSE SILVA

Packer, Dealer and Stripper of

PORTO RICAN TOBACCO

Exclusively Inland

JUNCOS, PORTO RICO

CABLE ADDRESS "JOSILVA"

TADAMA

INFINITO

LORD BYROM

CLEAR HAVANA CIGARS

ARGUELLES, LOPEZ & BRO., Inc., Makers

GENERAL OFFICE AND FACTORY, TAMPA, FLORIDA
Eastern Office: 232 PEARL ST., NEW YORK Warehouse: HAVANA, CUBA

DONATO VIGIL & CO.

Importers and Exporters of

LEAF TOBACCO

San Juan,

Porto Rico

Imported Tobacco, Cigars, Cigarettes, Etc

Names of Steamships and Dates of Arrivals at Port of New York

Tobacco from Porto Rico

S. S. Caracas	—Nov. 30
Durlach Bros., Inc.	Barrels 270
U. Duys & Co.	10
J. D. Calindo	16
Hamburger Bros. & Co.	84
Rosenstadt & Waller	93
Stern, Mendelsohn & Co.	103
	Bales 30
Durlach Bros., Inc.	265
Hamburger Bros. & Co.	12
J. B. Lichtenstein	78
C. Lewis Cigar Co.	16
Rosenstadt & Waller	25
Stern, Mendelsohn & Co.	35
S. S. Hellen	—Nov. 30
	Barrels 30
J. Klorfein	43
I. Cohen	50
S. S. Ponca	—Dec. 1
	Barrels 30
Durlach Bros., Inc.	71
P. Lorillard Co.	263
Maurice Winter Co.	115
	Bales 30
J. B. Lichtenstein	7
Rosenstadt & Waller, Inc.	50
J. B. Lichtenstein	.67 packs.
S. S. Porto Rico	—Dec. 1
	Barrels 30
Rosenstadt & Waller	40
Hamburger Bros. Co.	24
Consolidated Cigar Co.	119
P. Costa	5
J. Cohn Co., Inc.	7
Durlach Bros., Inc.	102
Maurice Winter	33
	Bales 30
Rosenstadt & Waller, Inc.	51
N. Y. & Porto Rican S. S. Co.	1
Hamburger Bros. Co.	35
Durlach Bros., Inc.	6
Madera Tobacco Co.	50
Maurice Winter Co.	10
P. Costa	10
I. Lewis Cigar Mfg. Co.	.7 cases

Tobacco from Rotterdam

S. S. Vechtdyk	—Nov. 30
	Bales 30
E. Rosenwald & Bro.	60
Herzog & Sarbuy	31
R. J. Kugelmann	18
Hinsdale, Smith & Co., Inc.	77
H. Duys & Co.	77
W. Van Doorn	12 cases

Tobacco from Havana

S. S. Siboney	—Dec. 2
	Bales 4
J. A. Mesa & Co.	250
General Cigar Co.	35
J. Haffenburgh & Sons	35
H. Duys & Co., Inc.	10
A. F. Varanelli	5
Yokum Bros.	5
K. Straus & Co.	5
E. Rosenwald & Bro.	299
S. Rossin & Sons, Inc.	6
S. Ruppini, Inc.	6
Stern, Mendelsohn Co., Inc.	220
J. Sutter & Sons	5
L. Greenberg	5
	Barrels 22
J. A. Mesa & Co.	22
Strouse & Holzman	6
B. G. Davis & Co., Inc.	18
H. Duys & Co., Inc.	23
B. Castellano	45
K. Straus & Co.	57
E. Rosenwald & Bro.	57
E. P. Cordero & Co.	26
Hinsdale, Smith & Co., Inc.	25
S. Rossin & Sons, Inc.	111
American Cigar Co.	51
F. Miranda & Co.	82
Stern, Mendelsohn & Co.	36
E. Spingarn & Co.	36
Waitt & Bond	224
Manuel Lopez & Co.	3
R. Sichel	78
S. Ruppini, Inc.	110
	Packs 59
R. A. Bachin & Co.	207
General Cigar Co.	207
J. Bernheim & Son	22
G. B. Davis & Co., Inc.	2

Yokum Bros.	.....
E. Rosenwald & Bros.	.....
G. H. P. Cigar Co.	.....
Strouse & Holzman	.....
F. Miranda & Co.	.....
Hamburger Bros. & Co.	.....
E. Spingarn & Co.	.....
G. M. Beyea	.....
S. S. Pastores	—Nov. 30
J. F. Davenport	20 re

Tobacco from Turkey

S. S. Saugus	—Nov. 30
Liggett & Myers Tobacco Co.	.....
On order	.....

Tobacco from London

S. S. Minnetwaska	—Nov. 30
Faber, Coe & Gregg	.....
Metropolitan Tobacco Co.	.....

Tobacco from Manila

S. S. Malvernian	—Nov. 30
Determan & Co.	.....

Tobacco from Naples

S. S. Martha Washington	—Dec. 2
L. Oppenheimer & Co.	.....
G. A. Henshaw & Sons	.....
W. S. Luckett	.....

Tobacco from Liverpool

S. S. Laconia	—Nov. 30
R. H. Macy	.....

Tobacco from Denmark

S. S. Frederik VIII	—Nov. 30
Sutherland International Despatch	.....

Tobacco from Liverpool

S. S. Doric	—Dec. 1
American Tobacco Co.	.....

Tobacco from Glasgow

S. S. Cameronia	.....
A. Dunhill, Inc.	.....

Cigars from Porto Rico

S. S. Caracas	—Nov. 30
Gans Cigar Co.	.....
S. S. Porto Rico	—Dec. 2

H. Ottenberg	.....
J. Klorfein	.....
Madera Tobacco Co.	.....
I. Lewis Cigar Mfg. Co.	.....
P. Costa	.....
United Cigar Stores Co.	.....
Porto Rican American Tobacco	.....
Donato Vigil Co.	.....
Villa, Lanza & Co.	.....
Madera Tobacco Co.	.....
C. Shavrien	.....
Infanzon & Rodriguez	.....
S. S. Hellen	—Nov. 30
Bosch Bros	.....
S. S. Porto Rico	.....
Porto-Rican American Tobacco	.....
United Cigar Stores Co.	.....
Infanzon & Rodriguez	.....

Cigars from Havana

S. S. Siboney	—Dec. 2
G. S. Nicholas Sons Co.	.....
Park & Tilford	.....
Young & Glenn	.....
D. A. Schulte, Inc.	.....
Duncan & Moorhead Co.	.....
M. J. Dalton Co.	.....
H. T. Hart & Co.	.....
Estabrook & Eaton	.....
Benson & Hedges	.....
C. B. Perkins Co.	.....
Charles & Co.	.....
Benson & Hedges	.....
T. B. Moos Co.	.....
D. Frank & Co.	.....
R. J. Siedenbergh Co.	.....
Central Union Trust Co.	.....
Faber, Coe & Gregg	.....
G. S. Nicholas & Son, Ltd.	.....
M. J. Dalton Co.	.....
E. E. Jordan	.....
A. Dunhill	.....
A. J. Billin & Co.	.....
The Stearn & Co.	.....
R. E. Lane	.....
H. Straus	.....

Read Tobacco Weekly

S. Pierce Co.	1
Reyer & Sons, Inc.	1
Vagner & Sons	1
Nei Hesslein & Co.	1
Ryer & Co.	1
Per Athletic Association	12
hio Blake	1
Products Co.	1
Ray Ficker	1
Mahn	1

Cigar Ends from Manila	
St. Malvernian	—Nov. 30
etmann & Co.	—21 bales

Cigarettes from Porto Rico	
St. Porto Rico	—Dec. 1

United Cigar Stores Co.	238
Port Rican American Tobacco Co.	6

Cigarette Paper from Italy	
Giuseppe Verdi	—Nov. 30
M. Segel & Sons Co.	—8 bales

Cigarette Paper from France	
St. Vincent	—Dec. 1
Cases	

Standard Products Corp.	17
Cigarette Paper from Germany	
St. Deutschland	—Nov. 30
M. Segel & Sons	—14 cases

Cigarette Holders from Germany	
St. Luetzow	—Dec. 2
G. Gidig & Blum Corp.	—1 case

Pipes from Rotterdam	
St. Vechtdyk	—Nov. 30
Cases	

American Clay Pipe Works	12
M. Fmstra & Co.	1

Play Pipes from Rotterdam	
St. Tomalva	—Nov. 30
Cases	

St. Herman	10
Pipes from France	

St. Paris	—Dec. 2
Import Company	—1 case

Smoking Articles from Hamburg	
St. Deutschland	—Nov. 30
New York Trust Co.	—1 case

Matches from Hong Kong	
St. Malvernian	—Nov. 30
Co der	—1 box

Cigars from Manila	
St. President Adams	—Dec. 4
Cases	

L. Cenberg	17
United Cigar Stores Co.	81
B. oos & Co.	10
H. Hilbert Co.	36
L. W. Peabody & Co.	5
L. J. Herman Co.	47
Hilljine Tob. Co.	21
Frider & Sons	49
Terit Commercial Co.	56
othin-Litzrold Corp.	29
ustn Nichols & Co.	2
outhn Pacific Lines	2
A. A. Jarvis & Sons	20
tone Ordean & Wells	5
tele Stewart Co.	8
nzo Cigar Co.	5

Tobacco from Manila	
St. President Adams	—Dec. 4
Bales	

Hilljine Tob. Co.	16
Frider & Sons	25
eter an & Co.	7
atical City Bank	67

Cigarettes from Alexandria, Egypt	
St. President Adams	—Dec. 4
Cases	

abe Coe & Gregg	2
o der	2

Was It Embalmed?	
DANVILLE, Va., Dec. 5.—G. W. Dalton	

tripped the local market this week by	
triv into Union Warehouse in a	
to hearse containing three hundred	
un of leaf, which he said was in	
good keeping" order. He explained the	
rust rig by saying that a neighbor	
one work to be done on the hearse	
had some tobacco to bring here	
omiretta, so they joined forces and	
e fiscal contraband came over while	
los The tobacco was not hoodooed	
ld bought a good price on the follow-	
g.—TETLEY.	

To Try Case December 28

DANVILLE, Va., Dec. 5.—The litigation resulting from the collapse of the Hughes storage warehouse will be heard during the week beginning December 28 in the corporation court, Judge D. P. Withers having set that week for the four cases. The Hughes trustees are suing the W. D. Powell Company for damages to the building, claiming that the concern was responsible for the crash. Three adjoining property owners are suing Powell and the trustees for damages to their building.—TETLEY.

South Boston Average \$15.12

SOUTH BOSTON, Va., Dec. 5.—Total tobacco sales for official week ending December 2, 687,827 pounds; average price, \$15.12 per 100 pounds. Sold to date of 1925 crop, 5,370,195 pounds; average price per 100 pounds, \$15.05. Sales were marked by a larger per cent of common tobacco during the last week. Cigarette types are in good demand and are bringing good prices.—E. L. EVANS, Secretary, Tobacco Board of Trade.

Rocky Mount Sales Light

ROCKY MOUNT, N. C., Dec. 5.—Owing to the rainy weather, sales have been very light since Thanksgiving, amounting to 565,636 pounds, that averaged \$27.14 per hundred. This brings the total sold to date to 22,062,692. With favorable weather sales will be heavy until the market closes for the Christmas holidays, at which time the crop will be practically sold.

Listed Tobacco Stocks

Closing Prices Monday
Reported by Marketwise

	Bid	Asked
American Snuff	143	146
American Snuff pfd.	100	107
American Sumatra	12	12½
American Sumatra pfd.	105	120
American Tobacco	116	116½
American Tobacco pfd.	108½	109
American Tobacco "B"	113½	114
Consolidated Cigar	57	57½
Consolidated Cigar pfd.	95	96
General Cigar	101½	103
General Cigar deb pfd.	110	115
General Cigar pfd.	104	109
Liggett & Myers	90	92
Liggett & Myers pfd.	122½	123
Liggett & Myers "B"	88	90
Lorillard, P.	36½	36½
Lorillard, P. pfd.	111½	115
Reynolds, R. J. Co., pfd.	121	122
Reynolds, R. J. Co., "B"	92¼	93
Tobacco Products	95½	96
Tobacco Products "A"	105½	106
United Cigar Stores	106	107
United Cigar Stores pfd.	132	134
U. S. Tobacco Co.	56	59
U. S. Tobacco Co. pfd.	113	114

Inactive and Unlisted Stocks

Closing Prices Monday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar	111	114
American Cigar pfd	95	99
Bayuk Cigars	38	39
Bayuk Cigars, 2nd pfd	95	100
British-American Tobacco	26	28
Continental Tobacco Co.	14½	15
Eisenlohr & Bros. com.	17	19
Eisenlohr & Bros. pfd.	88	92
G. W. Helme Co., new.	77	78
G. W. Helme Co., pfd.	114	117
J. S. Young	124	128
J. S. Young pfd.	103	109
Imperial Tobacco	24	25
International Cigar Machine.	65	75
Johnson Foil	80	90
McAndrews & Forbes	170	173
McAndrews & Forbes pfd.	100	102
Mengel Co., com.	41	43
Phillip Morris	21	22
Porto Rican A. T. Co.	50	60
Universal Leaf com	60	62
Universal Leaf pfd.	100	101

*Par value now \$25.

SMOKE DILL'S BEST

"It's A Mighty Fine
Pipe Tobacco"

If your jobber is unable to supply you, write us direct and state size desired. Give us the name and address of your jobber.

10c 15c 25c 75c \$1.50 (Sizes)

J. G. DILL CO.

Richmond, Va.

R. G. DUN

A-1 Mild

CIGAR

10c to 3 for 50c

BERNARD SCHWARTZ
CIGAR CORPORATION

Napoleon at Russell Street
DETROIT, MICH.

Webster Cigars

"YOU'LL APPRECIATE THE DIFFERENCE"

SIZES 2 FOR 25c TO 25c STRAIGHT

A rare bit of nature's greatest effort, producing a fine, mild, aromatic cigar. Manufactured and aged by the most scientific methods. Not a secret blend, but a combination of the highest priced tobaccos that the finest plantations grow.

Webster Cigar Co.

5545 GRANDY AVENUE DETROIT, MICH.

OPTIMO



BEST
OF THE
BEST

BEST
OF THE
BEST

MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa and Key West, Fla.
Main Office: 1181 Broadway, New York

HIGHEST QUALITY SPECIAL PROCESS

CIGAR BANDS and CIGAR LABELS

WM STEINER SONS & CO.
257-265 W. 17th ST. NEW YORK, N.Y.

QUALITY WORKMANSHIP

ESTABLISHED 1870

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., INC.

Established 1873

Manufacturers

New York

Read Tobacco Weekly

"ADT" Tobacco Machinery

The "ADT" Tobacco Cutter

Class B—Model No. 1
for cutting all kinds
of Tobacco

Large Capacity
Precision Cutting

The Machine with the
Crankshaft below
the Knife

Our Catalog No. 50 contains full details and illustrations of 88 Tobacco Machines. We will be pleased to send you a copy.

The John B. Adt Co.,

Established 1865

BALTIMORE
MD. U.S.A.

Wisconsin 'Enjoys Bunch' of Freakish Weather

London Fog Brings Tobacco Into Handling Condition—Brier Percentage Not Up to Predictions—Pool Makes Some Important Sales—McIntosh Bros. Dissolve Partnership.

EDGERTON, Wis., Dec. 5.—During the last week the weather has been of the typically freakish variety of the whole autumn. The last two days a dense fog that necessitated the using of auto lights all day brought the tobacco hanging in the sheds in good case, and the bulk of the crop is now in the pile in the sheds, and stripping has commenced in earnest. All of the tobacco would be down if it had not been too fast for some of the growers. Some of the tobacco will be allowed to hang further, as it got in too high a case before the farmer could get to it.

Now that the crop can be adequately inspected, it is safe to say that the bear reports concerning the crop of '25 of the last few weeks have been more than born out. Instead of the supposed 60 per cent of the '25 being binders, as universally thought by members of the trade up to a short time ago, it is now safe to state that at least 80 per cent of the state's crop will be nothing but big leafy, thin stemming. Never in the history of the state has a crop been so overestimated. Perhaps that is an unfair word, and, instead of saying "overestimated," it would be better to say that never before has a crop deteriorated so much between harvesting time and stripping time, as has the crop of 1925.

The early tobacco stood up nobly under the punishing weather of October and November, but the fanciness has gone out of the leaf. The face of it is rather a dead reddish hue, and much of it is shed burned. The late tobacco is showing a higher proportion of fat stems and wet butts than heretofore imagined, and the farmer with a late end to his crop has a nasty job of stripping on his hands.

The stemming companies are showing an avid appetite for the '25 that is free of fat stem and wet butts. Lorillard, Bloch Brothers, and Scotten-Dillon are all going after it eagerly, and have large crews of buyers in the field, with a prevailing price of ten cents straight. Not many purchases were made at first, because all the growers were under the impression that they had the best crop ever, but now that the crop is down off the poles, and stripping has begun, many growers that turned up their noses at ten cents a week ago are now selling freely at that price. Several thousand acres have been already moved out of first hands, and several sections that had been relied upon for a cheap binder supply of quality are now almost completely sold out to the stemmers.

The Pool has participated in the vigorous stemming market. A short time ago they announced their prices on the stemming of the '25 crop as follows: Fillers at six cents; stemming with filler stripped in, eleven cents, and twelve cents when the fillers were stripped out. The '25 stemming is held at those prices with the qualifying proviso that for every pound of '25 stemming bought at that price, the buyer is to take a pound of the '24 stemming at actual weight plus 10 per cent for shrinkage, at the same prices offered a year ago. The '24 stemming is largely unsold to date. Now comes the news that the great corporation of J. & G. Myers Tobacco Company has bought a combined order of '24 and '25 stemming from the Pool that will total fully \$750,000. As a guess at the average price, the writer would think that the order will be 7,000,000 pounds in all. This is one of the largest sales the Pool has ever made, and is big news for the members of it, as well as the trade in general.

The '25 crop has also furnished news in the sales of binders the last week. A few crops have been bought in the south, at prices ranging between ten to fifteen cents, and four cents fillers. The northern tobacco was furnishing more excitement if it were more of it in independent lots of unimpaired quality. However, McIntosh, Bekkedal, Eckhart, West, and others, succeeded in finding an occasional crop of quality at around the 25 cent mark, with one crop moved above that figure than under. Perhaps not over fifty crops were bought last week.

The Pool "rebel" movement is opening a good deal of the spotlight, and the press continues to be full of bitting reports. One of the recent high lights was the heckling at Viroqua of Attorney K. Loverud, leader of the rebel by Selmar Neprud, of former Pool member. Mr. Neprud wanted to know how much the big buyers were paying Loven for his attempt to break up the pool. Loven was vehemently denied by Mr. Loven, but the famous Selmar evidently has his own with the well known attorney, as he is in his element when surrounded by agitated farmers.

The petition bearers of the insurrection are not getting as many signatures as they thought they would, and the farmers that growers will verbally pledge their vote for dissolution, but they will not put their name on the petition to the meeting. The success of the venture is doubtful. Bets have been placed at seven to five that the Pool would continue its allotted time.

The nationally known leaf holder, McIntosh Brothers, Edgerton, Wis., has announced that the co-partnership existing between Andrew and William McIntosh since 1897, has been dissolved by mutual consent of the two partners. The house of McIntosh Brothers has been one of the leaders in the industry for years, being perhaps the largest and most dependent house in the state. Both Andrew McIntosh and William McIntosh announce that they will continue the business each on their own account. BADGER.

R. G. Dun Plant Employs Nearly 800 Workers

DETROIT, Mich., Dec. 5.—Before the death of Bernard Schwartz, of the Bernard Schwartz Cigar Corporation, of this city, it was his desire to build and operate the largest cigar plant in the country. This desire has been carried out here in the four story apartment building at DuBois and Milwaukee avenues. It is a nearly fireproof structure and can be, and its extent fully sixty thousand square feet in floor space. In this ample room there are employed at present something in the neighborhood of 800 people, in round numbers. Fully seventy-five million R. G. Dun cigars will be produced here this year, and the plant is practically working to capacity.

Modern sweating rooms, drying rooms, bonded store rooms, an excellent ventilation system, and a wonderful restaurant seating 250 employees at one time, are the big features of the factory. The light and fresh air make the place an ideal spot for the manufacture of cigars, and a source of much contentment for many workers. President Bernard Schwartz desires the surrounding R. G. Dun cigar to be just as high as desired, and it is his perpetual aim to maintain this position of efficient management.

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LIGHT COLORS AND FRESH MERCHANDISE!

Manila factories have discovered what the American smoker wants for his money and they are giving it to him. The machinery for distributing Manilas has improved, and it has become possible at all times to supply fresh merchandise. Spot stock is being carried by a large number of importing houses and factory agencies located in various sections of the country, which makes it comparatively easy to obtain supplies of cigars at short notice.

HONEST MERCHANDISE AT HONEST PRICES.

Real Manila Cigars may be easily identified. Factory and District numbers are plainly printed on every box, and the guarantee and import stamp enables the smoker or the dealer to readily determine the genuineness of the merchandise. There are large factories and small factories at Manila. There is no monopoly of any kind. In fact, competition between the various factories is very keen and the matter of prices and quality is left entirely to the laws of supply and demand.

Some factories specialize on high grade goods at top prices. Others deliver to this market, in answer to the demands of a certain class of trade, cigars that are cheap in price but less desirable in quality. But with all of them the cigar is honest value for the price.

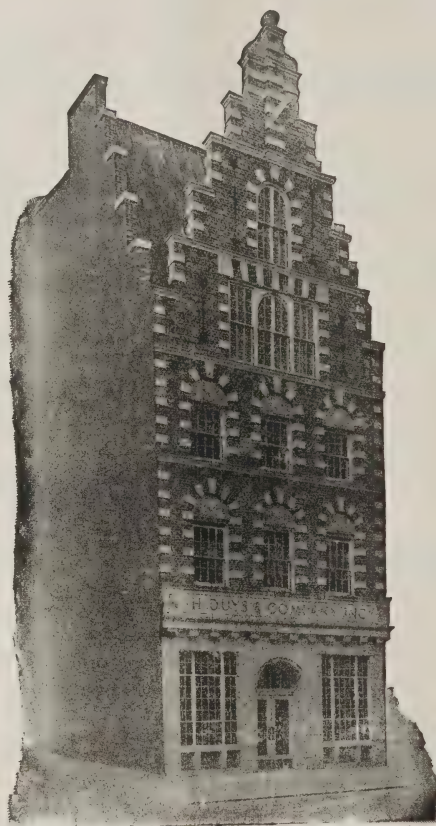
Lists of Factories, Agents and Importers on application

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American Headquarters For Sumatra and Java

International Trade in Leaf and Manufactured Tobacco

By T. L. HUGHES

Tobacco Specialist, U. S. Bureau of Foreign and Domestic Commerce.

Prepared Under the Direction of FRANK M. SURFACE as part of the Survey of World Trade in Agricultural Products Authorized by the Sixty-seventh Congress.

Production, Exports, Imports, Manufacture and Consumption by Countries

(Continued from a previous issue)

CHINA

Tobacco has long been one of the principal agricultural products of China, but until recent years has its cultivation been carried on along the more modern methods. With the improved social and economic conditions in the country there has been a marked tendency toward the adoption of occidental habits and customs and consequently there has resulted a greater increase in the demand for tobacco products of a better variety.

It is impossible to obtain statistics on acre and production that are even approximately accurate, but some idea of the extent of tobacco cultivation in China may be obtained from the estimates of production in a few of the Provinces given below:

	Pounds
Shantung	39,600,000
Yunnan	3,700,000
Henan	18,600,000
Kiangsi	19,460,000
China	372,400

It is estimated that the total production of tobacco in China ranges from 300,000 to 1,300,000,000 pounds annually, using an idea of the enormous possibilities for tobacco growing in China under favorable conditions.

Tobacco is grown in practically all the Provinces of China. Those Provinces and districts in which it has come to be an important crop and economic factor are given below, but the fact should not be lost sight of that these are merely the most and more important producing centers, while notable quantities are grown and consumed in other Provinces as well:

Kiang Province: Districts of Huatien, Shuh, Panshih, Emu, Tunhua, Mengjiang and Ningnan.

Kiangsi Province: Districts of Kwang-chien, Sincing, Juikien, Anyuan, Tschang, Tchang, Poyang, and Lofang.

Fun Province: Districts of Younging and Luchi.

Chiang Province: Districts of Sungang, Isinchang, Szutu, Pingyang, Tunglang.

Anwei Province: Districts of Susung and Ungcheng.

Hean Province: Districts of Hsuh-tengchow, and Kwanton.

Huh Province: District of Kunchow.

Szechwan Province: Districts of Sintu, Shunring, Kintang, Shihchi, and Chuh-fen.

Kwangtung Province: Districts of Nanyung, Yuantsch, Tientand, and Hokshan.

Kwangsi Province: Districts of Liuchow and Nanning.

Kansu Province: Districts of Lanchow.

Shantung Province: Districts of Weih-sien, Fangzie, Tsisia, and Taian.

Other Provinces: Kweichow, Shensi, and Hunan.

In Shantung a low grade of tobacco was grown for many years. In 1914 the British-American Tobacco Company carried on experiments in this Province with a view to producing a type of tobacco which could be used in the manufacture of high-grade cigarettes. It was found that the soil and climate were suitable for the growth of Virginia and North Carolina leaf, and a systematic campaign was inaugurated to interest the farmer; selected American seeds were imported and distributed free, with the understanding that the company would purchase the entire crop at a fair price. As a result of close co-operation between the Chinese farmer and the British-American Tobacco Company, a high grade of tobacco has been developed; farmers are more prosperous, and land values have increased considerably. In addition to this type of tobacco, which is used for cigarette manufacture, a quantity of sun-cured smoking tobacco is raised throughout the Province.

The tobacco grown in Fukien Province is chiefly the light brown variety used for the Chinese water pipes. In Ping Ho and Changtai districts the tobacco is dark brown, of a coarser grade, used as cigarettes, but smoked in bamboo pipes and consumed by the coolie class.

In the Chefoo consular district the product is locally known as "yellow" tobacco, and seems to be more closely related to the Burley type than to the heavier American brands. This grade is commonly used as a smoking tobacco. The Manchurian leaf is a very strong tobacco. A small percentage is used for blends of cigarettes, but the bulk is mostly suitable only for Chinese smoking tobacco.

In the Province of Yunnan the tobacco is very poor, and no special variety is grown. It is roughly estimated that seven-tenths of the production is devoted to the making of native cigars, which are rolled by the smokers, and the balance is cut very finely for consumption in the native water pipes.

In Anhwei both bright and dark tobaccos are grown, and it is said that the quality of the Chinese tobacco grown from imported seed is now equal to the

American product both in color and body but having a milder flavor. Most of this tobacco is produced as a direct result of the efforts of the British Cigarette Company, which is subsidiary to the British-American Tobacco Company.

Exports

There is no doubt but that the efforts of the British-American Tobacco Company to increase the quality and production of tobacco in China have borne fruit. China has always had a surplus of tobacco which could be exported. During the five years, 1909 to 1913, these exports averaged 25,570,000 pounds, 48 per cent of which went to Hongkong, 16 per cent each to Japan and Macao, 4 per cent each to the Dutch East Indies and Germany. This figure includes leaf, stems and prepared tobaccos. During this same period 3,118,000 cigars and 1,234,746 pounds of cigarettes were exported.

In 1914, the first year of the British-American operations in China, exports of leaf and stems amounted to 13,020,000 pounds. To this should be added 8,493,000 pounds of Chinese smoking tobacco, 794,266 pounds of cigarettes and 1,408,000 cigars. Since the beginning of the war, shipments out of the country have been increasing until in 1922 exports of leaf and stems (26,268,534 pounds) doubled those of the pre-war average, in addition to which 7,577,000 pounds of Chinese smoking tobacco, 8,103,600 pounds of cigarettes, and 938,000 cigars were exported. This is an increase of over 550 per cent in shipments of cigarettes over the 1909 to 1913 pre-war average, as against a 70 per cent increase in cigars for the same period.

There has been some shifting of China's foreign markets, but Hongkong still continues to purchase about 50 per cent of China's surplus tobacco. Hongkong will probably always be an important market for Chinese tobacco, because this product cannot be raised in her own colony owing to the rocky and mountainous character of the country. Hongkong also gets some tobacco from the United States, Burma, British North Borneo, and the Philippine Islands.

Imports

While China's exports of leaf tobacco during the pre-war years were double her imports, in 1922 imports had increased to an amount almost equal to that exported. During the five years prior to the World War, 1909 to 1913, an average of 15,213,000 pounds of leaf tobacco was shipped to China. Forty per cent of these shipments came from Hongkong and 37 per cent from the United States. Since all tobacco going out of the port of Hongkong is re-exported and is chiefly American tobacco, it is safe to assume that 70 per cent of China's imports of leaf tobacco come from the United States. China also received relatively large quantities of leaf tobacco from Japan, Korea, Macao, and Russia.

It is interesting to note in this table that only during the year 1915 have imports dropped below the pre-war average, but have instead steadily increased until in 1922 they reached 35,000,000 pounds, which was more than double the

pre-war average. The same pre-war percentage of American tobacco may be said to apply to imports for each year after 1913.

In addition to the increasing imports of leaf tobacco, China's imports of cigarettes have been steadily increasing. In 1909, 3,147,529,000 cigarettes were brought into the country, and in 1922 this amount had increased to 9,982,754,000. During the years 1909 to 1915 approximately 60 per cent of these shipments came from Great Britain, and since that country buys most of her leaf tobacco from the United States, this is another way of saying that the majority of Chinese imported cigarettes are made from American tobacco. In 1916 imports of cigarettes from the United States increased to 1,613,106,000, or 24 per cent of the total imports, while England furnished 36 per cent, but in 1917 Canada, which up to this time had been only a very small exporter of cigarettes to China, supplied 15 per cent of the total, while the United States assumed first place, with 47 per cent of the total imports. A large portion of the cigarette exports from Canada is in all probability American-manufactured shipped via Canada. The big increase in cigarette shipments from the United States, with a corresponding decrease from Great Britain to China, may be accounted for by the fact that up to 1916 the United States did not make any particular effort to sell tobacco products in Asia. After the establishment of the British-American Tobacco Company, however, and later several other American tobacco concerns, it was found much cheaper to buy cigarettes direct from the United States than in the former round-about way, when the tobacco leaf had to be purchased by Great Britain from the United States and then the manufactured article shipped to China.

From 35,000,000 to 40,000,000 cigars are imported annually, together with a small amount of other manufactured tobacco.

Consumption

Up to the present time it has been impossible to obtain any statistics on consumption of tobacco in China, but efforts are being made through the foreign representatives of the Bureau of Foreign and Domestic Commerce of the United States Department of Commerce, as well as through the consular official of the United States Department of State, to obtain further data on this subject.

JAPAN

* The data on Japan are based on facts and statistics furnished by Assistant Commercial Attaché E. G. Babbitt, Tokyo.

Government monopolization of the tobacco industry, which is so prevalent among European countries, has long been a policy of the Japanese Government in its administration of the tobacco industry in the Empire. The leaf tobacco monopoly law was put in operation in January, 1898, but this act did not refer to the manufacture and sale of tobacco products. In 1904 and 1905 it was replaced by the manufactured monopoly law, which is now in force,

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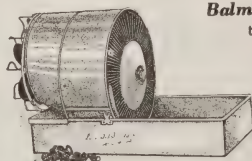
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Production

The chief Prefectures or Provinces in which tobacco is grown are as follows: Fukushima, Tochigi, Ibaragi, Tokushima, and Kagoshima, each producing annually more than 8,000,000 pounds of tobacco leaf; Kanagawa, Shizuoka, Okayama, and Hiroshima, producing annually more than 4,000,000 pounds of tobacco leaf. Ibaragi, Kanagawa, and Kagoshima are reputed to produce a superior quality of leaf.

The acreage devoted to tobacco culture and the yield during the years from 1919 to 1923 as compared to the pre-war year of 1913 were as follows:

Year	1913	1919	1920	1921	1922	1923
Area	77,153.93	75,652.33	92,110.45	92,115.10	97,020.00	96,052.00
Yield	105,149,838	117,569,552	142,817,800	143,423,402	152,294,883	140,454,462

From the foregoing figures it will be noted that the area under cultivation and the yield increased 21 per cent in 1920 over the 1919 crop and practically the same percentage over the pre-war year of 1913. In 1922 there was a 5 per cent increase in acreage and yield over the previous year. There appears to have been no crop failures during recent years, although the figures for 1923 are somewhat lower than for the preceding year, but this is doubtless owing to the consequences attendant upon the earthquake. In accordance with the Government monopoly act the growers can sell only to the Tobacco Monopoly Bureau.

Imports

According to Japanese statistics the yearly imports up to 1919 amounted to about 2,000,000 pounds of leaf tobacco, the bulk of which came from the United States and the Philippine Islands. However, the statistics of exports from the United States to Japan for the past several years have shown appreciably greater quantities than this. In 1919 and 1920 the amount shipped into the country increased to 11,190,134 and 15,003,201 pounds, respectively, 60 per cent of which was bought in the Chinese market. In 1921 imports were again normal but increased in 1922 to 5,700,000 pounds. Since these imports are so small, it is evident that the Japanese not only prefer their own domestic type of tobacco but that they are able to raise enough for their own needs, only importing a small amount for blending purposes.

Exports

Pre-war exports of leaf tobacco from Japan averaged 696,000 pounds during 1909 to 1913; 3,129,000 pounds from 1914 to 1918 and 671,000 pounds from 1919 to 1922. Cigarettes and smoking tobacco also form an important part of Japanese exports, although the entire amount is very small, the bulk going to Chosen, Hongkong, and China.

Consumption

No accurate statistics are available as to the consumption of tobacco in Japan, but the following table showing the quantities sold to the sales agents of the monopoly is a fair indication of domestic consumption:

Tobacco Products Sold to Japanese Tobacco Monopoly in Years 1913 and 1919 to 1921

Year	Cigarettes	Cigars	Pipe tobacco
Thousands Thousands Pounds			
1913	17,333	1,346	173,742
1919	17,469,410	357	59,862,000
1920	21,691,888	2,304	58,147,092
1921	23,684,571	1,713	57,826,000

Year	Cigarettes	Cigars	Pipe tobacco
Thousands Thousands Pounds			
1913	17,333	1,346	173,742
1919	78,715	2,916	225,949
1920	109,175	1,225	257,886
1921	121,236	1,442	252,105

These figures show that consumption of Japanese cigarettes and cigars since the war has been increasing rapidly, while that of pipe tobacco has remained practically stationary. In 1921, 23,000,000 cigarettes were manufactured from

domestic leaf as compared with 7,000,000 in 1913, which is an increase of 228 per cent. Cigars also show an increase of 100 per cent for the same period, although there was a 50 per cent decrease in 1921 over the previous year. However, the increase in the manufacture of cigarettes made from tobacco imported with foreign types was even more pronounced. In 1921 the output numbered 121,000,000 as compared with 17,000,000 in 1913, which is an increase of 600 per cent.

Japan is practically a self-sufficient country in so far as the production and consumption of tobacco is concerned and the market for foreign types of tobacco is still very limited. However, it is evident from the increased output of foreign-manufactured tobacco products that the Japanese people are acquiring a taste for tobacco which is probably with foreign types. It is probable that many Japanese soldiers have acquired a taste for the English tobacco and cigarettes made from American tobacco, and if the price of these is equal to those from other countries the market for such products will show a tendency to increase in the future.

ADEN

Aden gets most of her leaf tobacco from India. Before the war the exports averaged 12,030,022 pounds of leaf tobacco, 18,616 pounds of cigars, 21,915 pounds of cigarettes, and 70,431 pounds of "other manufactured" tobacco. Since the war four per cent of the leaf tobacco has come from India and 23 per cent from Arabian Gulf Ports. Practically all of the cigars came from India, the cigarettes from the United Kingdom, and the tobacco from the United Kingdom, India, and Persia.

In 1913 imports of leaf tobacco increased to 9,821,000 pounds and in 1915 to 8,716,000 pounds, at approximately which figure they remained during 1916. The next two years saw an increase to a little more than 1900,000 pounds of leaf tobacco, with a crop in 1919 to 3,593,055 pounds and a crop in 1920 and 1921 to a little over 900,000 pounds, which was 20 per cent less than the pre-war average. During this time there was no change in the quantity of leaf tobacco retained for domestic consumption, the bulk being reexported to Arabian ports and Eritrea. In the war years these reexports averaged 562,218 pounds of leaf and 653,000 pounds of manufactured tobacco. The amount exported varies each year according to the tobacco imports at disposal on hand. Consequently, as re-exports diminished during and after the war exports decreased, until in 1921 5,243,185 pounds were shipped out of the country. For details of shipments of tobacco into and exports from Aden see Tables 81 and 82 in the Appendix.

TURKEY

From the standpoint of international trade Turkey has long held an important place in production and exports of leaf tobacco, owing to the fact that Turkish tobacco in its commerce occupies the same relative position to the cigarette industry as Cuba tobacco does to the cigar trade.

The industry is under the direct control of a Government monopoly (Fieci Interessee des Tabacs de l'Empire Ottoman), but the supervision is not as extensive as in some of the other countries.

In 1884 the Imperial Ottoman Bank of Turkey was authorized by the Government to form a limited company under the name mentioned in the foregoing paragraph with a capital of 1,000,000 francs, the object being to produce a monopoly on all tobacco consumed and consumed in the Empire for a period of 30 years. This interest was renewed in 1914 for a period of 15 years, but it is not probable that the monopoly will be belated.

Production

The monopoly does not exercise control over the culture of tobacco in the Ottoman Empire, but it is not must pay a tithe of 12½ per cent



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ing price to the Régie, and close
eryon is provided over the sales
tobacco by growers who must make
veys through the Régie's ware-
here the tax is collected and a
ceipts issued which accompanies the
through all channels of trade.
the war the territories con-
present-day Turkey attained an
ual yield of as high as 90,000,000
nd of tobacco, but the wars, massa-
ortations and exchange of popu-
ior since 1913 had a disastrous
ct in tobacco production which
ne to about one half of the former
t. However, tobacco cultivation
n its present stage constitutes one
the principal branches of Turkish
culture and the quality of the pro-
uct still maintains its popularity on
oreign markets.

The most important tobacco-growing
ers in Turkey to-day are the fol-
owing provinces, in the order of their
orice, which produce about 80 per
of the total crop: Smyrna, Samsun,
idit, Balıkesir, Broussa, Adrianople,
Thizond. The following table
ows the production of tobacco in
the principal districts for 1913 and
the war years 1919 to 1923:

kets tobacco forms one of Turkey's
chief exports. The monopoly exercises
no control over shipments from the
country after the tobacco is weighed at
the warehouse of the Régie and a re-
ceipt is issued certifying that the tithe
of 12½ has been paid. The greater
portion of Turkey's leaf tobacco is ex-
ported; during the years 1910, 1911, and
1913, the shipments amounted to 55-
552,000, 86,128,000, and 52,080,000 pounds,
respectively.

In order to obtain some definite idea
of the distribution of exports for the
pre-war years 1910, 1911, and 1913, it
may be noted that the percentage of ex-
ports to the principal countries were
as follows for the respective years:
Austria Hungary 40, 46, and 23 per cent;
United States 22, 24, and 32 per cent;
Great Britain 10, 6, and 8 per cent;
Egypt 11, 10, and 7 per cent; and Italy
6, 3, and 7 per cent.

Exports for the entire country for
1919 and 1920 are not available, but
shipments from Constantinople during
these two years were 12,680,571 and 13-
978,910 pounds. Complete statistics on
exports for 1921 and 1922 are also not
available, but the quantities exported
through the ports of Smyrna and Con-

Production of Tobacco in Turkey by Principal Districts

Districts	1913 Pounds	1919 Pounds	1920 Pounds	1921 Pounds	1922 Pounds	1923 Pounds
Smyrna	28,679,000	16,433,000	33,461,000	15,024,000	12,698,000	16,385,000
Samsun	28,759,000	9,149,000	18,642,000	5,721,000	10,229,000	13,995,000
Adrianople	3,393,000	710,000	1,387,000	1,080,000	1,362,000	1,272,000
Broussa	8,300,000	6,978,000	3,384,000	2,000,000	6,221,000	6,030,000
Balıkesir	1,005,000	2,015,000	3,162,000	1,488,000	3,803,000	5,101,000
Thizond	1,400,000	1,074,000	2,593,000	1,986,000	2,293,000	4,537,000
Other districts	551,000	847,000	1,499,000	459,000	3,340,000	2,826,000

the production of tobacco in the Pro-
vince of Aidin, known as the Smyrna
type, has been developed to a very im-
portant extent during the past 25 years,
the yield rose about 1,500,000 pounds
in 1890 to a peak of more than 28,000-
pounds in 1913. During 1915 and
1916 production declined to about 3-
pounds as a result of the World
War, but for the past five years the
yield has yielded almost an average of
10,000 pounds annually. Within a
radius of about 100 miles from the
city of Smyrna is grown one of the
most famous types of tobacco in the
world and one that is quite popular in
the American market. The finest qual-
ity of the Smyrna type are known as
Samsun and Basma, produced in the
mountains, Sevdiken, Ayassonlouk,
Lamou, and Odeimish.

The next important type of tobacco
produced in Turkey is the Samsun to-
bacco, grown on the southeastern shore
of the Black Sea in the districts of Sam-
soun, Balıkesir, and Sinope. The
varieties of this tobacco rival the
most famous tobacco grown in the
world and is very popular among
American purchasers. The postwar
production in the districts producing
this type of tobacco has experienced a
marked decline that has the Smyrna
type decrease as shown in the
table is from a yield of 28-
pounds in 1913 to an average of
10,000 pounds for the years 1919 to

the Smyrna and Samsun districts
only produce the greater portion of
the key annual crop but furnish the
types that are in demand in the
United States. The district of Trebi-
zond, Broussa, Balıkesir, and
Adrianople produce a quality of tobacco
superior to the Smyrna and Sam-
soun tobacco and finds little demand in
the United States.

Exports and Imports

into its popularity in world mar-

stantinople for these years amount-
ed to 17,927,994 and 13,976,670 pounds respec-
tively.

Before the war the export trade
through the port of Constantinople
was limited, owing to the fact that pur-
chases were made by exporters direct
from growers in the interior, but dur-
ing the period immediately following the
World War, when the disorganized
communication and transportation made
it difficult to visit the interior, Constan-
tinople became the trade center for to-
bacco marketing and the principal port
of export. It is probable that as con-
ditions improve Smyrna will soon again
become the most important center for
export transactions, owing to its close
proximity to the important producing
district. Imports into Turkey of leaf
tobacco are prohibited by the Ottoman
Régie, and the imports of manufactured
tobacco are of small proportions.

During the allied occupation of Con-
stantinople immense quantities of Eng-
lish, French, and American tobacco and
cigarettes were imported and distributed
by the military canteens to occupational
troops. Many foreigners and natives
acquired a taste for these products dur-
ing that time, and small quantities of
cigarettes and tobacco are still im-
ported.

The only tobacco product of import-
ance imported into Turkey is "tumbeki"
purchased in Persia, which is used in
the native pipes or "narghiles." Im-
ports of this product during pre-war
years were as high as 3,000,000 pounds
annually, but as a result of the detach-
ment of Syria, Palestine, and Iraq the
consumption of tubeki has been re-
duced.

AUSTRALIA

Tobacco growing in Australia has
experienced marked fluctuations, al-
though at one time it promised to oc-
cupy an important place among the agri-
cultural industries. The soil and cli-
mate of New South Wales, Victoria,



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Tobacco Merchants' Association Of The United States



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and Queensland are well suited to the cultivation of the tobacco plant, but a disease known as "blue mold," which appears in seed beds in wet weather and kills off the young plants before they can be transplanted to the fields, has made tobacco growing unprofitable. No successful means of combating this disease has as yet been found, although efforts are still being made. Another obstacle which prevents the production of a marketable type of tobacco is the lack of knowledge on the part of the growers in connection with the proper curing of the leaf.

The types of tobacco grown in Australia are fillers and a small percentage of wrappers. Practically all of the leaf produced is of an inferior quality and by no means equal to the American tobacco. The leaf most in demand is that suitable for cigarette and other light aromatic tobaccos, but Australia's production of this type is negligible, although it is claimed that in northeastern Victoria bright lemon-colored leaf suitable for cigarettes can be produced equal to the best American leaf. The area under cultivation and the yield of tobacco in Australia covering the period 1909 and 1910 to 1921 and 1922 was as follows:

Year	Acres	Pounds
1909-10	1,872	1,480,389
1910-11	2,080	1,924,836
1911-12	2,448	2,574,311
1912-13	2,744	1,869,280
1913-14	3,006	2,827,400
1914-15	2,371	1,890,665
1915-16	1,904	1,368,836
1916-17	1,341	380,955
1917-18	1,161	458,777

1918-19	2,060	2,664,039
1919-20	2,329	2,351,647
1920-21	1,344	991,629
1921-22	1,966	1,086,206

Imports of leaf tobacco into Australia averaged 13,739,000 pounds annually before the war. During the war years there was considerable fluctuation in imports of leaf tobacco, dependent upon the size of the home crop. From 1918 to 1920 the tendency was to increase but dropped again in 1921 to normal, with a slight decrease in later years. Ninety-five per cent of the tobacco imported comes from the United States, a small percentage of which is re-exported in manufactured form. Imports of manufactured tobacco are small, the cigars coming chiefly from the Philippines and West Indies. During the years 1909 to 1913 these imports totaled 2,681,405 pounds, one-half of which consisted of pipe and plug tobacco and snuff. In the fiscal year 1921 to 1922 imports of manufactured tobacco totaled only 1,125,949 pounds. About 8 per cent of the manufactured tobacco is exported, these exports consisting chiefly of cigarettes and pipe and plug tobacco.

No official statistics showing consumption of tobacco in Australia are available. The following figures are obtained by adding together imported manufactures and Australian manufactures and subtracting therefrom exported manufactures:

	1913	1920-21	1921-22
Pipe and plug tobacco	10,751,573	12,232,099	13,626,191
Cigars	828,022	656,789	556,585
Cigarettes	2,921,723	5,424,566	4,972,929
Snuff	5,177	3,936	1,575

Total consumption 14,506,495 18,317,390 19,157,280

EGYPT

The cultivation of tobacco in Egypt is prohibited by law. Several experiments were made with tobacco growing, but the leaf produced was of such a coarse type that it could not be used in the manufacture of the Egyptian cigarettes, which is one of the principal industries of the country; hence it was deemed more profitable to import the raw leaf.

This imported tobacco comes principally from Greece and Turkey. The average annual imports of leaf tobacco during the five years, 1909 to 1913, were 19,005,238 pounds. Of this amount 39 per cent was Turkish tobacco while 34 per cent came from Greece, 12 per cent from Russia, and 6 per cent from Austria-Hungary. During the war years, 1914 to 1918, imports decreased to an annual average of 15,370,030 pounds. There was little change in the market during the first year of the war, but beginning with 1915 imports of Turkish tobacco declined while Greek tobacco shipments increased, until in 1916 Greece furnished 82 per cent of the tobacco in Egyptian cigarettes. In 1918 supplies from Greece dropped back to pre-war amounts or about 49 per cent of the total imports. Of the remaining quantity 27 per cent came from China and 10 and 9 per cent, respectively, from Japan and British India. Imports of leaf tobacco from the United States are comparatively small, although they have increased from 6,728 pounds in 1909 to a peak of 151,989 pounds in 1920.

Imports of manufactured tobacco are small. Before the war cigars constituted the major part of these shipments, but from 1914 cigar imports were smaller than imports of "other manufactured to-

bacco." From 1918 cigar imports declined rapidly until in 1923 only 80,695 pounds, as compared with the pre-war figure of 160,060 pounds, were brought into the country. This was a 50 per cent decrease. Most of these cigars came from Italy. Imports of "other manufactured" tobacco increased from 139,080 pounds pre-war to 393,042 pounds in 1923, which was an increase of 180 per cent. In some years the increase has been even greater, the peak being reached in 1916, when shipments totaled 786,835 pounds.

Egypt's exports of tobacco consist entirely of cigarettes, which averaged 1,085,568 pounds annually during the period 1909 to 1913. From 1914 to 1919 there was a small decrease, but in 1919 exports were slightly higher than pre-war; but Egypt has been unable to maintain this figure, with the result that there has been a steady decline, reaching 414,275 pounds in 1923. The bulk of these cigarette exports are destined for Great Britain and her colonial possessions, although 21 per cent went to Germany pre-war and 12 per cent to Austria-Hungary.

The average annual consumption of tobacco in Egypt is between 14,000,000 and 15,000,000 pounds, 65 per cent of which is used in the manufacture of cigarettes, chiefly for export, and 35 per cent by the poorer class of native for rolling their own cigarettes. Egypt's total consumption of tobacco for the years 1913 and 1919 to 1923 was as follows:

	Pounds
1913	16,937,734
1919	15,812,981
1920	17,259,641
1921	15,336,849
1922	14,537,174
1923	14,285,499

ALGERIA

Tobacco is one of the principal agricultural crops of Algeria, and varieties for use in cigarettes and pipe smoking are produced throughout the country. The chief producing areas are along the coast of both the Departments of Algiers and Constantine, the chief centers being Bona and Alma, the latter situated just east of the city of Algiers.

The growers of leaf tobacco in Algeria are under certain governmental restrictions, such as the acreage to be planted, the separate cultivation of types, and the destruction of unusable plants at harvest time. While the French tobacco monopoly does not legally control the tobacco industry in Algeria, it is nevertheless the principal purchaser of the leaf tobacco in that country, and through its contracts with the Algerian growers it actually does regulate both the price and quantity of the tobacco produced. During the past 10 years the acreage and production of leaf tobacco in Algeria has been as follows:

	Production Area Planted	Tobacco Produced in Algeria
Year	Acreage	Pounds
1909-1913, average	25,120	23,421,009
1914	24,735	25,729,890
1915	18,898	17,063,600
1916	22,714	25,176,530
1917	16,983	39,616,500
1918	53,732	51,486,230
1919	42,059	34,546,080
1920	47,404	40,485,270
1921	53,789	49,629,955
1922	27,219	20,597,577
1923	53,703	(1)

Source: 1909 to 1913 and 1921, 1922 figures from International Yearbook of Agricultural Statistics, Rome; 1914 to 1920 figures from American consulate at Algiers. (1) Not available (May 6, 1924).

From these figures it is apparent that except for the early years of the war Algerian tobacco acreage and production steadily increased until the peak was reached in 1918, when 51,000,000 pounds of tobacco were produced from 53,700 acres of land. This acreage was duplicated in 1921, although the production was reduced; but, on the whole, production was more than twice that of pre-war average. In 1920 Algeria had a serious crop failure, and the reason for the increase in tobacco acreage in the following year was given as the will of the farmers to avoid the results of the previous bad year for cereals. They are gradually realizing that their agriculture consists too much of a one-crop system. As a result of the

war imports were reduced and raised, thus stimulating production and requisition by the Government.

Exports of Leaf Tobacco

About three-fourths of the amount of leaf tobacco exported from Algeria regularly to France for that country's monopoly of its manufacture. Aerial pre-war exports averaged 11,000 pounds, of which 66 per cent went to France, 18 per cent to the Netherlands and 9 per cent to Belgium. During the war period Tunis and Morocco took the place of Belgium and the Netherlands, although their purchases were much smaller. In 1919 Algeria's pre-war exports and they have continued high throughout the war years, exports for 1922 being 33,900 pounds, of which France took 25,000 pounds. However, Algeria is only continued to supply Tunis from 1,000,000 to 2,000,000 pounds yearly, but Belgium and the Netherlands, as well as Poland, are again making large purchases.

Imports of Leaf Tobacco

The manufacture of cigarette cigars is of considerable importance in Algeria, necessitating rather large imports of leaf tobacco of better quality than the native product. The tobacco raised in the colony is more or less neutral in taste, a direct result, no doubt, of the tendency of the growers to cultivate the heavier varieties and not that of a good aroma. Imported baccas are used for mixing with the general product up to about 60 per cent.

The pre-war average amount to 1913 was 1,079,000 pounds, of which the United States supplied about 30 per cent. There was a slight decrease during the war years, but in 1920 imports increased to 6,408,000 pounds and again in 1922 to 8,506,000 pounds. Of this amount about 975,000 pounds, or 11 per cent, came from the United States, the balance being supplied by the Netherlands with 1,392,000, France and Belgium with 1,379,000 pounds each.

Manufactures

The manufacture of tobacco is one of the most prosperous industries of Algeria. In 1922 the total production of cigars, cigarettes, cut tobacco, etc., amounted to about 13,000,000 pounds, of which 7,000,000 pounds were used locally and the remainder shipped to France and French Indo-China. Practically all of the manufactured products of tobacco which Algeria has exported. The trade has increased to an average of about 4,000,000 pounds a year during 1909 to 1913 to an average of 12,000,000 pounds from 1914 to 1919. The most noticeable gain is in the export of cigarettes, which increased from 1,800,000 pounds during 1909 to 1913 to 8,000,000 pounds during 1919 to 1922.

Prospects for Increased Manufacture of American Tobacco

The future prospects for cigarette trade in American tobaccos in Algeria are very good, although most of the tobacco, even though shipped from the United States direct to Algeria, is usually bought for the account of an importer in Bordeaux, Havre, or Antwerp. Practically all such firms have representatives in Algeria. The elimination of part of the expense of this trade could be accomplished through the appointment of local agents by manufacturers. Bonded warehouses are available for carrying stocks, and shipment could be materially facilitated.

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FOR SALE: One Philadelphia Machine Co.'s tobacco drying machine, 12 1/2 H.P. motor driven, 600 lbs. capacity, with 100 lbs. motors for fans and a complete electric power plant in first class condition. One Grotrian hydraulic press in good condition. Would be combined or separate. Complete details furnished upon request. Rudolph & Son, Inc., Clarksville, Tenn.

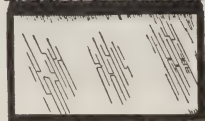
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Bill For the Stabilization of Trade Prices

Proposed Law Would Protect Good Will—"One of Greatest Needs in American Business Today"—Measure Solidly Supported by Trade Organizations—Text of Bill.

WASHINGTON, D. C., Dec. 12.—"One of the greatest needs in American business is protection of good will," Representative Clyde Kelly of Pennsylvania in introducing a new bill which said to have the solid backing of substantially all trade associations throughout the country, and is expected to have support by taking the place of separate measures on the same subject pending in the last Congress.

Although shorter and simpler than his predecessors, and differing in many respects, the new bill, through the aid of the House organization, was given the same number, at Mr. Kelly's request as his bill in the last two Congresses and will be known as H. R. 11, and runs as follows:

A Bill

To clarify the law, to promote equality of opportunity, to encourage competition in production and quality, to prevent injury to good will, and to protect trademark owners, distributors and the public against injurious and uneconomic practices in the distribution of articles of standard quality under a distinguishing trademark, name or brand.

Enacted by the Senate and House of Representatives of the United States of America, in Congress assembled, that in contracts relating to the sale of an article of commerce, the genuineness of which is attested by a trade-mark or special brand of any producer, manufacturer or other dealer, proprietor, who is in fair competition, actual or potential, with other growers, producers, manufacturers, owners of similar or competing articles, whose contracts are made by or for such articles, hereinafter referred to as the vendor, with wholesale or retail dealers, hereinafter referred to as vendees, whenever such contracts constitute transactions of commerce among the several states, or with foreign nations, or with or in any territory subject to the jurisdiction of the United States, it shall be the duty of such vendee to agree to sell such articles at the prices prescribed by the vendor and such agreements shall be construed as against public policy in restraint of trade or in violation of the Act of Congress of July 2, 1890, and any of the Acts supplemental thereto.

Provided: That any such article may be sold to the vendee at a price other than that prescribed by the vendor: (1) if the vendee shall in good faith discontinue dealing in such article, or (2) if the vendee shall cease to do business with the vendor, or (3) if such vendee shall become bankrupt or a receiver shall have been appointed for his business, provided, That such article shall not be offered to such vendor or his vendee or his trustee in bank-

ruptcy or receiver at the price paid therefor by such vendee, and that such vendor, after reasonable opportunity to inspect such article, shall have refused or neglected to accept such offer.

"(b) That any such article which shall have become damaged or deteriorated in quality, may be sold by such vendee at a price other than that prescribed by such vendor: Provided, (1) That such article shall have been offered to the vendor either in exchange for a new article of the same kind, or at the price

(Continued on page 36)

Rebate on Floor Stock Of Cigars

Managing Director Charles Dushkind of the Tobacco Merchants Association makes the following pleasing announcement under date of December 9:

"To the Cigar Trade:

"While awaiting action of the Ways and Means Committee on our petition for an amendment to the Revenue Bill, providing for a refund of the tax reduction in floor stock, we had delayed sending out our Tax Bulletin.

"But we are now happy to supplement our bulletin with the information just received by telephone from Washington, that the Ways and Means Committee has just granted our petition and agreed to amend the Revenue Bill by providing for a full refund of the difference between the old tax rates and the new tax rates on all tax-paid stock of cigars and little cigars on hand when the new tax rates will become effective.

"It is provided, however, that no claim for less than \$10 will be recognized. In other words, those desiring to file claims for refund must have enough stock on hand to make the claim not less than \$10.

"Also in order to give the Revenue Department an opportunity to prepare the necessary blanks and regulations for the taking of inventories all over the country, it was necessary to provide that the new tax rates shall become effective thirty days after the passage of the bill.

"At the same time the trade will be interested to know what the Ways and Means Committee has said in its report on the Revenue Bill regarding cigars. Accordingly, we are quoting the following paragraph:

"Another example of a tax which imposed a serious burden upon an industry is the tax on cigars. The manufacturers of cigars showed conclusively that under the high war-tax rates the number of cigars sold was steadily diminishing, and also the number of cigar manufacturers. Apparently the tax was so high as to depress the business and reduce the revenue to the Government. For this reason the committee recommends the repeal of the tax on the sales of the works of art and jewelry and a

material reduction in the tax on cigars. It is believed that the apparent loss in the tax on cigars will in some degree be offset by the increase in the business affected."

* * *

Summary of Major Provisions

The T. M. A. Bulletin summarizes the major provisions of the tax measure from which summary these extracts are taken:

"The new Tax Bill was introduced in the House of Representatives today (Dec. 8) by the Ways and Means Committee.

"The cigar tax rates, etc., in the bill as introduced are exactly the same as those previously reported in our Tax Bulletins.

"Upon recommendation of the Revenue Department, the phraseology relating to the retail prices of cigars has been amended by adding the matter underlined to the provision in the present law, as follows:

"Whenever in this section reference is made to cigars manufactured or imported to retail at not over a certain price each, then in determining the tax to be paid, regard shall be had to the ordinary retail price of a single cigar in its principal market."

"This provision, however, is by no means new, for substantially the same provision has been a part of the Internal Revenue Regulations almost from the time the classification of cigars was first adopted.

(Continued on page 4)

Geo. W. Hill Succeeds Father as President of American Tobacco Co.

At a meeting of the directors of the American Tobacco Company George W. Hill was elected to succeed his father, the late Percival S. Hill, as president of the company.

The directors also created the office of chairman of the board and elected Junius Parker as chairman. Mr. Parker is the first chairman of the board the company ever had. He has been general counsel of the company since 1912, and was for several years president of the Bar Association.

Mr. Hill, the new president, has been a vice-president since 1912 and was for several years prior to 1912 identified with the sales department of the company.

James H. Perkins and Donald Geddes were elected members of the board. Mr. Perkins is president of the Farmers Loan & Trust Company of New York and Mr. Geddes is a member of the banking firm of Clark Dodge & Co.

*

Nienhuys Sails for Holland

After many enjoyable weeks in America and Cuba, J. W. Nienhuys, of the Amsterdam offices of H. Duys & Company, New York, has sailed with his wife for his home port.

Additional Tobacco Statistics Sought By Bill

Would Authorize Director of Census to Collect and Publish Additional Data—To Make Available for Public Inspection More Information Re Leaf Tobacco.

WASHINGTON, D. C., Dec. 15.—Representative Gilbert of Kentucky has introduced a bill in the House authorizing the Director of the Census to collect and publish some additional tobacco statistics. The bill, which has been referred to the House Committee on the Census, follows:

"That the Act authorizing the Director of the Census to collect and publish additional statistics of tobacco, approved April 30, 1912, be, and the same is hereby, amended to read as follows:

"Section 1. The Director of the Census be, and he is hereby, authorized and directed to collect and publish, and make available for public inspection, in addition to the tobacco reports now being made by him, statistics of the quantity of leaf tobacco in all forms in the United States, in the possession of dealers, manufacturers, and growers' cooperative associations, warehousemen, and brokers, other than the original growers of tobacco. The statistics to show the quantity of each type, the quantity of each grade of each type, and of the year in which grown, to be summarized as of January 1, April 1, July 1, and October 1 of each year.

"Sec. 2. The Director of the Census shall specify the types and the grades of

tobacco to be included in the returns of the holders thereof, and he shall specify the several grades of the several types, and the year of production, separately, in making his report. In securing returns by grades and by types, the Director of the Census shall follow substantially the classification of general types and of grades as recognized and adopted by the Department of Agriculture. That the Director of the Census shall prepare appropriate blanks upon which such return shall be made, and furnish a copy to any person subject to make returns under the provisions of this Act. The request of the Director of the Census for information concerning the quantity of leaf tobacco held, may be made in writing, or by a visiting representative acting under the instructions of said director, and if made in writing may be forwarded by registered mail, and the registry receipt of the Post Office Department shall be accepted as evidence of such demand.

"Sec. 3. It shall be the duty of every owner, president, treasurer, secretary, director, or other officer or agent of any manufacturer, dealer, broker, warehouseman, or growers' cooperative association where tobacco is manufactured or stored, other than the original grower of to-

bacco, whether conducted as a corporation, firm, limited partnership, association, or by individuals, to keep such records as may be required to effectuate the purpose of this Act and to furnish within ten days of the date to which the report relates, completely and correctly to the best of his knowledge, all the information concerning the quantity of leaf tobacco held, by types and grades and by year of production. Any owner, president, treasurer, secretary, director, or other officer or agent of any manufacturing establishment, warehouse, association, broker, or other place where leaf tobacco is manufactured or stored, who, under the conditions hereinbefore stated, shall refuse or willfully neglect to keep such records and furnish any of the information herein provided for, or shall willfully give answers that are false, shall be guilty of a misdemeanor, and upon conviction thereof shall be fined not less than \$300 or more than \$1,000 or imprisoned for a period of not exceeding one year, or both so fined and imprisoned, at the discretion of the court.

"SEC. 4. The word 'person' as used in this Act shall be held to embrace also any partnership, corporation, association, or other legal entity.

"SEC. 5. The Director of the Census shall have access to the records of the Commissioner of Internal Revenue and of the several collectors of internal revenue for the purpose of obtaining lists of the persons to be canvassed and for the purpose of obtaining the information herein required, and the Commissioner of Internal Revenue and the several collectors of internal revenue shall cooperate with the Director of the Census in effectuating the provisions of this Act.

"SEC. 6. The returns herein provided for shall be made under oath; said affidavit may be made before anyone authorized to administer oaths, including collectors and deputy collectors of internal revenue, and postmasters and assistant postmasters.

"SEC. 7. The returns herein provided for shall be open to public inspection and made available by the Director of the Census for that purpose.

"SEC. 8. All laws and parts of laws inconsistent with the provisions of this Act are hereby repealed."

Tobacco Salesmen Install Officers at McAlpin

Last Tuesday evening the Tobacco Salesmen's Association of New York installed its new officers at a special meeting, followed by a dance at the Hotel McAlpin. Former president Sidney Freeman spoke, and the new administration of President Jonas J. Ollendorf was started upon its course.

Sidney Powell, the Sergeant-at-arms, was next inaugurated, and his brother Jesse Powell, as first vice president. Both of these gentlemen have been previous presidents of the association. Leo Reiders, installed secretary for his thirteenth term, also deserves the honor of being with the Powells, one of the three charter members of the organization.

Albert Freeman was then installed as the second vice president, Max Berliner as treasurer, and Harry Block, as recording secretary. Three directors were likewise inaugurated. They were S. S. Scharfstein, F. J. Hillman and A. J. Siliot.

Then the dancing started, with Sam Fordon's small daughter doing the Loie Fuller and the Vernon Castle steps. Everyone joined in the encore, and the merry party surely enjoyed the very pleasant evening.

Chief Hill to Visit Several Southern Cities

WASHINGTON, D. C., Dec. 15.—B. D. Hill, chief of the Tobacco Section of the Department of Commerce is leaving Washington December 20 to visit several southern cities. He will be accompanied by Julean Arnold, American Commercial Attaché at Shanghai, China, who will talk to the tobacco trade on export possibilities in China for American tobacco. He will address meetings at Winston-Salem, Norfolk and Richmond.—L.A.M.M.

Tax Bill To Pass House This Coming Week

WASHINGTON, D. C., Dec. 14.—It has been determined by the leaders of the House of Representatives that the Ways and Means tax revision bill, embracing the reduction of cigar taxes, will be voted upon this week. Christmas recess has been fixed at December 22 to January 4, and the Senate finance committee will then take a fling at the measure. Final amendments to the tax bill may be made in the House today, and by Saturday next the matter should be out of the House.

Representative Huddleston, democrat of Alabama, attacked the bill. He said: "It fails to give any relief on tobacco except where cigars are concerned. Chewing gum taxes were cut because of the influential lobby, and specified soft drinks got relief for the very same reason. Now, tobacco is a necessity of life to those who use it, and under this bill a levy of eighteen cents a pound is imposed upon manufactured smoking and chewing tobacco, taking over seventy million dollars away from the American people, and costing sixty-five cents to every man, woman and child in the country. Except for cigars the tax is unchanged, and tobacco is more necessary than most of the other things the committee was so solicitous about knocking off. This tax hits the poor."

In the bill, as at present written, there is a provision allowing for a merchantable floor rebate by the government on cigars to all jobbers and retailers having tax-paid goods to the value of \$10 or over.

Percival Hill's Funeral Largely Attended

Last Thursday every operation of the American Tobacco Company ceased out of respect to the memory of Percival S. Hill, the late president. Services were held at 11 o'clock from the First Presbyterian Church, Fifth avenue and Eleventh street, New York, and the burial took place at Sleepy Hollow Cemetery, Tarrytown, N. Y.

Honorary pallbearers were the close friends and associates of Mr. Hill, and they were Junius Parker, A. L. Sylvester, C. A. Penn, A. C. Mower, C. F. Neiley, J. R. Taylor, C. F. Keene and Vincent Riggio. Samuel J. Devoe, metropolitan district manager for Larus & Brother Company, personally represented President W. T. Reed, of the Larus Company, who was unable to be present. Many other representatives of the trade were at the services. Numerous personal expressions of sympathy were received by the family, as well as great masses of floral tributes.

Collection of Tobacco Taxes

WASHINGTON, D. C., Dec. 16.—David H. Blair, Commissioner of Internal Revenue, in his final annual report, has the following to say in connection with the collection of the tobacco taxes:

"The receipts from tobacco taxes during the fiscal year 1923, including taxes on domestic and imported manufacturers, manufacturers' special taxes, and taxes on domestic and imported cigarette papers and tubes in packages, books, or sets, were the greatest in the history of the Internal Revenue Service and exceeded the total internal revenue collections from all sources for any year prior to 1914.

"The total collections from this source were \$345,247,210.96, an increase of \$19,608,279.82, or 6.02 per cent, compared with the preceding year. Such collections represent 13.36 per cent of the total internal revenue receipts from all sources, compared with 11.65 per cent for 1922. The receipts from taxes on small cigarettes represent 65.18 per cent of the tobacco collections, the amount received from this source being \$225,032,702.07, an increase of \$21,381,371.49, or 10.5 per cent over the preceding year.

"Receipts from special taxes imposed on manufacturers of cigars, cigarettes

and tobacco amounted to \$1,125,914.41, a decrease of \$11,233.95, compared with the preceding year.

"The total taxes collected on cigarette papers and tubes amounted to \$1,189,408.39, an increase of \$160,115.74, or 15.50 per cent. Of this amount \$20,782.81 was collected on 2,078,281 packages of cigarette papers of domestic manufacture \$1,102,916.07 on 114,650,096 packages imported, and \$5,709.31 on cigarette tubes payable by stamp. There were removed exempt from tax for consumption or use 219,727,313 packages of cigarette papers, each containing not more than 25 papers, and there were released tax free for use of cigarette manufacturers 20,171,830 cigarette tubes.

"The following seven States furnished 85.86 per cent of the total receipts from taxes on tobacco manufactures: North Carolina, \$147,221,887.03; New York, \$43,153,681.39; Virginia, \$30,959,975.17; New Jersey, \$28,078,954.51; Pennsylvania, \$24,484,488.92; Ohio, \$11,659,731.80; Missouri, \$10,883,323.96; total, \$296,442,042.74.

"The leading states in the manufacture of tobacco products are as follows, in the order named: In the manufacture of cigars weighing more than 3 pounds per 1,000, Pennsylvania, New York, Ohio, New Jersey, Florida, Virginia, and Michigan; in the manufacture of cigars weighing not more than 3 pounds per 1,000, Maryland, Pennsylvania, New York, New Jersey, and Virginia; in the manufacture of cigarettes weighing not more than 3 pounds per 1,000, North Carolina, New York, Virginia, New Jersey, Pennsylvania, and California; in the manufacture of cigarettes weighing more than 3 pounds per 1,000, New York, which produced 84.98 per cent of the total manufactured; in the manufacture of plug tobacco, Missouri and North Carolina; twist, Missouri, Tennessee, and Kentucky; fine cut, Illinois, New Jersey, Michigan, and New York; smoking tobacco, North Carolina, Ohio, Kentucky, New Jersey, Illinois, and West Virginia; snuff, Tennessee, New Jersey, and Illinois."

B. N. Duke Donates More to Colored College

HENDERSON, N. C., Dec. 12.—Announcement was made here today of an additional gift of \$750,000 for a building program at Kittrell College, near here, by B. N. Duke, tobacco magnate, of Durham, N. C., and New York. Kittrell College is a school for negroes located in the small town of Kittrell in the southern part of Vance county, of which Henderson is the county seat. The gift announced today is in addition to the \$200,000 given by Mr. Duke at the commencement exercises of the institution last June. Half of that figure went into the endowment and the other half for new building. Total gifts by Mr. Duke to the college this year are, therefore, up to the huge figure of \$950,000.

The institution now has an endowment of 150,000. The new 750,000 gift is all for buildings, the new scheme being for the erection of a library and administration building combined, a science hall, a dormitory, and a memorial hall in honor of Mr. Duke's only son, Angier B. Duke, who was drowned near New York a little over a year ago.

The main building of the present plant was given by the late Washington Duke, father of B. N. Duke and the late James B. Duke. B. N. Duke recently presented to the college a handsome oil painting of his father, which now has prominent place in the assembly hall.

During the past several months Mr. Duke has given around \$1,000,000 to various educational institutions in North Carolina in which he has been interested.

Driscoll on Water Street

One of the noted visitors on Water street, New York, last week was James Driscoll, of the R. G. Sullivan factory, Manchester, N. H. He said the last days of the year made a great finish to a very satisfactory record for the 7-20-4 brand.

Consolidated Litho Reviews Vice President List

In the original statement of new presidents of the Consolidated Lithographing Corporation, the name of Henry Finger was inadvertently omitted. This corrected list of executives shall now include Isadore Steiner, Oscar Pasbach, Ike Steiner, Bertrum Kopf, Howard Steiner, Sidney Finger, and Henry A. Voice, all of whom were assistants to Vice-President and General Manager Jacob A. Voice. Operations will be carried on, as previously announced, at the former Steiner 257-265 West 17th street, New York, where all departments of the original Pasbach-Voice Lithographing Company, Inc., are now merged with the new concern.

Trachtenberg For South America

Leaving very shortly on his tour to South American ports, F. P. Trachtenberg, 103 Park avenue, New York, will cover all the important leaf to centers of the lower continent. Mr. Trachtenberg was formerly on the staff of the Universal Leaf Tobacco Company and is well acquainted with conditions in our foreign export field. Lighthouses of dark Virginia tobaccos are handled by Mr. Trachtenberg, as well as Kentucky, Turkish, Chinese and Santo Domingo leaf.

Newman Satisfied With Year

At the headquarters of the A. B. Newman Company, 288-290 East Houston street, New York, it is said by Jack Newman that the closing year has been extremely satisfactory to the firm. Retailers have been active in their demands for pipes and smoking specialties of the foreign importations into the House of Newman for years.

Willing Staff Very Busy

During the past weeks the staff of James Willing Company, Sumatra and Java importers, 165 Water street, New York, has been exceptionally busy. Ray S. Clark has been touring the Pennsylvania factories. Harry Grossman has been west. James Willing himself has been in the New York offices attending to the multitudinous details with lawyer Kelly.

Rebate on Floor Stock Of Cigars

(Continued from page 3)

Special Tobacco Manufacturers' Tax Repealed

"The special tax on Cigar Manufacturers, ranging up to 10c. per lb. and cigars sold; on Cigarette Manufacturers and Manufacturers of Small Cigars, the rate of 6c. for every ten lb. and sold; and on Tobacco Manufacturers, ranging up to 16c. per thousand pounds sold; are entirely repealed.

Excise Tax on Pipes, Etc., Eliminated

"So, too, the 10% excise tax on cigars or cigarette holders and pipes, imposed wholly or in part of meerschaum, amber, or humidor, has been entirely eliminated.

Prospect for Enactment of Bill and Further Activities

"It seems entirely safe to predict that this measure will be passed in the House of Representatives within the next two weeks, and it is equally safe to forecast that it will take probably until March before it will be passed in the Senate.

"As regards our future course with respect to the Cigar Tax Schedule, it may be taken for granted that the new schedule will be passed in the House without change, there will be ample time to decide what action the trade should take in connection with the bill before the Senate, after it passes the House.

"The trade will of course give prompt advice as to any interesting developments.—CHARLES DUSHKIN, Managing Director."

Spreading A Feast for The Live and Active Members of The Industry

ATTLEBORO, Mass., Dec. 14.—Louis K. Little Company is opening a new branch here with a large cigar department.

LAQUEMINE, La., Dec. 10.—Leon K. Mann is to open a cigar and lunch room on Main street in about two weeks. He is in the market for stock and fixtures.

CUNCI BLUFFS, Ia., Dec. 11.—Paul Miller, proprietor of the Grand Hotel Cigar Stand, suffered a recent loss of \$500 by fire, fully covered by insurance.

ILTON M. Schwartz, 2 John street, New York, is reported to have filed an involuntary petition in bankruptcy upon his cigar and stationery stock and fixtures.

SEISER, Id., Dec. 8.—Perry Perkins is to open a cigar store here at First and Idaho streets.

OUNGSTOWN, Ohio, Dec. 12.—Klafter & Kauber, 28 West Federal street, this city, are to move their cigar and pecan business to the First National Bldg building, West Federal street and Central Square.

ELFAST, Me., Dec. 14.—Frank A. Rierts has purchased the cigar and confectionery business of Ralph F. Darby.

AN FRANCISCO, Cal., Dec. 8.—Black C Cigar Store has opened here at 154 Stockton street.

ILES, Mich., Dec. 12.—Floyd Gooden has purchased the cigar business of James Daley, on Main street.

LBANY, N. Y., Dec. 14.—Arthur Fitzsimmons has purchased the building next to his cigar store at 2 Central avenue, this city. This structure was built in 1912, and it will now be remodeled by Mr. Fitzsimmons, at modern store fronts constructed.

LAZELTON, Pa., Dec. 14.—John Connell has purchased the cigar business of Robert Moser on South Wyoming street.

UNSMUIR, Cal., Dec. 8.—Pedroncelli & Co. has been opened here for the sale of cigars and confectionery.

CHICAGO, Ill., Dec. 12.—Al's Cigar Store, 1929 Milwaukee avenue, is to open there very shortly.

NSONIA, Conn., Dec. 14.—James Griffin has opened a cigar and billiard room in the Pierpont Block, on Howe avenue.

CUNCI BLUFFS, Ia., Dec. 10.—Edward Davis suffered a loss of \$5,000 to his cigar and billiard business in the Hotel Building. He had no insurance, but will resume business.

aratoga Stationery & Cigar Shop, 113 Pitkin avenue, Borough of Brooklyn, New York, is to open there very soon.

ARGO, N. D., Dec. 10.—Phillip Lyons, proprietor of the Bank Cigar Store, has purchased the business from Miss Bert Haase.

ORT CLINTON, Ohio, Dec. 12.—Frank A. Barnes & Bronson.

ARI COPA, Cal., Dec. 8.—Allen Vosia & Oscar Richardson are to open a cigar store here very soon.

ELFAST, Me., Dec. 12.—Clement W. Scott and others, owners of the Windsor Hotel here, have purchased the business, including the cigar stands, from Jones & Whittier. They will now incorporate for \$100,000, and will then

make extensive alterations, and open a new cigar department.

St. LOUIS, Mo., Dec. 10.—Benjamin and Abraham Ginsberg are to open a cigar store, in this city, at 506 North Fourteenth street.

MINNEAPOLIS, Minn.—H. P. Sandrum and William F. McFall have purchased the cigar and lunchroom at 308 Hennepin avenue.

DENVER, Colo., Dec. 10.—C. C. Homan has purchased the cigar and confectionery business of J. B. Riley, at 86 Pennsylvania street, this city.

INDIANAPOLIS, Ind., Dec. 12.—C. A. Derr is to open a cigar store at 229 Indiana avenue, this city.

FREEMONT, Ill., Dec. 12.—Lobby Cigar Store, Peter Condogorge and Henry Georgalos, proprietors, has been purchased from Christ Vasilopolous, whose

structured at the southwest corner of Broadway and Thirty-eighth street, New York. Store will be opened as soon as the present finishers complete their work.

WILLIAMSPORT, Pa., Dec. 14.—Frank W. Morris operating as the Morris Store, 513½ Cemetery street, this city, will move his cigar and lunch business to new building in course of construction. This will be in about two months, and he is now in the market for new fixtures.

ONEIDA, N. Y., Dec. 14.—Mac's Confectionery in the Earl McGuinness Block, Main street, this city, was damaged, by fire last week, with a loss of \$2,000 to cigar and confectionery stock and fixtures, which were covered by insurance.

INDIANA, Pa., Dec. 14.—Thomas Runzo in the cigar and confectionery business here, will erect a one-story building in front of Pennsylvania Railroad Sta-

of McShane Brothers, 40 East Baltimore avenue, this city.

DANBURY, Conn., Dec. 14.—Ralph and Anthony La Pine have purchased the cigar business of Adolph Otto at 61 White street.

McKEESPORT, Pa., Dec. 14.—Walter J. Seddon, 510 Market street, this city, is moving from that address to 139 Fifth avenue, where he will reopen with a complete line of cigars and confectionery.

LYNBROOK, N. Y., Dec. 14.—Gustave Denecke has purchased the cigar and stationery business of Leo Popper at 19 Hempstead avenue.

CHARLESTOWN, W. Va., Dec. 14.—Fontaine B. Hooft is to open a cigar-drug store on East Washington street about April 1, 1926. He is now in the market for stock and fixtures.

MONTICELLO, N. Y., Dec. 14.—Klein & Rothstein have purchased the United Cigar Stores Agency of Max Wilensky in the Smith Building on Broadway.

FREELAND, Pa., Dec. 14.—Leon Polk is to open a cigar and stationery store in the Pecora Building, 530 Center street, and he is now in the market for stock and fixtures.

KEOKUK, Ia., Dec. 12.—G. W. Fanning has discontinued his cigar business at 302 Main street.

LOOMIS, Cal., Dec. 9.—Clarence Carnahan has opened a cigar and billiard hall here in an established location.

TOPEKA, Kans., Dec. 10.—Clifford Tromp, now operating a cigar store on Fifth street, this city, will shortly open a branch in the National Reserve building.

SAN FRANCISCO, Cal., Dec. 7.—Golden West Cigar Company has started in business here at 112 Market street.

TOLEDO, Ohio, Dec. 12.—Leaf Brothers have opened a cigar store at 229 North Erie street.

NEWARK, N. J., Dec. 14.—Morris Geller, 566½ Springfield avenue, this city, suffered a loss of \$1,000 by fire in his cigar and novelty stock, which was insured.

WHITE HAVEN, Pa., Dec. 14.—Joseph Boyko, in the cigar and lunch business here, is erecting a new building on road two miles west of this place. He will open about February 1, 1926, and is now in the market for stock and fixtures.

Anna Rich et al have incorporated Rich's Stationery Store, 206 East 198th street, New York, to sell cigars and novelties. Capital stock is \$5,000, and the attorneys are Zalkin & Cohen, 49 Chambers street, New York.

OIL CITY, Pa., Dec. 14.—Chacona Candy Company will enlarge its floor space by taking over building at rear of present location, where reconstruction will give more room for cigar and confectionery stock. New fixtures will be necessary.

BELINGTON, W. Va., Dec. 14.—Coontz & Haller have opened a cigar and billiard business here on Crim avenue.

DEEP RUN, N. C., Dec. 14.—J. L. Smith is to open a cigar and confectionery business in about three weeks, and he is now in the market for new fixtures. Location will be on Pink Hill Highway.

PHILADELPHIA, Pa., Dec. 14.—Samuel Droz has purchased the cigar and bil-

liard was originally with the present owners.

YONCALLA, Ore., Dec. 9.—Lutz Billiard Hall has opened here with a full line of cigars, etc.

LENACONING, Md., Dec. 12.—Archibald Ferrens is to open on Main street, with a complete line of tobaccos and confectionery, in about three weeks.

INDIANAPOLIS, Ind., Dec. 12.—Mack Ferrell has opened a cigar store at 1702 Roosevelt avenue, this city.

HELENA, Mont., Dec. 10.—Charles Meyer and Q. A. Edwards have purchased the cigar and billiard business of O. A. Edwards.

PHILADELPHIA, Pa., Dec. 14.—John Banner has purchased the cigar business of Samuel Rosen, Third and Arch streets, this city.

ATTLEBORO, Mass., Dec. 14.—Joseph U. Masse has opened a cigar and confectionery store at the corner of Union and Dunham streets, in the Wunsch Building. Patrick Kelly is the manager.

Schulte Cigar Stores Company have leased the corner ground floor in the new Brickmen Building, now being con-

struction, near Philadelphia street. It will be ready in the early spring, and he will be in the market for new fixtures.

PHILADELPHIA, Pa., Dec. 14.—Jacob Ca'isky has purchased the cigar business of Joseph Cohen at 425 Porter street, this city.

MANCHESTER, N. H., Dec. 14.—William Theodore suffered a loss of \$10,000 by fire to his cigar and confectionery stock in the Hotel Milford Block. There was some insurance on this new stock.

CHARLESTON, W. Va., Dec. 14.—Raines & Jarrett have purchased the interest of A. G. Hill, of Hill & Wilson, in the cigar and billiard business in Summers street, this city.

GREENCASTLE, Pa., Dec. 14.—Roy James has purchased the Smoke Shop from the estate of the late Edward I. Martin in the Heilman Building on South Carlisle street.

SOUTHBRIDGE, Mass., Dec. 14.—Julius Verna has purchased a half interest in the cigar and confectionery business of Joseph Serletto at 7 South Elm street.

PHILADELPHIA, Pa., Dec. 14.—Thomas T. Daily has purchased the cigar business



At Christmas

We wish you
everything that
you wish yourself—
health, happiness,
and prosperity.

We thank you for the
abundant measure of
success which has been
ours throughout the
year — because your
friendship and co-oper-
ation have brought it
about.

We look forward to an-
other year of these
pleasant relations and
pledge ourselves to even
greater efforts to be
worthy of them.

WM. DEMUTH & CO.

*World's Largest Manufacturers
of Fine Pipes*

230 Fifth Avenue, New York

MILANO
"The Insured Pipe"

It's a W D C



liard business of John M. Griffin at 1230 Point Breeze avenue, this city.

LIMA, O., Dec. 12.—J. D. Leonard, manufacturer and retailer of cigars here, is reported bankrupt, with liabilities of \$11,670 and assets of \$5,200.

HAMILTON, Mont., Dec. 10.—L. T. Holliday has purchased the cigar and confectionery business of G. E. Smith.

JEFFERSON, O., Dec. 12.—Frederick J. Wood has purchased the cigar and confectionery business of Claude Robinson.

TIPTON, Ind., Dec. 12.—R. D. Clay will shortly discontinue his lunch room and restaurant here, and enlarge his cigar and confectionery lines.

LIVINGSTON, Cal., Dec. 10.—Lee Lucers has opened a cigar and confectionery business here at a good location.

DAYTON, Ohio, Dec. 12.—George A. Lause has purchased the cigar business of A. Brunner, 1433 Richard street, this city.

SAN JOSE, Cal., Dec. 8.—Bercovitch Tobacco Company is to open at First and Post streets, this city.

HAGERSTOWN, Md., Dec. 12.—William H. Snyder, of William H. Snyder & Son, 4 Public Square, died recently, and his son, Paul L. Snyder, will continue the business as at present.

SEATTLE, Wash., Dec. 10.—Dootson & Morrissey have opened a cigar store, in this city, at Second and Columbia streets.

NORTH ADAMS, Mass., Dec. 14.—United Cigar Stores Company is to open a branch at 105 Main street, this city. Alterations are now in progress.

DE PERE, Wis., Dec. 12.—E. G. Mularkey has opened a cigar store at 119 North Broadway.

MILFORD, Conn., Dec. 14.—Sabloff & Wolfson, 29 River street, are to build a store at River and Crescent streets for their cigar business. Building will cost about \$4,000.

LAWRENCEVILLE, Ill., Dec. 12.—C. A. Storer, proprietor of the City Cigar Store, has succeeded Storer & Fulford.

SAN FRANCISCO, Cal., Dec. 9.—California Distributors, Inc., 1496 Market street, this city, have succeeded E. L. Dawson in the cigar and confectionery business.

FRANKFORT, Ind., Dec. 12.—Clarence O. Thompson has purchased the cigar business of John O. Frye.

LA CROSSE, Wis., Dec. 12.—Mrs. Anna Rayers has opened a cigar and confectionery business at 128 North Third street. She will at once remodel and make extensive improvements to building.

SOUTHBIDGE, Mass., Dec. 14.—Liggett Drug Company has opened a branch in the Robbins Block, on Main street, and will operate a large cigar department.

DEER TRAIL, Colo., Dec. 10.—Framer's Restaurant has succeeded M. Coontz in the cigar and lunch business here.

LAWRENCE, Mass., Dec. 14.—Demetrios Speropoulos, proprietor of the Colonial Lunch at 37 Hampshire street, reports damage by fire of \$2,500 to his cigar and lunch stock.

OAKDALE, Cal., Dec. 10.—Lee Lucers has discontinued his cigar and confectionery business here.

CROSSVILLE, Tenn., Dec. 12.—Lee Dayton is to open a cigar and lunch room here.

RICHMOND HILL, L. I., N. Y., Dec. 14.—K. Inczewski, of the Van Wyck Cigar and Stationery Corporation, 2 Van Wyck Boulevard, has incorporated for \$1,000. His attorneys are Robinson,

Gresser & Robinson, Post Office Building, Jamaica, L. I., N. Y.

DENVER, COLO., Dec. 12.—D. D. L. has purchased the cigar business of H. Morrow in the Majestic Building, Sixteenth street and Broadway.

PHILADELPHIA, Pa., Dec. 14.—Sam Abramwitz has purchased the cigar business of Jacob Schaefer at 40 Woodland avenue, this city.

PENRYN, Cal., Dec. 9.—Frederick Koerner will increase the floor space of his cigar and confectionery business.

BOOTHBAY HARBOR, Me., Dec. 14.—Frank L. Pettengill, in the cigar and confectionery business here, died recently.

PHILADELPHIA, Pa., Dec. 14.—M. T. ick has purchased the cigar business of C. Bright, at 2900 North Taylor street.

KINSTON, N. C., Dec. 12.—Joseph Kennedy is to open a cigar and grocery business here at the corner of Vane and Caswell streets. He is now in the market for stock and fixtures.

MAMARONECK, N. Y., Dec. 14.—Israel Adelman is opening a new cigar and stationery store here on the corner of Mamaroneck and Prospect avenues.

CHICO, Cal., Dec. 10.—John R. Bledale is to move his cigar and confectionery business to a new location very soon.

Academy Cigar Stores, Inc., 10 Grand Concourse, New York, have been incorporated by Jesse Lowenthal, et al, for \$1,000. Attorney is Samuel Schafer, 141 Broadway, New York.

DEEP RUN, N. C., Dec. 12.—Louis Barnett suffered a loss of \$5,000 by fire in his cigar and general merchandise stock recently. He was partly insured.

To Prohibit Child Labor and Regulate Others

WASHINGTON, D. C., Dec. 16.—Representative Griffin of New York has introduced a child labor bill in the House asking that the constitution be amended by the following:

"Congress shall have power to prohibit the employment of persons under sixteen years of age in mines, quarries, mills, canneries, workshops, factories, manufacturing establishments, and to prescribe the conditions of such labor therein of all persons 'over' the age of sixteen years." The bill has been referred to the House Committee on Judiciary.—L.A.M.M.

Duke Holdings in Just Twenty-Six States

During the adjustment of the estate James B. Duke is was discovered that the tobacco magnate had real estate holdings in exactly twenty-six of the forty-eight states. These holdings were mainly for personal or power developments, but many have turned out to be desirable speculative and investment values.

Commission To Hold Oral Hearing

WASHINGTON, D. C., Dec. 14.—The Federal Trade Commission, December 18, will hold an oral hearing on the application of the American Snuff Company that the Commission review rules of Trial Examiner inasmuch as he is charged by the company for having taken evidence offered by it during the trial of oral testimony.—L.A.M.M.

S. E. Guinn Comes and Goes

On his way homeward, S. E. Guinn, of the Johnson City, Tenn., manufacture of smokers' specialties, stopped off in New York long enough to close some pending business. He is figuring up many new novelties for the 1936 season, and he is now happily settled in the new Guinn factory.

Brillard Makes Burley Purchase

Lexington, Ky., Dec. 12.—The Burley Growers' Co-operative Association took another step toward cleaning up re-dried holdings of the pool when it sold 2,000,000 pounds of the 1923 and 1924 crops at association prices to the P. Lorillard Company, officials of the association and manufacturing company were re- satisfied with the transac-

tion. Growers were greatly pleased when announcement was made, as it was their substantial sale reported within the day by the Burley association. Negotiations for the sale to other manufacturers of substantial amounts of the Burley tobacco are known to be in progress and if these negotiations result in sales generally expected they point toward cleaning up the holdings of the association of the old crops. The Lorillard company has been a constant buyer from the association but this was its first purchase for some time. The American Tobacco Company was satisfied with its purchase in November of 10,000,000 pounds was indicated when the company came back a day later and purchased 5,500,000 pounds more.

Members of the Burley pool are elated at this situation and are hopeful that the Burley and General Manager James Stone will have little trouble in marketing the association's tobacco, not only the 1923 and 1924 crops but the tobacco now being delivered to the pool. While the growers are being paid a small advance the day they deliver, the residents James N. Kehoe and W. Wallin and Hon. H. K. Bourne, members of the Association's executive committee, have been in Lexington in conference with President Stone on association business for several days. All express themselves as pleased with the situation and the continued success of President Stone in marketing the tobacco.—J. S. P.

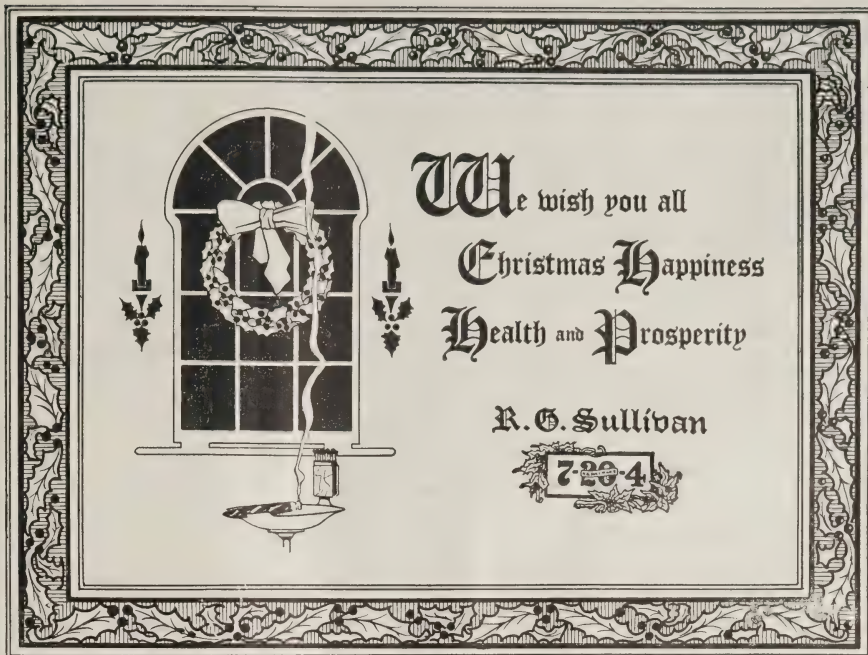
Facts More Tobacco Statistics

WASHINGTON, D. C., Dec. 15.—Senator John D. Ford of Kentucky has introduced a bill in the House which has been referred to the Committee on Agriculture. The bill authorizes the Director of the Census to collect certain tobacco statistics. This is a departure from the last session of Congress when no action was taken. A bill of the same lines has also been introduced in the House.

The Ernst bill the Director is directed to collect, in addition to the figures of tobacco statistics of the quality of leaf tobacco, all forms in the United States, the possession of dealers, manufacturers and growers' Cooperative Association warehousemen and brokers, and the original growers of tobacco, statistics to show the quantity of each type, and the quantity of each type, and the year in which it was produced, summarized as of January 1, 1924, July 1, and October 1, of each year.—J. M. M.

Universal Leaf Manager in Shanghai in New York

Reporting that the recent serious foreign boycotts in China have practically ended, George Haper, manager of the Shanghai branch of the Universal Leaf Tobacco Company, is at the New York office for a holiday vacation.



Jobbers' and Retailers' Department

Conducted by "THE SMOKER"

Thirty Six Years in the Cigar Trade

GREENSBORO, N. C., Dec. 12.—Since 1889 the W. F. Clegg Cigar Company has been making cigars here. And they have established an excellent business. Their present leading brand is the Non-Skid five cent cigar, and it is sold generally throughout this section. Jobbers and retailers are very friendly toward the Non-Skid because of the large demand and the fair profit in the brand.

Ottina Cigars Featured By Dearstyn Bros.

ALBANY, N. Y., Dec. 14.—In their holiday advertising in the local newspapers, and in their windows, the Dearstyn Brothers Tobacco Company is giving special emphasis to the Ottina brand of the E. Popper Factory. Nobles, boquets and perfectos are featured, and the dealer distribution here is very large indeed. Illustrated advertisements now appearing in the press, are for the Dearstyn holiday offerings. Kaufmann Brothers & Bondy's Kaywoodie pipes, humidors, meerscham pipes, cigar and cigarette holders, pouches and cases of all sorts are also displayed in the large copy.

Retail Cigar Man Sells Over Six Tons of Candy

TOLEDO, Ohio, Dec. 12.—One of the very largest retail candy orders ever sold is to the credit of Harry Cohen, division sales manager of the United

Stores Company here, who disposed of an immense quantity of Happiness holiday confectionery to a large automobile tire concern. This order specified 2,500 individual five pound boxes, representing 12,500 pounds, or six and one quarter tons of candy.

Florida Retail Sales Break All Records

TAMPA, Fla., Dec. 12.—Sales of tobacco products in Florida at retail have broken all previous records, the United Cigar Stores Company reports. In store 1582 here, the increase over October 1924 was just 180%. In Miami, store 1580, the betterment was 177%. At Orlando, store 2219, the figure over 1924 was 128%. And the total cash sales, of the Miami store alone, were \$20,141 for October this year.

California Distributors Feature Y-B Cigars

LOS ANGELES, Cal., Dec. 9.—In a final wind-up for the year the Klingstein Company, of this city, is rushing out vast quantities of the Yocum Brothers Y-B cigar. Christmas order requirements have been numerous this season, and the Y-B jobbers have been doing their very best to supply all the retailers who ask for the special holiday packages.

Blackstone Taken Over by St. Louis Jobbers

ST. LOUIS, Mo., Dec. 12.—Distribution of the Waitt & Bond, Inc., Blackstone

cigar has been awarded to the Parker-Gordon Cigar Company for this territory. Dealers have been asking for a greater allowance of holiday packs, and the new arrangements here now provide for a liberal distribution of these wanted sizes. Local retailers are certain to overtop their 1924 business during the present holiday rush, and the Blackstone is scheduled to obtain its full share of the prevailing trade.

Milwaukee Buying More Perfecto Garcias

MILWAUKEE, Wis., Dec. 12.—All the cigar stands of the Lewis-Leidersdorf Company, in this section, are supplied with and are selling Perfecto Garcia & Brothers Perfecto Garcia brand. There is a better sale this season for the larger sizes, and the box trade has developed into vast proportions. It is now evident that the current holiday trade will be the greatest the city has ever had.

More Chancellors Wanted By Lang & Company

PORTLAND, Ore., Dec. 10.—Orders have been forwarded to the American Cigar Company, New York, for more Chancellor cigars to be shipped to the account of Lang & Company, this city. It is hoped they will arrive in time for holiday division, as the local retailers report increasing demand for Chancellor sizes. Manager F. V. Welch, of the Lang Company, says his sales this year are the greatest he ever had, and he anticipates another good year in 1926.

Amorita Cigars Go Over Big in Alabama

BIRMINGHAM, Ala., Dec. 12.—Sales for Kraus & Company's Amorita cigars are doubling and tripling with the local distributors, the Patterson Cigar Company. Representative D. J. Lawrie, of the Baltimore branch, reports a record sale.

(Continued on page 18)

GALLAHER'S TOBACCOS

Trade Inquiries Solicited

J. S. OPPENHEIMER & CO., Inc.
Agents 104 FIFTH AVENUE, NEW YORK

THE JOHN BERGER & SON CO.

PACKERS OF
LEAF TOBACCO

MAIN OFFICE IMPORTERS OF
315 MAIN STREET HAVANA and
CINCINNATI, O. SUMATRA

WAREHOUSES
Germantown, O.
Lancaster, Pa.
South Windsor, Conn.
Havana, Cuba.



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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, DEC. 17, 1925

Percival Smith Hill

In the thirty-three years that Percival Hill was associated with the tobacco business he rapidly advanced from salesman to president of the largest corporation of its kind in the world.

From his start in Philadelphia as a cotton, wool and carpet man, he became a director of sales for the original Blackwell's Durham plant in 1892. He came into close contact with one of the best tobacco men of the last generation, General Julian S. Carr.

Both General Carr and Percival Hill worked strenuously to put Bull Durham into its leading stride as a foremost granulated tobacco. And, so well did Percival Hill accomplish his difficult task of salesmanship, that six years later—in 1898, when the country was on the verge of another upheaval of war—he became president of the Durham concern.

In rapid order, then, the opportunities of life came thick and fast to Percival Hill. Some men might have overlooked them. Others might have refused the responsibilities. But Percival Hill grasped them securely, and of them he made a record practically impossible to surpass.

For, with the consolidation of the Blackwell plant in the American Tobacco Company, Percival Hill became secretary of the American in 1900. Almost magically, after that, Mr. Hill rose to the vice presidency of the Company one year later, and was elected president of the American Cigar Company—afterward chairman of the board—and president of the Havana Tobacco Company in 1909.

Records — record-breaking records — were made and smashed by Percival Hill during this formative period of his life. Sales and the development of salesmen were a hobby of Mr. Hill's. He organized such an effective force of super-salesmen that he put over success after success.

Brands were originated and marketed almost overnight. Campaigns of salesmanship resulted in the permanent placement of goods which are now standard merchandise. All these efforts were vitalized, brought to a successful conclusion by the energetic ability of Mr. Hill's direction.

As a master salesman, then, as well as a manufacturer, the name of Percival S. Hill will go forward in the tobacco trade as the very ideal of those who follow.

And that many will strive to follow the Napoleonic leadership of Percival Hill it is entirely unnecessary to say. In the nearly fourteen years since Mr. Hill had been active president of the American Tobacco Company, succeeding

James B. Duke, he had made his organization even stronger than it ever was, and a distinct leader in the international trade.

It was a peculiar coincidence, perhaps, that Mr. Hill's death followed by two months that of his former chief, Mr. Duke. It was also a striking coincidence that the lives of both these men were of such remarkable force and decision that the tobacco business prospered materially under their respective administrations, when trade in other lines was frequently at pause.

But the secret of the life of Percival Hill was really no secret at all. It was—work! No man labored harder for the various enterprises with which he was connected. And he was connected, directly and indirectly, with many in and out of the tobacco trades.

Percival Hill's family and friends have lost the personality of a wonderful man. And the tobacco trade has lost the leader whose vision and perseverance have made of this business much more than a matter of production and sales.

Under the versatile leadership of Percival Hill the tobacco business is now the tobacco industry, a title much more fitting for the development and growth of the trade during the administration of the Hill direction in the last several years.

So it is, then, that the tobacco trade mourns the passing of one of its giants—one of its foremost exponents who will live on and on in the memory and history of the industry as a pioneer who was unafraid of difficulties, who was master of them all—Percival Smith Hill.

Christmas Mails

If Postmaster General New has his way about it, Christmas Day this year is going to be the biggest and the best for all the employees of the postal service and especially for the ever-faithful letter carriers.

He has issued orders to postmasters throughout the country that their offices will be closed all day Christmas except for the dispatch of special delivery letters and parcels and special handling letters and parcels.

In order that the vast army of carriers and clerks may enjoy Christmas Day to the fullest extent with their families and friends, the co-operation of every man, woman and child in the United States will be necessary.

Under the leadership of the Postmaster General, a campaign is now under way throughout the country to instill into the minds of everybody the necessity for shopping and mailing early in order that there will be as little congestion at the post offices as possible during Christmas week and in order that both the sender and receiver of gifts and remembrances may reap the happiness that is contemplated by such an exchange of presents.

Once more the Post Office Department urges the American public to do its Christmas shopping and mailing early. If the shopping is done now the buyer gets just what he or she wants and if the gift is mailed promptly it is sure to reach its destination in plenty of time before Christmas Day.

Do You Believe in Santa Claus?

One hundred and fifty million dollars is quite a heap of money. It would buy, and does buy, a heap of things. Just now those things are toys—one hundred and fifty million dollars' worth of 'em! For that is the sum estimated by the American toy manufacturers, that will be spent in the United States this season for the kewpies' Christmas!

Some people, then, believe in Santa Claus! They believe in him, perhaps, on account of the expectation and the joy children get out of it. They believe in it because the over-grown family itself gets a lot of ex-

citement and more or less happiness out of it.

Anyhow, it is a big day—a great day. Merchants revel in it. Jobbers revel about it. Manufacturers both praise and fear it. Everyone else who battles with the rush of the season sighs or laughs or

Cigar dealers, particularly, enjoy it. They are not too heavily purchased throughout the year, yet, for the average Tobacconist to ignore Christmas. I guess not!

So the volume of sales executed the holiday season, for the normal man, exceeds all other periods of the year. It is, really, three months' business transacted in less than thirty days.

Sales being enormous, profits usually too. Many a holiday business has averaged over a ragged trade for the year! Many a manufacturer, jobber and retailer is satisfied by Christmas!

It indicates, if anything at all, that the cannot get along without Christmas. As from the religious or emotional observation of the day and season, it is a great fact: Christmas is NECESSARY to all of us!

Without it we would plod through the year waiting—for what? We look forward to certain other days, certain other holidays too. But to none do we usually look forward with greater anticipation than to Christmas.

Small boys and little girls think Christmas is the event of the year. Larger boys and bigger girls think so, too, even though they regard Christmas as a financial liability rather than a huge asset.

They may all say that they do not BELIEVE in Santa Claus. They might as well say they do not BELIEVE in Columbus.

If Columbus discovered America, Santa Claus was discovered by Christmas day! And it is the very essence, the elemental spirit of the day which makes all BELIEVE somewhat in Santa Claus!

If we do not believe, we do not share. We do not share in it, we do not see, we do not live!

Christmas is what it is. It is good business, it is good for business men. It is good for all men, it is good for all women. It is the very vibration of the day, the dio-like wave length which encircles the world on that day and which makes good business man once again a great boy.

And, if that business man did it, Santa Claus, he would not send his toys into his house in the dark of the night before Christmas.

"When, all through the house,
Not a creature was stirring,
Not even a mouse!"

Painted Sunsets

Some people travel to far countries for the experiences of strange and beautiful sights. In their own country—America—they can not find anything new, nothing wonderful.

Perhaps the vision of such folk is obscured by local limitation. Perhaps they need the rest of the country as they look to their own home territory, often hedged in by more or less tall buildings, trees, obstructions of some sort.

In a clear view, however, from a wide expanse of river, ocean or lake these avid sometimes discover real charm in a commonplace plain and familiar land.

Even a sunset or a sunrise appears different to one upon the open expanse of a wide view. What was formerly regarded as an ordinary event of the natural day becomes an element of wonder, interest and excitement.

And now, after the holiday excitement

id, now is the time to enjoy such
in the tobacco business believe in va-
Most manufacturers and merchants
for some sort of recreation. They
short and long trips. They enjoy
ves—to some extent.

men, though, who are hub-deep in
ude, never go anywhere. They stay
because they "have to." Anyway, that
sual excuse.

wrong! By following this stay-at-
home, year in and year out, such
come stale. They lose their point of
view. They become narrow. They do not

ke the most enjoyment of life, to get
the greatest benefit, one must travel. New
plans, new customs unfold to the
eyes of these wayfarers.

Business opportunities often result from
prints of contact thus established. Ex-
tending of views with tradesmen in tobacco,
other lines, leads to mutual advantage.
It is not necessary to await the return of
travellers for these pleasant trips. For,
at our own country, close by, there are
many sights to see, many things to learn.

Broad vision, keen judgment, more energy
accrued by these trails to the painted
set!

Excursions of life are too numerous, too
quiet, for us to permit ourselves to be
dwn to the business. Business, as a
thing will greatly improve as we, our-
selves improve. If we do nothing to advance
our thoughts, we do nothing to help our
mates.

Travel is enjoyable. And, after the
usual inventories, after the new plans for
the year have been set in motion—then is the
time to travel!

Travel somewhere, if only to the next
town! See something, hear something, gain
something!

Salmen, who travel, are seldom men of
narrow vision. They are generous, broad,
men who have the world at their feet.
They say sometimes say they are tired of
travel. Too much of anything is enough.

But for the isolated business man, the
man who does not travel—now is the
time for a look at the painted sunsets!

Writing an Advertisement

So many men in the tobacco business say
they simply cannot write an advertisement!
Why they say that they admit they cannot
write! For that is absolutely all an advertise-
ment is—talk!

Letter writing is merely condensed conver-
sation. That is, it should be condensed. But
we write too many of us, it seems, ramble on
and on with brevity used for a semi-colon.

Not so, however, with a man in Tarrytown.
His name is George W. Crowley. He is a
member of the Bronx Rotary Club. And he
is now in an institution in Tarrytown which
does some help very badly.

So Mr. Crowley sat down and wrote a letter.
It was directed to John D. Rockefeller. Here
it is:

"Dear John: There are 180 little orphans
at the institution opposite to your estate that
they need some fruit and vegetables.
George."

That was all. That was enough. For Mr.
Crowley immediately arranged to send over
loads of fruits and vegetables, just as
Mr. Crowley plainly suggested.

But note this: Mr. Crowley did not write
another. Neither did he actually request
a contribution. No, he merely
stated in evident fact, that was all. And he
ended off in a perfectly natural, friendly,
manly manner, "Dear John," closing it

with the same easy, appealing personality,
"George."

Of course, this was a trifle unusual as an
advertisement. It had a decidedly personal
appeal—a human appeal. And it went directly
into the hands of a philanthropist.

But there was absolutely no argument, no
detail. With a brief, concise statement the let-
ter quickly closed. It was the ideal type of an
excellent advertisement, just the same.

For it is exactly along those lines of friendly,
man-to-man fashion, that advertisements of
any sort appeal to you and I everywhere.

Mr. Crowley is unknown to us. He may be
a professional copy writer. But he certainly
is a good one, if he is.

Men in the tobacco business who desire to
write or use good, sensible, plain copy in their
cigar, cigarette and tobacco advertising can
take a lead from Mr. Crowley.

Good results demand good copy. Ask
George.

Supreme Court Decisions

There are nine Supreme Court Justices in
the world's greatest tribunal. They receive
something like fifty dollars a day for making
decisions which affect the general prosperity
and well-being of every person in this land.

Able men they are, as a rule. Their de-
cisions are usually unaffected by bias or poli-
tics. They are famous, the world over, for
conservatism, and justice to rich and poor.

Congressional statutes have been unmade and
remade by the Supreme Court. No one ques-
tions their wisdom or their authority. It is,
in the very nature of things, supreme.

On the other hand there sit, daily without
the compensation of even fifty cents a day,
many men who constitute the supreme courts
of their localities.

These men are not usually lawyers. They
are not law students. But they frequently are
students of world affairs, politics, crime, law.

They are, in fact, just ordinary American
citizens. And their habitat is in a peculiar
place—a cigar store.

In these district courts throughout the na-
tion these citizens sit or stand and smoke. As
they smoke they discuss, more or less impar-
tially, the gravest affairs of the country and the
world.

Many heated opinions are handed down.
Many decisions are made in these cigar stores
which are not good law—nor good reason!

But, they are at least, the generally honest
public opinion of the very citizens who make
and unmake the United States Supreme Court!

Perhaps these cigar store opinions and de-
cisions are not immediately available to the
august body which sits in Washington. Yet,
sooner or later, these very cigar store opinions
are absolutely reflected in the profound de-
cisions of the Supreme Court judges!

If you do not believe this is so, stop and ob-
serve. Cigar stores may not be high vaulted
with the carved mahogany of the first court in
the land. Cigar stores may not have the em-
blazoned eagles nor the great seal of the United
States on their counters.

But cigar stores do have the power to make
and unmake the very justices who proclaim
the awards of cigar store opinion issuing from
the caddies and cases of many a bench of to-
bacco merchandise, whereon sits the ruling
power of this vast nation!

It is possible, then, that cigar store propie-
tators, their jobbers and their manufacturers,
can frequently sway the law of the land
through these councils.

If legislation along certain lines is desired,
if tax reduction is desired, if many other re-
visions and reforms are desired, why not ap-
peal to a popular court of public opinion first?
Why not appeal to the packed jury of the
cigar store court?

Smokers are friendly to smokers. Pipe be-
gets pipe. Cigar smokers are given cigars by

their associates. And cigarettes are passed
from man to man until the package is empty.
Such a court is the court of supreme impor-
tance to the cigar and tobacco and cigarette
industries.

When the trade has anything to say, anything
to require the attention of the men who rule
this land, why isn't it said in propaganda to
these cigar store courts?

Sooner or later such action, if sincere, will
undoubtedly solicit the attention and consider-
ation of the Congress and Courts which are,
after all, but the echo of public opinion ex-
pressed in cigar store decisions!

Dust!

In a cigar store one day a customer asked
to see a certain pipe. It was shown to him. It
was a beautiful pipe. It was an expensive pipe.

It was, however, just what the customer
wanted. He liked its lines. He ignored its
price. But he refused to buy it!

And the dealer was surprised. He was
really more than surprised. He was angry.

This angry tobaccoist had good cause to be
angry. In fact, he had excellent cause to dis-
charge someone. It was a great wonder he
did not do so.

Because, not merely in losing the sale of this
rather costly pipe, but in the impression the
cause of the difficulty lay was such a small
matter.

It was—dust!

On the pipe, on the show case, everywhere
in the store, it almost appeared, there was
dust! Not heavy, fluffy dust, but simply the
light accumulation of overnight powdery—dirt.

This little thing really did not harm the pipe
the customer desired. It was still a perfectly
sound, good pipe. But the customer noticed
that the pipe, like everything else in the store,
was shorn with dust.

Perhaps the pipe was of recent inventory. It
may have been in stock but a very few days.
And yet to look at it, there seemed to be an
undesirable connection between it and the dust
which surrounded it.

Lots of cigar stores seem to be just like that.
Dust lays thick almost everywhere. Sometimes
there is an effort made to dust off the most
conspicuous places, but the corners and edges
of most of these stores are *always* dusty!

This seriously detracts from the merchandise
offered. It results in frequent loss of sales,
exactly as in the instance of the pipe customer.

Many of these lost sales are not lost in that
way, however. In the majority of cases it is
merely the prospective customer's subconscious
refusal to consider the purchase of a certain
article in a certain store on account of the gen-
eral dusty atmosphere of the place.

Goods and service may be supreme. Pro-
prietor and clerks may work their heads off.
But customers—the best customers—are so
finical these days that they absolutely refuse to
buy soiled and dusty tobacco products.

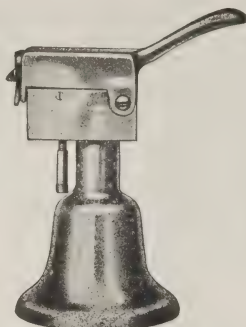
Time was, when all show cases, wall cases,
and the like were more or less open and ex-
posed to dust, and there really was some ex-
cuse for dust. Dealers could not actually pre-
vent some of their fixtures and goods from
showing it.

But, today, with modern air-tight furnish-
ings and highly polished glass for protection,
there is, very little excuse for dust.

Moreover, the dusty store gives the tran-
sient customer the idea that the probable busi-
ness methods of the establishment are just as
dusty, too.

Undoubtedly, this is more or less true. If
a store is dusty in fact, it is also quite apt to
be dusty in methods.

And this holds just as true of the jobber
and the manufacturer. If such business men
permit their quarters to become encrusted with
the dust of time, the time will come when their
business is nothing but dust!



GUINCO BELL LIGHTER

(For Office or Home)

GUINCO CIGAR LIGHTERS

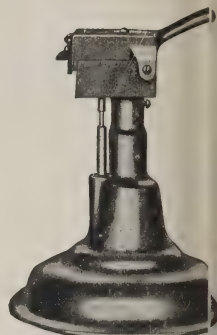
HAMILTON, HARRIS & CO.,
Indianapolis, Ind.
November 19, 1925.

S. E. Guinn Mfg. Co.,
Johnson City, Tenn.
Gentlemen:

Our customers are very much pleased with your "Bell" Lighter. It seems to give entire satisfaction wherever it is placed, because it is practical and stands up and does business without giving the dealer any trouble.

It saves a great deal of time, and should increase in sale from time to time. We hope to do a much better business on this Lighter next year, than we have this past year.

Yours very truly,
HAMILTON, HARRIS & CO.



STAND LIGHTER

(For Counter Use)

LIST OF JOBBERS:

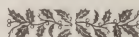
Name	Address	Name	Address
A. B. CUNNINGHAM	Philadelphia, Pa.	I. SAMUELSON & CO.	Memphis, Tenn.
ALBERT PICK CO.	Chicago, Ill.	IWAN RIES COMPANY	Chicago, Ill.
BEAR & WOLF CO.	Cleveland, Ohio.	J. B. MOOS COMPANY	Cincinnati, Ohio
BENSON & HEDGES	New York City.	J. B. MOOS COMPANY	Louisville, Ky.
BERRY & DE MOVEAL	Nashville, Tenn.	J. H. HAMMOND CO.	Chicago, Ill.
CAPITAL CIGAR & TOBACCO CO.	Washington, D. C.	LEE & CADDY	Detroit, Mich.
CARSON, PIRIE, SCOTT	Chicago, Ill.	LEWIS LEIDERSDARF CO.	Milwaukee, Wis.
C. C. GREEN CIGAR CO.	San Francisco, Cal.	MARSHALL FIELD CO.	Chicago, Ill.
CLARK BROS.	Marion, Ohio.	MAX M. GUGGENHEIM CIGAR CO.	Cincinnati, Ohio
CLARK CIGAR COMPANY	Saginaw, Mich.	NEUDECKER TOBACCO CO.	Baltimore, Md.
GEORGE BORGFELDT CO.	New York City.	N. SHURE CO.	Chicago, Ill.
GEORGE B. SCRAMBLING CO.	Toledo, Ohio.	OHIO VALLEY TOBACCO CO.	Portsmouth, Ohio
GEO. EFINGER	Bembrook, N. I.	OPPENHEIMER CIGAR CO.	Saginaw, Mich.
HAMILTON & HARRIS	Indianapolis, Ind.	PATTERSON TOBACCO CO.	Birmingham, Ala.
HAMILTON & HARRIS	South Bend, Ind.	ROY NEWMAN CIGAR CO.	Knoxville, Tenn.
HAMILTON & HARRIS	Kokomo, Ind.	SMITH & HEGGINS	Johnson City, Tenn.
HAMILTON & HARRIS	Terre Haute, Ind.	STUCKEY CIGAR & CANDY CO.	Lancaster, Ohio
H. F. FOX	Geneva, N. Y.	WANAMAKER'S	New York City
HENRY STRAUS CO.	Cincinnati, Ohio.	WANAMAKER'S	Philadelphia, Pa.

S. E. GUINN MANUFACTURING CO.

Territory Open for Other Live
Jobbers; Write for Full Particulars.

JOHNSON CITY, TENN.

WE Extend to the Trade Our Best Wishes for
a
MERRY CHRISTMAS
and
Prosperity and Happiness
for the Coming Year



GOVERNMENT OF PORTO RICO TOBACCO GUARANTEE AGENCY

136 Water Street, New York

Telephone John 1379

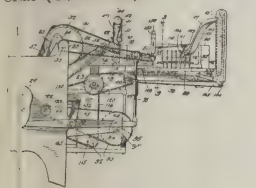
F. LINARES, Agent

Patents Recently Granted

By U. S. Patent Office

Complete description of the patents described herewith can be obtained from the Patent Office by sending to the Commissioner of Patents, Washington, D. C., the number of the patent desired with 10 cents in currency or by order. Stamps will not be accepted. For this sum the Patent Office will supply a printed copy of the patent, which usually contains complete drawings and descriptions in detail.

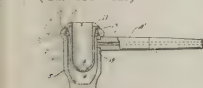
1,561,856. TOBACCO-FEEDING MACHINE. ALBERT A. HEYMAN, Baltimore, Md., assignor to The Universal Cigar Machinery Co., Inc., Baltimore, Md. Filed Oct. 10, 1922. Serial No. 593,550. 3 Claims. (Cl. 131-39.)



In tobacco feeding machine the combination with an apertured supporting plate, of pins, having their points normally housed in the apertures, means for directing a layer of tobacco onto the plate, an apertured holding plate movable in position on the tobacco, and means for shifting the pins through the tobacco and into the holding plate.

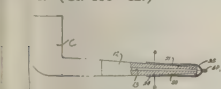
In feeding mechanism of the class described the combination with a delivering device, of a supporting plate, a sliding plate, impaling means movable relative to the plates, a presser belt, firmly supported out of the path of the plates, and separate means operating in fixed relation for positioning the presser belt upon the supporting plate, means for feeding a sheet of stock onto said plate, means for conveying the belt along the plate, lifting the presser belt out of the path of the plates, moving the holding plate into the stock upon the supporting plate, impaling the stock, shifting the sliding plate out of the path of the supporting plate, inverting the supporting plate above the delivering device, and releasing the stock from the impaling means.

1,562,175. TOBACCO-SMOKING MACHINE. JOHN KERCHER, Chicago, Ill. Filed July 6, 1924. Serial No. 728,285. 2 Claims. (Cl. 131-12.)



In tobacco pipe, the combination with an outer bowl and an inner bowl, of a ring member removably set in the outer bowl and projecting from the inner surface thereof, a threaded region which is inclined inwardly and downward, carried by the inner bowl and adapted to co-operate with said ring, and to have a wedging action thereon, and means receptive of a turning instrument formed in the top of the inner bowl, substantially as described.

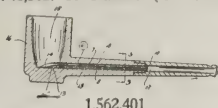
1,562,321. SANITARY PROTECTOR FOR THE STEM OF SMOKERS' APPLIANCES. ARTHUR F. FRATTINGER, Seattle, Wash. Filed Mar. 13, 1924. Serial No. 699,002. 3 Claims. (Cl. 131-12.)



A sanitary protector for the stems of smokers' appliances comprising a body formed as a receptacle provided with an open end and having one side thereof recessed inwardly from the margin at

the open end to facilitate insertion of the stem into the body.

No. 1,562,401. COMBINED SMOKE CONDUIT AND ABSORBENT HOLDER FOR TOBACCO PIPES. ABRAHAM E. WILLIAMS, Chicago, Ill. Filed Nov. 7, 1924. Serial No. 748,302. 10 Claims. (Cl. 131-12.)



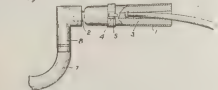
A device for use in a tobacco pipe comprising a hollow elongated member provided with an exterior channel at one side, substantially as described.

No. 1,562,497. COMBINED CIGARETTE CONTAINER AND ASH TRAY. WILLIAM ROBERTS DERRY, Augusta, Ga. Filed Oct. 1, 1924. Serial No. 741,010. 3 Claims. (Cl. 206-38.)



A cigarette package having an outer container and a sliding cigarette tray, and an ash tray fitted in between the container and the cigarette case when not in use and designed to be pulled partly out of the container when in use.

No. 1,562,921. TOBACCO-PIPE CLEANER. JOHN HENRY SEWELL, Saskatoon, Saskatchewan, Canada. Filed Mar. 16, 1925. Serial No. 15,998. 6 Claims. (Cl. 131-13.)



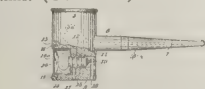
A pipe cleaner comprising a tubular casing having a neck at one end, and a hollow insert of resilient material disposed in the interior of the casing.

No. 1,563,210. PIPE HOLDER. JOSEPH H. MCINTIRE, Brooklyn, N. Y., assignor of one-third to Louis H. Kaplan, Brooklyn, N. Y., and one-third to Stephen A. McIntire, New York, N. Y. Filed Nov. 24, 1924. Serial No. 751,994. 2 Claims. (Cl. 131-12.)



A pipe holder composed of wire having feet at its ends, and outwardly bowed portions in runs of the wire intermediate the ends of the support for the reception of a pipe, said bowed portions having an opening to receive and support the bowl of the pipe, and said opening having a restricted end to receive a portion of the stem of the pipe.

No. 1,565,173. ILLUMINATING MEANS FOR SMOKERS' APPLIANCES. GEORGE LYE-SO, Kingmont, W. Va., assignor of one-tenth to Mike Hibb, Rosemont, W. Va. Filed Feb. 5, 1925. Serial No. 7,026. 3 Claims. (Cl. 240-2.)



In a device of the type described, the combination with a smoker's appliance, of a bulb socket embedded in said appliance, an electric bulb mounted in said socket, a conductor tube embedded in the appliance and contacting with said socket, and a second conductor tube embedded in the appliance and contacting the inner end of the stem of the electric bulb.


Nothing will sell itself; but, it shouldn't be necessary to sell the same man twice on the same proposition... There are thousands of men who were sold on SUNSET TRAIL 5c. CIGAR the first time they smoked it.... There are thousands still who haven't had the chance to try.... The Roby Cigar Company of Barnesville, Ohio

WAITT & BOND

Blackstone CIGAR

Extremely

Mild




Charles Denby 2 for 15c

They satisfy the smoker because they are good, and the merchant because they sell.

LA FENDRICH

10c. to 3 for 50c.

H. FENDRICH, Inc.
EVANSVILLE, IND.—ESTABLISHED 1850



ROBERT EMMET

Fresh Cigars Kept Fresh in Airtight Tins

One Size, One Grade, One Price.

10c

Packed in Airtight Tins

The Big Seller


Wherever You Go

SPIETZ CIGAR CO., LIMITED, Manufacturers
Harper & Seneca Sts., Detroit, Mich.





LA PALINA CIGAR



TOPIC


"Good from End to End"

Good for the dealer because:-

**They are popular,
They are profitable,
They sell quickly.**

"Meet Us at the Tobacco Show"

Bobrow Bros. Inc., Mfgs.
Philadelphia, U.S.A.
Makers of Bold-La Tosella-Recall



Philadelphia Trade All Rushed in Final Week

Manufacturers Still Behind Orders—Retailers Hustle for Business—Producto Factory Convention and Jubilee—Mazer-Cressman's Big Season on Manuals.

PHILADELPHIA, Dec. 14.—While the manufacturer is chiefly concerned on super-production, in order to meet with the late holiday rush of orders, the retailer is now canvassing for Xmas business on boxed goods. In the well known central city stores, where a high class box patronage is enjoyed, the dealer is concentrating on getting orders for the gift season, and is pushing over the counter sales of these, while his outside representatives are making a drive for the early holiday demands of their customers.

Dealers Active For Trade

In many of the shops a direct by mail appeal is being made on orders for the holiday box requirements; and though this is not as satisfactory as direct personal sales persuasion, nevertheless there is being rounded up a considerable number of advance demands from sources which might not be reached otherwise. Though the dealers are urging their patrons to place their holiday needs at this time, there has not been the responsiveness which is desired. This avoids last minute or belated buying and shortage of stocks, a situation which heretofore has caused considerable loss to the retailer because of inability to get cigars in time for Xmas needs.

In view of the early shopping appeal there is on hand a fairly good sized list of holiday orders for delivery within the next few days, and before the Xmas week. However, the dealers are determined to keep after customers, and impress upon them the urgency of placing their holiday demands at this time, and so that they may serve them more efficiently.

Gift novelties and pipes have been moving from shelves and cases, and there is being diverted to the cigar shops a fair proportion of holiday business among the gift lines in smoker's articles of all types.

Producto Program

When the merry Yuletide days are at hand the G. H. P. Cigar Company will join in the dispensation of cheer and hospitality to their friends, patrons and workers. There will be a lavish spirit of good will practically demonstrated in its elaborate program of entertainment. It is quite fitting that this prosperous Philadelphia cigar manufacturing concern should this year plan out a noteworthy program. It has had an unusually active twelve months, rounded out by the extension of its factories and the broadening of its distribution to the greatest in the history of the concern.

Between the dates of December 30 and January 2 there will be held the annual convention of the business family of the El Producto manufacturers. Many features of entertainment, business and sales discussions, and social gathering of the heads of the firm with their employees, friends and patrons on a wide open house hospitality, are on the program. This year there will be added cause for rejoicing over the past year's successes. When the brother proprietors, Samuel and Benjamin Grabosky, with general manager Frank P. Will, greet their guests it will be with pride of having achieved a goal far outreaching the anticipations of the early part of 1925.

The several banquets will be held at the Hotel Adelphi, where entertainments will accompany the service and the sociability of the dinner table, while the business discussions will be heard in the headquarters at Third and Brown streets. There visitors will enjoy the hospitality of the firm, and will be given an opportunity of surveying the working surroundings of the El Producto.

Manuel Salesmen Win

As the holidays approach there is unusual hustling at the headquarters of the Mazer-Cressman Company, 1711 Vine

street, where the Philadelphia requirements of Manuel, Counselor at Law, Miss Detroit are dispensed. The growing popularity of the newest sizes in Manuel, the invincible, in the two for twenty-five cent shape, has been so rapid it has outstretched present manufacturing capacity. Calls are coming from all sections and sources of retail distribution in the Quaker City and the firm is having difficulty in keeping pace with the needs of the community.

The success of the new Manuel invincible is due partly to the broad newspaper publicity, where extensive space has been given the new brand. District Manager Joseph S. Gravett reports that the November sales showed an increase of almost 25 per cent over those of 1924, due to the popularity of the new brand, and to others of the Mazer-Cressman manufacture. In the slogan of newspaper advertising the new size of Manuel is termed, "The most sensational value ever offered in the cigar industry." The firm is planning to use its four salesmen, who have been successful in the promotion contest among its forces, a trip to Detroit via Niagara Falls after the holidays.

Beck To Open Coast

By the first of the New Year recently appointed Pacific Coast representative of the manufacturers of Viceroy, Edmund Hally and La Situation will become actively engaged in promoting these brands in that section. It is the intention of the firm, Joseph H. Beck & Company, Inc., 27 Bank street, to make these smokes in the coast territory, during the past year the eastern and mid-west distribution has been making strides, and in its plans for further development the coast will be campaigned by Herman Gingold, as representative of the local manufacturers.

Armstrong Leaves Cinco

Robert Armstrong, who formerly was specialty sales representative for Otto Eisenlohr & Brothers, has joined the band of migrators to the Florida terra, having severed his connection with the Quaker City manufacturers of Hermita and Cinco. While he has followed the crowd south, it is not for the purpose of land speculation, but to improve his health. His duties have been taken over by O. L. Evans.

B. WASSERMAN CO.

77 Chambers Street
New York

Established 1870 Incorporated 1912

Importers

and

Distributors

of

Havana

and

Domestic Cigars

among the visitors to the City of B. Henry Love within the past few days with several well known travelers for Tampa firms. Among them being Victor Lopez, Henry IV, from the New York headquarters, and Abe Caro, of A. San- ta & Company, with the Optimo. Representative Loper, of the Garcia Via Company, and its brand Garcia Via, was also here. The trio booked holiday business in many impressive forms of these high grade Tampa smokes.

Pultz Joins Lloyd

There is now associated with Manager Charles Lloyd, of the Ben Franklin Hel store of the Yahn & McDonnell Company, Frank Pultz, who is a newcomer to the industry. This store, of the Yahn & McDonnell claim has been enjoying a very gratifying holiday demand for its lines of pipes, manufactured by Kaufmann Brothers & Bondy, at those of L. & H. Stern, Inc.

Two new smokers' articles have been added to the list of gift and art commodities manufactured by the Samuel Edelman Company, 474 North Sixth street, and have been placed in the trade and mercantile stores, among the holiday goods. These smokers' gift novelties, as practical, as well as ornamental. They are a colonial smokers' lamp, with shade, candle lighter, match case holder at pipe or ash bowl combination, and a colonial smoker without the lamp shade, with an electrical candle, just as is used in the lamp style with cord and socket, ready for attachment. It is in aque finish of pewter, making it applicable to den or office, or any other home surroundings, and can be set on a table to be used as reading lamp, as well as lighter, and is a generally useful smoking article.

Sop Early—Mail Early

WASHINGTON, D. C., Dec. 12.—The Post Office Department is now in the midst of its shop early, mail early campaign. All the officials of the department, starting with Postmaster General New, have determined that the thousands of letter carriers and clerks employed by Uncle Sam are entitled to and are going to have the very merriest and happiest Christmas Day this year in their history.

With this end in view, the postmaster general is urging on every man, woman and child in the United States the absolute necessity for shopping and mailing early and often. Only through the earliest and most nation-wide co-operation on the part of the general public will the letter carrier and postal clerk be permitted to enjoy Christmas Day with his family and his friends as all other American citizens will be doing.

Attention of the public is called to the fact that if you leave your Christmas shopping until the very last minute you get what other people have left. There is no selection of gifts from which to make your purchases.

And it is likewise true that if you put

off your mailing until the very last minute, the congestion that always takes place at Christmas time will be bound to delay the prompt delivery of your gifts on the day intended by the sender.

To insure that your remembrances will be in the hands of your friends make your purchases early and turn them over to the employees of the postal service not later than December 15. By doing so you will be happy and those for whom they are intended will have nothing to interfere with their happiness and joy at Yuletide.

Would Break Smoking Records at Show

Smoking records and championships for world titles will be sought in New York City during National Tobacco Week, in an effort to break the records made in the annual competitions held in Paris, France.

The existing records made last year consist of one minute and ten seconds for the smoking of one gram of tobacco in a pipe; fifty-one minutes and twenty seconds of continuous smoking in making the same quantity, one gram of pipe tobacco last the longest length of time; one minute and fifty seconds and two hours and thirteen minutes are the respective records for cigar smoking in similar classes and one minute and three seconds and thirty-eight minutes respectively for cigarette smoking.

The smoking of a gram of tobacco in a pipe in one minute and ten seconds was accomplished at the last annual competition at Belleville, France, by M. Bibendum, president of the One Hundred Kilos Club, the famous organization of French fat men. M. Leneuble holds the record for making a gram of tobacco in a pipe last the longest length of time, without relighting. M. Francois Fratellini, a famous French circus clown holds both the fastest and slowest records for smoking cigarettes.

An effort to break these French records, now the world's records, is to be made at the Tobacco Industries Exposition to be held at the Grand Central Palace, New York, during National Tobacco Week, January 25th to 30th and entries for these various classes will be received at the Hotel McAlpin headquarters of the Committee of National Tobacco Week and the Tobacco Industries Exposition.

Duke Interests Take Big Part of New Skyscraper

In the structure now building on the Delmonico site, at the northeast corner of Fifth avenue and Forty-fourth street, New York, twenty-one floors of the thirty-three to be available have been leased to the Duke interests for twenty-one years at a total of \$5,000,000. Practically all of the industrial enterprises of the late James B. Duke will thus be housed under the one roof. Power developments and land operations, consequent upon such operation, constitute the bulk of the huge Duke interests.

HAVANA CIGARS

The
Leader
in All
the World's
Markets

ROMEO
y
JULIETA

U. S. REPRESENTATIVE

WM. T. TAYLOR, 50 E. 42nd St., N.Y.C.

In Every Case

7-20-4
R.G. SULLIVAN'S
CIGAR

After all
nothing satisfies like
a good cigar

FAMOUS FOR QUALITY

HOYO de MONTERREY

The Aristocrat of

Imported Cigars

VALERIANO GIUTERREZ, Representative

82 Wall Street

New York

EDUARDO H. GATO



Established Since 1871

BOUQUET de GATO—MI PREFERIDA—CRESSIDA
E. H. GATO CIGAR CO., Factories and Office, Key West, Fla.

TADEMA

INFINITO

LORD BYRON

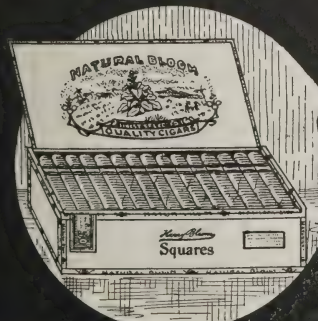
CLEAR HAVANA CIGARS

ARGUELLES, LOPEZ & BRO., Inc., Makers

GENERAL OFFICE AND FACTORY, TAMPA, FLORIDA

Eastern Office: 222 PEARL ST., NEW YORK

Warehouse: HAVANA, CUBA

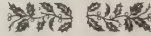


Harry Blum's
NATURAL BLOOM
The Cigar of Quality

HARRY BLUM, Manufacturer

1300 First Ave., New York City

WE Extend to Our Many Friends Our
Best Wishes for A Merry Christmas and
A Happy and Prosperous New Year



JAMES WILLING CO., INC.

Importers of Sumatra & Java Tobaccos
165 WATER STREET, NEW YORK

THE HALL OF FAME

After all
nothing satisfies like
a good cigar

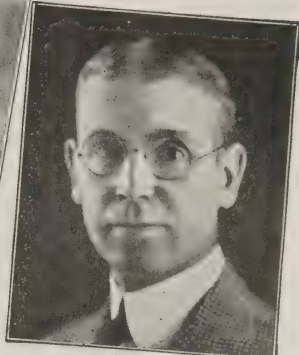
LESCHY-MYERS-CIGAR BOX CO.
CIGAR BOX MANUFACTURERS
YORK-HANOVER-EPHRATA-PENNSBURG-PHILADELPHIA

The Best Cigars
are packed in
Wooden Boxes

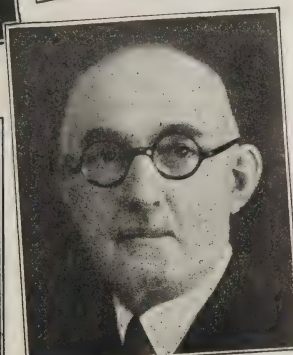
Right—
Ashley D. Niles
C. C. Taft Company
Des Moines, Iowa



Left—
Mr. Hope C. Martin
Martin Brothers Company
Waterloo, Iowa



Mr. Wootton E. Young
Geo. W. Cochran & Co., Inc.
Washington, D. C.

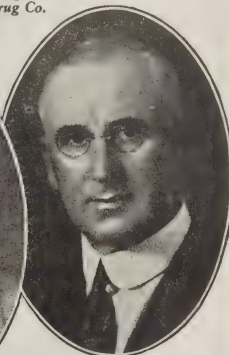


Mr. J. L. O'Connor
J. L. O'Connor Cigar Co.
Ogdensburg, N. Y.



Mr. Fred H. Elsner
Chas. N. Krohn & Co.
Cincinnati

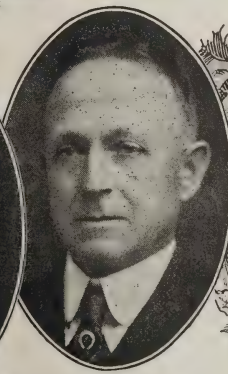
Mr. Robert Thompson
W. J. Gilmore Drug Co.
Pittsburg



H. R. Hoffman

F. E. Patterson
Patterson and Hoffman
Oklahoma City

Mr. Cleve Thornton
The Weideman Co.
Cleveland, Ohio



Fred B. & Frank M. Tinkham

nkham Brothers
Buffalo, Rochester



Mr. J. R. Gardner
Snyder Cigar Co., Inc., Buffalo, N.Y.

Merry Christmas

PARTNERS—yes, all the fellows you see here are partners in spreading the message of the quality of The Deisel-Wemmer Company Brands. During the past months we have told you how well they are doing the job. There are many more, performing with equal brilliance and we shall introduce them to you as quickly as our space permits.

Thanks to all these producers out on the firing

line, the Deisel-Wemmer Company has enjoyed a good year. Mere words could frame no fitting tribute to this peerless group of jobbers. To say that we gratefully acknowledge their achievements is but a meager expression of our sincere appreciation and thanks.

If our wish has anything to do with the actual realization, they—and every member of their organizations—will have a most joyous Christmas and record-breaking sales in 1926.

THE DEISEL-WEMMER COMPANY, LIMA, OHIO, U. S. A.

and Holiday Buyers Shop Early This Year

**Hours for Retail Stores—Window Displays Effective—
Retail Salesmen Make Excellent Emergency Clerks—Xmas
Combination Offers—Death of James Shields.**

...O., Dec. 14.—The van-
the holiday rush is upon us.
just a few local shoppers
ad, from experience or other-
advantages of early Christmas
Extra help is already on the
ately care for the increased
Most of the downtown es-
s are keeping their stores
ate into the evening and early
here, formerly, they closed at
p.m. This is to allow for that
of shoppers who are unable
from their work during the
me any purchases.
and green trimmings in most
windows lend a festive atmo-
s in general. The over-
ndow, almost as great a ca-
is the empty window, has
ly disappeared. The trim, com-
and orceful window is in vogue.
a cles neatly arranged, an im-
ckground, and a rich floor
f thick velvet has been the
good display, an essential ele-
of good holiday business.

Emergency Clerks
...money can be made or saved
...the best available extra help
...holiday rush. Dealers here are
...experienced men, for the most
...A good man is usually found in
...salesman off the road for the
...He is combination of an ex-
...perientist and a good salesman,
...who is worth every cent and
...of extra compensation that he
...of necessity, demand. Extra
...should, in so far as is possible,
...at least a working knowledge of
...and the prices. Then, too, the
...at courtesy is more than pass-
...ingrant. No matter how busy,
...crusd, or how tired, courtesy
...he made with which custom-
...dit with at all times.

Jim Shields Dead
...my shields, well known local ci-
...ped away last week. Shields'
...ill greatly felt in this commu-
...her he was a prominent citizen
...n honored merchant. Shields was
...associated with the Shields-Wert-
...Cigar Company, of this city.

Special Offers
...spial offers appear to flood the
...malet. Popular smoking tobac-
...ithopular brands of pipes, comb-
...m the greater part of these
...Erbert Tareyton, Tuxedo, Blue
...and Prince Albert are some of the
...ered in these specials, with
...to give the smoker an added value
...e may paid. Dealers are selling
...ese specials.

A Fine Box Trade
...lan cigar stores, one in the new
...ne the old Engineers' Building,
...aly at a fine box trade. The En-
...gilding houses, almost com-
...orneys and real estate men
...buy, good many cigars, and at
...maime, they buy them all by the
...May a judge and justice of the
...smies cigars that some attorney
...ascut Kaplan's.

A Neighborhood Store
...Sikowski, out on East Seventh
...ne Harvard avenue, has one of
...est stores in that section. This is
...her: of the Polish neighborhood;
...ill, with whom everybody out there
...es, and whose store is a rendez-
...or e neighbors, manages to do a
...good business. One of the largest
...d businesses on cigars and
...the record of Bill's store.

A Busy Man
...s few Louis Edelman, who owns
...at the busy corners of St.
...ave and East Fifty-Fifth street,
...the laziest man in the city.
...ha a fine store and does a good

business. Beside this, his property hold-
ings, in and around the intersection, keep
him stepping to keep his affairs in ship-
shape order.

Sasieni Pipes

Dealers, who believe in carrying the
best in everything, feature Sasieni pipes.
These pipes are meeting with a fine
Christmas sale, making fine gifts to the
smoker who appreciates the best in a
pipe.—HERB.

Southern Jobbers Close Great Muriel Season

CHARLOTTE, N. C., Dec. 12.—All pre-
vious sales records were broken during
the advance holiday season when the
Carter-Colton Cigar Company, of this
city, sold more Muriel cigars in the ten
cent, two for a quarter and three for a
half sizes at the local warehouses, and
at their other wholesale house in Ra-
leigh, than ever before at this time of
year. Books will be closed at the end of
the month just for sufficient time to
take inventory, and then the new year
will begin with a progressive campaign
of advertising and missionary work
throughout this section for the famous
P. Lorillard brand.

Rochester Puts Over El Producto

ROCHESTER, N. Y., Dec. 7.—Salesmen
of Kearney-Lehmann, Inc., report the
greatest distribution of El Producto ci-
gars ever attained in this territory. Ad-
vertising of the G. H. P. Cigar Com-
pany Philadelphia, makers of the Pro-
ducto, has been used in a close contact
campaign with the local branch jobbers.
Apparent holiday business now booked
for the Producto is also the largest ever
listed in this field, and the entire work
of the sales effort has been under the
direct supervision of Al Lehman, of the
firm.

Tennessee Jobbers Favor Henry the Fourth

MEMPHIS, Tenn., Dec. 5.—Divisional
control of the Preferred Havana Tobac-
co Company's Henry the Fourth cigar is
here in the hands of Leon & Leon. They
say their year's business for this ex-
tremely popular high class smoke is
amazingly large, and that the last few
weeks have amply borne out Sales Man-
ager Jack M. Rosenberg's prediction that
the Henry the Fourth would undoubtedly
be the special holiday favorite of the
season. Plans are now under way to ex-
tend the 1926 trade on this brand
throughout western Tennessee.

Sol Korn Celebrates Return To Martinez-Havana

Since the return of Sol C. Korn, as
sales manager of the Martinez-Havana
Company, New York, many large jobbing
and retail accounts have been opened for
this famous old concern. Along in June,
of the present year, Mr. Korn came back
to the Luis Martinez brand after an ab-
sence of nearly one year. Mr. Korn's
former association with the firm was for
almost a decade, and his new high record
in salesmanship is most pleasing to the
Martinez Havana Company, it is said by
the officials of the firm.

Minnesota Sales on Web- sters Big For Holidays

ST. PAUL, Minn., Dec. 5.—All previous
performances in sales have been smashed
by Birnberg & Company, of this city, who
job the Webster cigar in this section.
Perhaps there have been years when ci-
gars were sold in larger quantity, but
the records of the local firm indicate
that this season is the very largest they
have ever had on the Webster brand.

JUAN B. DIAZ	BRUNO DIAZ	ROSENDO PEREZ
Packings:		
San Juan		
San Luis		
Pinar del Rio		
Puerto de Golpe		
Santa Clara		
Placetas		
Guayos		
Zaza del Medio		
Sancet Spiritus		

J. B. DIAZ & CO.

(ESTABLISHED 1877)

PACKERS, DEALERS, STRIPPERS
and EXPORTERS OF LEAF TOBACCO

Prado 125—Havana—Cuba. Cable: Zaidcomp



SELGAS & COMPANY

IMPORTERS & PACKERS
Havana & Porto Rico Tobacco

Warehouses:
Havana—Consulado 138-140
Porto Rico—Manati

126 Water St.
NEW YORK

Tel. A. 2088

HERMANN DIEHL

GERVASIO 182, HABANA, CUBA
Commission Dealer and Exporter

*Special attention
given to
American and
Foreign Accounts*

Havana Leaf Tobacco of all kinds

STRIPPING PLANTS

TORANO & CO.

SPECIALISTS IN PARTIDO

HAVANA LEAF TOBACCO PACKERS AND DEALERS

Cable: Toranoco 53 Estrella Street Habana

ROCHE & GALVAN

Packers, Strippers and Exporters, Havana Tobacco

Specializes in Remedios, Vuelta Abajos and Partido

Consulado 91-93, Havana, Cuba

We give special attention to tobacco for the American and Foreign markets

GERALD C. SMITH

88 A. AMISTAD STREET HABANA, CUBA

Leaf Tobacco

M. ABELLA

PACKER AND LEAF DEALER IN

PARTIDO, SEMI VUELTA AND REMEDIOS

100 Galiano Street Habana, Cuba

Cable: Abella

HIJOS DE DIEGO MONTERO

S. en C.

COMMISSION EXPORTERS LEAF TOBACCO

DRAGONES 105-108 HABANA, CUBA

Cable "Menco"
P. O. Box 1986.

Tel. A. 9087.

ANGEL MENENDEZ S en C

Dealers in All Kinds of Havana Tobacco

Specialty—Remedios & Vuelta Abajo Tobacco

SITIOS 11, HABANA, CUBA

Read Tobacco Weekly

HATHEWAY AND STEANE

GROWERS OF CONN. SHADE

And Packers of Leaf Tobacco

235 State Street Hartford, Conn.

Steane, Hartman & Co., Inc.

GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.
"After all, nothing satisfies like a good cigar."

HIPPLE BROS. & CO., Inc.

HATFIELD, MASS.
GROWER AND PACKER OF
BROAD LEAF and HAVANA SEED Tobacco

E. L. KOHLBERG & SON

CONNECTICUT TOBACCOS

144 WATER ST., NEW YORK
Telephone John 2831

MANNING & KAHN, Inc.

Growers and Packers of
CONNECTICUT SHADE AND BROADLEAF
MANCHESTER, CONN.

M. J. GANS

PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobacco
219 State St., Hartford, Connecticut

HUNTTING BROS.

Growers and Packers of Connecticut Shade, Primed,
Broadleaf and Havana Seed
East Hartford, Conn.

L. B. HAAS & CO., Inc.

Established 1833
Growers, Packers and Dealers
CONNECTICUT LEAF TOBACCO
146-152 State Street HARTFORD, CONN.

R. J. WHALEN

HATFIELD, MASS.
GROWER AND PACKER OF
BROAD LEAF and HAVANA SEED Tobacco

S. A. FASSLER & CO.

GROWERS OF SHADE AND PACKERS OF
CONNECTICUT TOBACCO
148 STATE ST., HARTFORD, CONN.

BREWER BROTHERS

Growers and Packers
CONNECTICUT SHADE GROWN
HOCKANUM, HARTFORD, CONN.

Connecticut Leaf Sales Now About Over For

Buyers Few and Inventories Follow—Press Comment
Growers—Surplus Good Leaf Not Visible—Associa-
Sells 500 Cases—Warehouses Busily Packing.

HARTFORD, Dec. 12.—The past week was marked by a considerable lull in demand for leaf, owing to the usual cause prevailing at the closing weeks of any year. No one wants to buy, but is busy with the details of inventory and closing of books for the year, and full of thoughts as to how to make the coming year a better one than the passing one.

Some Buyers Visible

Since we have had the much needed tobacco damp, more riding among the growers has been done by our local packers and some sales have been made. Prices, however, are, in the main, being made by buyers, and not by the growers, as was the case for several years.

Reports vary as to merits of the crop as a whole. While there is a fair percentage of what may be termed good tobacco, there is a very large proportion of the crop that never will be used by the cigar making industry. This will ultimately go to the stemmers for scrap chewing, and the quicker it gets there the better it will be for all.

Editorial Sympathy

Our local press continues to publish, almost daily, lengthy articles and editorials of the hard straits of the tobacco growers. They report a surplus of tobacco of the New England type, both broad leaf and Havana seed; and, in addition to these newspaper articles, our Agricultural Experiment Station publishes a bulletin on the matter, giving statistical figures taken from the Internal Revenue Census reports.

All these publications are given wide circulation; and, naturally, they are read by many not directly interested, but who put a wrong interpretation on the matter. This makes the lot of the grower still worse, and still greater restrictions on his credit, resulting in hardships beyond description. In many cases growers are entirely dependent on the tobacco crop, and must buy the necessities of living, instead of producing them.

Growers Misled

Too many growers are misled as to the values and merits of their crops, and many of them wonder why they cannot get the ready sale and prices prevailing during the period of 1917 to 1920, and think perhaps that those conditions will repeat.

In regard to the present day reports of surplus stocks of cigar leaf, and its slow movement at this time, none of the press reports, or even the trade reports, have ever stated the matter clearly, but have depended entirely on conditions as they see and hear them. Real facts, if known from a practical knowledge of the situation, would show a considerable shortage of desirable cigar leaf, and no abnormal quantity of lower grade leaf. This would soon be absorbed by certain classes of manufacturers when prices reach the level at which they belong.

Crux of the Trouble

The whole matter resolves itself down to the present day distribution, for the bulk of the so called surplus is held by

the growers, instead of being in the hands of hundreds of dealers and thousands of manufacturers. The cause of carrying the product by the growers up his tobacco much further than he ever dreamed. To his sorrow, learning that it takes much more to realize on his product than when he sold to the packers and money in time for the next crop.

They Come and Go

Visitors here this week include the following: E. Troupe, of the Sumatra Company; Jos. Arz. Koepple, E. L. Kohlberg & Son, Schlinger, of New York; J. man, Cleveland; M. Goldring, of the Leaf Company, Chicago; J. ple and Standard Cigar Company, burgh.

Shipping orders are not plentiful at this time of the year, yet much tobacco is going out, showing that cigar makers are not shutting down for the tobacco, though they do kick on prices—they always did.

Association Notes

Sales were about 500 cases last week. Shipments out of sales made months ago are not as officials would like, and shipping orders often mean delinquencies. Warehouses are working in force, and many crops are also in the cases.

Packing sheets show a fair proportion of light and medium wraps, but also a much greater amount of what was expected out of the sort. Deliveries of the leaf are being made, and growers will begin to receive payments to the end of the crop.—NUTMEG.

Jobbers and Retailers

(Continued from page 1)

more factory, is here yet, with the retail trade on this brand. Dier they have booked many holidays for the Amorita, and the dealers Christmas will exceed their expectations.

Cleveland Jobbers Still More La Palina's Low

CLEVELAND, O., Dec. 12.—call-able results have been accomplished here for the Congress Cigar Company of the G. B. Scrambling Company of this city, the La Palina sales here enormously. Present Christmas is the best in the history of the and the retailers report the same conditions throughout the territory.

California Jobbers Take Blackstone

LOS ANGELES, Cal., Dec. 12.—distribution of the Waitt & Bond, Blackstone brand has been taken over by the Polaski Cigar Company. The firm also controls the local demand for the Tom Palmer cigar. Both Alphonse and Louis Polaski are very much pleased.

SILBERMAN & KAHN, Inc.

Growers of Shade-Primed Connecticut.
Packers of Connecticut Broadleaf and Havana Seed.
109 COMMERCE STREET, HARTFORD, CONN.

The Home of Connecticut Broadleaf

J. E. SHEPARD

Grower and Packer of
Connecticut Broadleaf Tobacco
South Windsor, Conn.

the possibilities of these brands, and have made plans for greater turn-on these cigars in this entire territory next year.

Lucky Strike Holiday Deal Effective Up-State

BANY, N. Y., Dec. 7.—Jobbers here report a full 100 per cent retail coverage in the present holiday deal of the American Tobacco Company in offering a gift of Lucky Strike cigarettes for fifty-five cents, tax paid. Window displays have been arranged wherever posters and posters are upon every window. Enough cigarettes are in stock to most dealers through the Christmas rush. Dearstynne Brothers Tobacco Company and L. Herschberger & Son, of Albany, both have helped to put the deal

Brockmeyer Secures Sale of Marshall Cigar

ST. LOUIS, Mo., Dec. 12.—Arrangements have just been completed for the sale of the C. C. Brockmeyer Cigar Company of this city, to take over the local distribution of the W. K. Gresh & Company's new Thomas R. Marshall Cigar. Details of the deal were adjusted by W. R. Rose, of the Gresh factory. It is anticipated that this five cent brand with the interesting title, will be one of the foremost sellers here in 1916.

Ideal Christmas Store Is Dunhill's

Amazing displays of very rare and valuable art objects are to be seen now at the store of Alfred Dunhill, 111 Fifth Avenue and Forty-Third Street, New York. Many of the objects shown are of great value, especially in sculpture ash trays of bronze and marbles, most humidors in matched woods, cigarette cases and tobacco pouches in fine leather, lighters in leather cases and in marbled finishes of many designs and colors.

Many other choice objects of interest to smokers are visible, including some excellent cigar offerings in bottle nature. Notable among these are the Number 700 coronas, and the special selections of the Havana Corona brand, specially packed for Alfred Dunhill.

Dunbar cigarettes are likewise exhibited in many styles of packings, as is the Alduna. These brands are featured in small ladies' sizes, with vari-colored paper and gold tips of odd design. Individual Christmas packings have also been made of Dunhill's own smoking tobaccos in cartoons suitable to the season. These packings play up the Prince of Wales, Harmony, and My Own Mixture.

Signs in each window are delicately decorated across the tops with sprays of artificial holly and mistletoe, gathered with a striking red silk bow.

Bickel Finishes First Six

LOUISVILLE, Ky., Dec. 5.—Taking on the Congress Cigar Company's La Palina brand during the June summer season, the C. C. Bickel Company, local jobbers, are now in position to say they are more than fully satisfied with the advertising and sales work in that short period. To date, the La Palina retail distribution has been more than 95 per cent in this part of Kentucky. Samuel Barr, of the Bickel Company, intends to get even more business during the approaching new year, and he is now figuring upon the La Palina development for 1926.

Jersey Jobbers Sell Marie

ELIZABETH, N. J., Dec. 14.—Additional shipments of E. Kleiner & Company's Marie Antoinette cigars are coming to L. F. Hersh & Brothers to supply last minute orders for this satisfactory Havana brand. Manager Paul Jones, of the Hersh concern, reports a very large holiday business so far this season, and he looks for a big year in 1926.



We wish you all
HAPPINESS
and
SUCCESS
in the
NEW YEAR



L. B. Haas & Co., Inc.

146-152 State St., Hartford, Conn.

GROWERS, PACKERS
and **DEALERS**

All Grades of
Connecticut Tobacco



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Valley
Tobacco



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100—Sheekoe Bldg

PEMBERTON & PENN, Inc.

Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

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CABLE ADDRESS: "Penn," Richmond, Virginia

CODES USED: Western Union, Arnold's 5 and 15, Bentley's

"Tobacco's" Directory of the Tobacco Trade in North Carolina

Herewith TOBACCO continues the publication of a complete and authentic Directory of the Tobacco Trade, which will embrace all of the licensed Cigar, Cigarette, Tobacco and Snuff manufacturers and Leaf Tobacco Dealers in the United States, together with License Numbers, etc. It will be continued from time to time. In this issue the State of North Carolina is given as follows:

Tobacco Manufacturers in the District of North Carolina

License
Number

- 1 E. V. Webb Tob. Co., 900 Heritage st., Kinston.
- 4 J. G. Flynt Tob. Co., 936 Oak st., Winston-Salem.
- 8 R. J. Reynolds Tob. Co., Church & 5th sts., Winston-Salem.
- 12 R. J. Reynolds Tob. Co., Depot st., Winston-Salem.
- 32 J. H. McElwee, Water st., Statesville.
- 33 American Tob. Co., 116 W. Market st., Reidsville.
- 36 R. J. Reynolds Tob. Co., Vine & 5th sts., Winston-Salem.
- 39 American Tob. Co., Blackwell's Durham Branch, Blackwell's & Pettigrew sts., Durham.
- 42 Liggett & Myers Tob. Co., Peabody & Fuller sts., Durham.
- 43 Hall Tobacco Co., 330 Fuller st., Durham.
- 50 F. M. Bohanon, 514 Depot st., Winston-Salem.
- 64 R. J. Reynolds Tob. Co., Cor. Linden & 5th sts., Winston-Salem.
- 69 Brown & Williamson Tob. Co., 104-122 Liberty st., Winston-Salem.
- 71 Indwlg Ash, Statesville.
- 100 Bailey Bros., Inc., 425 Chestnut st., Winston-Salem.
- 130 Morse & Wade, East Bend.
- 183 Taylor Bros., Inc., 308 1st st., Winston-Salem.
- 256 R. J. Reynolds Tob. Co., Chestnut & 2nd sts., Winston-Salem.
- 371 R. P. Richardson, Jr., & Co., Inc., E. Market st., Reidsville.
- 467 Adams-Powell & Co., S. Centre st., Statesville.

Leaf Tobacco Dealers in the District of North Carolina

Number
License

- 2 Kinston Tobacco Co., Inc., Kinston.
- 3 Haynes, Brown & Haynes, Mount Airy.
- 4 Winston Leaf Tob. & Storage Co., Inc., 12th & Oak sts., Winston-Salem.
- 5 W. B. Boyd & Co., Warrenton.
- 6 International Planters Corp., Winston.
- 7 J. H. Burton & Co., Reidsville.
- 8 Central Carolina Warehousing Corp., Summit & Valley View sts., Winston-Salem.
- 9 E. B. Ferguson & Co., Inc., Tarboro.
- 10 Export Leaf Tobacco Co., Wilson.
- 11 Durham Leaf Dept., (American Tob. Co.) Durham.
- 12 E. B. Ficklen Tobacco Co., Inc., Greenville.
- 14 P. A. George, Mount Airy.
- 15 Raleigh Warehouse, S. Blount st., Raleigh.
- 16 Taylor Bros., Inc., Winston-Salem.
- 17 Imperial Tobacco Co., Ltd., Smithfield.
- 18 Glenn, Nelson & Glenn, Winston-Salem.
- 20 Imperial Tobacco Co., Ltd., Durham.
- 21 Imperial Tobacco Co., Ltd., Greenville.
- 22 Imperial Tobacco, Co., Ltd., Oxford.

- 23 Imperial Tobacco Co., Ltd., Rocky Mount.
- 24 Imperial Tobacco Co., Ltd., Kinston.
- 25 Imperial Tobacco Co., Ltd., Wilson.
- 26 James I. Miller Co., Inc., Henderson.
- 27 Farmers Warehouse Corp., Kinston.
- 29 Liggett & Myers Tobacco Co., Durham.
- 31 Imperial Tobacco Co., Ltd., Warrenton.
- 32 R. J. Reynolds Tob. Co., Winston-Salem.
- 33 Export Leaf Tobacco Co., Rocky Mount.
- 38 J. F. Meadows & Co., Oxford.
- 40 W. J. Martin, Burlington.
- 43 Person-Garrett Co., Inc., Greenville.
- 44 Gorrell Bros. & Co., Winston-Salem.
- 45 W. T. Pass & Co., Roxboro.
- 47 C. H. Phaup, Ahoskie.
- 48 Imperial Tobacco Co., Ltd., Henderson.
- 49 Rogers & Hunter, Warrenton.
- 50 T. S. Ragsdale Co., Smithfield.
- 51 Stones Warehouse, Varina.
- 54 L. P. Tapp, Kinston.
- 55 Thorpe & Ricks, Inc., Rocky Mount.
- 56 Chambers-Reeves & Co., Fairmont.
- 57 D. D. Stalls, Williamston.
- 58 Carolina Leaf Tobacco Co., Inc., Tarboro.
- 59 Venable Tobacco Co., Inc., Durham.
- 60 G. W. Walker, Roxboro.
- 61 J. R. Shreve, Reidsville.
- 62 Brown & Williamson Tob. Co., Winston-Salem.
- 63 L. H. Moore, Wilson.
- 64 White-Wood Co., Inc., Oxford.
- 65 Imperial Tobacco Co., Ltd., Aberdeen.
- 66 Imperial Tobacco Co., Ltd., Wendell.
- 68 Imperial Tobacco Co., Ltd., Mount Airy.
- 69 C. B. Cheatham Co., Inc., Farmville.
- 70 Imperial Tobacco Co., Ltd., Warsaw.
- 71 Oxford Storage & Inspection Co., Oxford.
- 72 Export Leaf Tobacco Co., Greenville.

- 73 M. W. Norfleet & Co., Winston-Salem.
- 75 F. R. Penn Branch, American Tobacco Co., Reidsville.
- 76 E. J. Davis & Sons, Fairmont.
- 78 F. M. Bohannon, Winston-Salem.
- 80 K. M. Harris, Kinston.
- 82 Imperial Tobacco Co., Ltd., Vass.
- 84 Imperial Tobacco Co., Ltd., Smithfield.
- 87 S. C. Penn, Reidsville.
- 89 Imperial Tobacco Co., Ltd., Winston-Salem.
- 90 Union Warehouse, Reidsville.
- 91 R. J. Reynolds Tob. Co., Winston-Salem.
- 93 Export Leaf Tobacco Co., Winston-Salem.
- 94 Cozart, Eagles & Carr, Winston-Salem.
- 95 Imperial Tobacco Co., Inc., Raleigh.
- 96 Skinner & Patterson, Smithfield.
- 97 The Henderson Tob. Co., Henderson.
- 98 Wilson Tobacco Co., Inc., Winston-Salem.
- 99 W. D. Odum, Ahoskie.
- 103 Kinston Storage Warehouse, Kinston.
- 104 Imperial Tobacco Co., Ltd., Vass.
- 106 Export Leaf Tobacco Co., Kinston.
- 107 J. Shields Harvey, Roxboro.
- 108 E. D. Watt, Agt. for R. P. Richardson Co., Inc., Reidsville.
- 109 J. S. Williams, Greenville.
- 113 H. S. Moore, Greenville.
- 115 J. G. Flynt Tobacco Co., Winston-Salem.
- 117 R. J. Reynolds Tob. Co., Reidsville.
- 125 R. P. Webster & Sons, Madis.
- 130 F. S. King, Kinston.
- 131 Claude M. Flowers, Farmville.
- 133 J. S. McCracken, Zebulon.
- 134 Gus Womble, Sanford.
- 135 E. Y. Jones, Fair Bluff.
- 141 E. V. Webb & Co., Inc., Kinston.
- 143 J. R. Butler, Rocky Mount.
- 144 Imperial Tobacco Co., Ltd., Fairmont.
- 149 T. D. Tyack Tobacco Co., Inc., Winston-Salem.
- 151 R. B. Boyd, Jr., Warrenton.
- 152 Cooper's Cooperative Wh. Co., Henderson.
- 156 China-American Tobacco Co., Inc., Rocky Mount.
- 157 E. T. Forbes, Greenville.
- 164 B. F. Sparger, Mount Airy.
- 168 Wright-Hughes Tobacco Co., Inc., Winston-Salem.
- 173 F. G. Cash, Apex.

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Tobacco Redried and Stored on Contract. Bonded Warehouse Under Government Regulations. Correspondence Solicited.

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CLARKSVILLE
SPRINGFIELD
HOPKINSVILLE
WESTERN DIST.

BURLINGAME
OHIO
MARYLAND

Gorman & Sons Co., Green-
le.
Jenkins Tobacco Co., War-
w.
Smith Warehouse Inc., Wil-
A.
Monk Co., Inc., Farmville.
thead & Anderson, Wilson.
George Co., Mount Airy.
I. Critcher, Greenville.
Moss, Greenville.
Wilson Warehouse, Wilson.
Imperial Tobacco Co., Ltd., Chad-
burn.
Warehouse, Reidsville.
Lea, Whiteville.
Overlake, Hooker & Moore,
Cenville.
Full-McGowan & Cannon,
Cenville.
Warehouse, Farmville.
Bern Tobacco Co., New Bern.
Fos & Morton, Greenville.
Clark, Wendell.
Washington Tobacco Co., Wash-
ington.
W.N. Martin, Fairmont.
Alphin, Goldsboro.
Warehouse, Henderson.
Harper, Clarkston.
Tally, Fuquay Springs.
A. Adams Co., Inc., Oxford.
Vick, Wilson.
Fairmont Tobacco Warehouse,
Fairmont.
Dailey, Burlington.
Grealey's Warehouse, Washington.
Jenkins, Warsaw.
Banner Warehouse, Lumber-
ton.
Warehouse Co., Kinston.
Saunders Co., Aberdeen.
E. Hughes Co., Inc., Green-
ville.
E. Hughes Co., Inc., Kinston.
E. Hughes Co., Inc., Robert-
sville.
Warehouse, Rocky Mount.
W. Henry Co., Durham.
Per & Ferrell, Banner Ware-
house, Wilson.
Vigins & Hobgood, Wendell.
Traynham, Burlington.
Monk, Rigsbee av., Durham.
Cheek, 1002 Holloway st.,
Durham.
A. Bray, Wallace.
Warehouse, Warrenton.
Imperial Tobacco Co., Ltd., Wal-
la.
Elliott, Chadburn.
Elliott, Fairmont.
Perkins, Greenville.
Warehouse, Louisville.
T. Pratt, Kinston.
Warehouse, Clarkton.
A. Clarke & Co., Wilson.

262 G. R. Garrett Co., Inc., Rocky
Mount.
263 J. P. Taylor Co., Inc., Henderson.
264 J. P. Taylor Co., Inc., Tabors.
266 Washington & Stockard, Louisburg.
267 J. E. Boyd & Co., Inc., Chadburn.
269 Henderson Tobacco Co., Inc., Fair
Bluff.
270 Edward B. Ferguson, Tarboro.
271 Geo. A. Lea Co. Rocky Mount.
272 Fulton Co., 2210 S. Main st., Wins-
ton-Salem.
274 J. B. Norville, Pinetops.
276 J. P. Taylor Co., Inc., Goldsboro.
278 Liberty Warehouse, Goldsboro.
280 J. T. Walker, Sr., Lumberton.
282 S. Spain, Jr., Greenville.
286 J. D. King & Sons, Winston-Salem.
283 D. R. Arnold, Zebulon.
284 Blanchard & Baines, Wallace.
285 B. A. Townsend, Jr., Williamston.
286 Tilley Bros., Fuquay Springs.
287 J. W. Hight, Williamston.
288 W. T. Morgan Fuquay Springs.
291 W. H. Fleming & Co., Oxford.
292 Geo. A. Myers, Chadburn.
293 Lovill's Warehouse, Mount Airy.
294 Taylor & Long, Lumberton.
295 C. L. Blankenship, Louisburg.
297 N. R. Covington, Winston-Salem.
298 Planters Warehouse Co., Wilson.
299 J. A. Petrie, Fair Bluff.
300 W. A. Morton, Wendell.
302 J. H. Evert, Robersonville.
302 Sam Davis, Wilson.
303 W. K. Debnam, Whiteville.
304 P. R. Casey & Son, Lumberton.
305 W. E. Thompson, Whiteville.
306 Crute V. Fleming, Wilson.
307 Bunn & Williams, Tarboro.
308 Clark Warehouse, Tarboro.
309 T. G. Samuel, Mount Airy.
310 J. C. Bennett, Brown Whse., Wins-
ton Salem.
311 J.P. Moss, Fairmont.
314 R. J. Reynolds Tob. Co., Mount
Airy.
319 H. D. Allred, Burlington.
322 J. S. Walden & Co., Tabors.
323 E.G. Campbell, Lucama.
324 T. E. Belvin, 302 Rigsbee av., Dur-
ham.
325 R. Murray & Co., Tabors.
326 Motley Adams Co., Chadburn.
328 W. J. Martin, Fair Bluff.
329 I. C. McDowell, Lumberton.
331 J. W. Goodson, Kinston.
333 W. G. Harper, Church st., Rocky
Mount.
335 E. W. Elder, Carthage.
338 Planters Warehouse, Pinetops.
340 J. T. Kennedy, Kinston.
341 A. C. Bracy, Lumberton.
344 Cheatham Bros., Youngsville.
345 Lumpkins & Perry, Youngsville.
346 Jack Mozingo, Farmville.
348 S. H. Malone, Kinston.
349 R. E. Truitt, Burlington.
349 R. I. Featherstone, Roxboro.
353 T. J. Nunn, R. F. D. 2, Mount
Airy.
355 G. W. Turner & Son, Fairmont.
356 W. M. Lewis, Mount Airy.
357 T. O. Bates Youngsville.
358 L. O. Brooks, Wilson.
359 C. R. Wright, Fuquay Springs.
360 M. S. Chambee, Zebulon.
361 C. E. Jackson, Warrenton.
362 Imperial Tobacco Co., Ltd., Golds-
boro.
363 A. W. Hall, Warrenton.
364 E. W. Harris, Wendell.
365 H. L. Wall, Gorrell Whse., Wins-
ton Salem.
366 J. P. Lovelace & Co., Wilson.
367 Planters Warehouse, Enfield.
368 Dennie B. Day, Burlington.
369 B. M. Walker, Burlington.
371 Enfield Warehouse Co., Enfield.
372 O. L. Tucker, Greenville.
374 L. V. Burton, Goldsboro.
374 O. D. Hooker, Sanford.
375 W. R. Biggs, Center Brick Whse.
Wilson.
378 J. M. Hinshaw, 916 Apple st.,
Winston Salem.
379 Dixie Warehouse, Williamson.
380 Harry Jones, Greenville.
381 I. E. Satterfield, Warsaw.
383 P. E. Wells, Zebulon.
385 Farmers Warehouse, Stoneville.

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 388 Center Brick Warehouse, Zebulon.
 389 W. C. Noble & Co., Zebulon.
 390 H. F. White, Zebulon.
 391 J. F. Weikel, Greenville.
 392 J. D. Perkins, Roxboro.
 393 E. W. Elam, Pepper Whse., Winston Salem.
 394 R. T. Stone, Stoneville.
 395 Graves Hodges, Washington.
 397 Jno. H. Glenn, Smithfield.
 398 Smithfield Tobacco Whse., Smithfield.
 399 W. L. Holderby, Kinston.
 400 W. McGreer, Rowland.
 401 W. N. Martin, 534 Trade st., Winston Salem.
 402 A. B. Anderson, Rowland.
 403 R. L. Knott, Smithfield.
 404 H. L. Johnson, Tarboro.
 406 E. L. Morgan & Co., Burlington.
 407 Rice & Spain, Williamston.
 408 D. L. Mangum, Greenville.
 409 W. T. Roberts, Aberdeen.
 414 J. D. Nelms, Rocky Mount.
 418 Snow Hill Redrying Co., Snow Hill.
 419 L. I. Bass, Smithfield.
 420 Hamlin & Roycroft, Durham.
 421 G. C. Stigall, Smithfield.
 423 Brick Warehouse Co., Wallace.
 424 J. C. Holderby, P. O. Box 834, Wilson.
 425 Wm. L. Lewis, Roxboro.
 426 Monk-Henderson Tobacco Co., Inc., Wendell.
 427 Rocky Mount Tob. Co., Rocky Mount.
 429 Geo. T. Abbott, Goldsboro.
 431 V. W. Critcher, Wendell.
 432 Imperial Tobacco Co., Ltd., Washington.
 433 Imperial Tobacco Co., Ltd., Farmville.
 435 J. G. Hughes, Sanford.
 437 Rogers & Gardner, Pinetops.
 438 S. H. Stewart, P. O. Box 1101, Winston Salem.
 441 L. O. Clark, Tarboro.
 442 M. S. Swart, S. Blount st., Raleigh.
 443 Watts & Morton, Williamston.
 445 J. L. Ashley, Vanceboro.
 446 S. H. Mize, Durham.
 448 Harry Reagan, Farmville.
 449 Carolina Redrying Co., Washington.
 451 R. W. Carlton, Rocky Mount.
 452 J. R. Newton, Farmville.
 453 J. B. Massenburg, Warrenton.
 454 L. C. H. Brown, Greenville.
 455 H. W. McFarland, Wilson.
 457 D. F. Curran, Goldsboro.
 460 Piedmont Warehouse, Mebane.
 462 Farmers Warehouse, Oxford.
 464 Imperial Tobacco Co., Ltd., Mebane.
 465 Mangum Warehouse, Rocky Mount.
 466 W. N. Martin, Wilson.
 468 M. S. Finch, Zebulon.
 469 Lyon, Monk & Umstead, Durham.
 470 F. W. A. Mills, Aberdeen.
 471 A. P. Clark & Co., Wilson.
 472 E. R. Newell, Wilson.
 473 S. L. Loving, Enfield.
 474 Big Four Warehouse, Durham.
 475 J. W. Williams, Goldsboro.
 476 J. F. Batten, Smithfield.
 478 Ella E. Chamblee, Zebulon.
 479 H. R. Rogers & Co., New Bern.
 481 H. L. Anderson, Wendell.
 482 M. S. Moore, Wilson.
 484 R. D. Cothran, Youngsville.
 486 Henry Wilkinson, S. Blount st., Raleigh.
 487 W. R. Jones, Roxboro.
 488 J. O. Doss, Mount Airy.
 489 Warren & Tingen, Burlington.
 490 W. J. Hickman, Tabor.
 493 High Price Warehouse, Henderson.
 495 H. H. McCormick, Kinston.
 496 E. F. Hamilton, Kinston.
 498 W. C. Melton, Elkin.
 499 J. F. Harrison, Smithfield.
 500 Export Leaf Tobacco Co., Goldsboro.
 502 W. B. Williams, Zebulon.
 506 J. A. Redfern, Rowland.
 508 E. E. Hiliard, 807 Chapel Hill st., Durham.
 509 Mangum & Blackwell, Oxford.
 511 Wells & Young, Rose Hill.
 512 Deans-Leach & Co., Wilson.
 513 W. C. Warren, Roxboro.
 515 M. M. Veazey, Vanceboro.
 516 H. T. Warren, Williamston.
 517 W. C. Smith, Kinston.
 518 Parham's Warehouse, Kinston.
 520 A. D. Wells, Varina.
 521 Center Brick Warehouse, Farmville.
 522 Glenn's Warehouse, Stoneville.
 523 R. A. Lindsey, Tarboro.
 524 R. L. Crisp, Kinston.
 525 Pegram & Hester, Jacksonville.
 526 W. T. Meadows, Williamston.
 528 J. W. Brothers, Goldsboro.
 530 A. P. Gwynne, Kinston.
 531 A. G. Knott, Louisville.
 534 The Cobb Tobacco Co., Pine Bluff.
 534 J. L. Anderson, Greenville.
 536 R. E. Foster, Ahoskie.
 537 C. R. Cross, Durham.
 538 W. I. Tippet, 112 Hunt st., Raleigh.
 541 Staples & Cook, Wake Warehouse, Wake.
 544 J. R. Hutchings, Sanford.
 545 Wiggs Warehouse, Zebulon.
 547 T. B. Cheatham, Youngsville.
 548 O. H. Aiken, Fuquay Springs.
 550 N. B. Tuck, Roxboro.
 551 Planters Independent Tobacco Warehouse, Winston-Salem.
 552 Enfield Tobacco Co., Inc., Mebane.
 553 Meadows & Howard, Varina.
 555 R. B. Hester, S. Blount st., Raleigh.
 556 J. B. Vernon, Stoneville.
 558 C. B. Davis, Wake Warehouse, Raleigh.
 560 C. R. Heggie, Center Brick Warehouse, Wilson.
 564 Horton & Wells, Zebulon.
 565 M. C. McGuire, Warrenton.
 567 Joe McFarland, Rigsbee Jones st., Durham.
 568 H. C. Mills, Fuquay Springs.
 569 T. J. Smith, Robersonville.
 570 Planters Warehouse, Sanfilippo.
 572 Roycroft & Roycroft, Durham.
 574 A. B. Baines, Warsaw.
 576 J. P. Mangum, Durham.
 577 L. D. Barr, 8th & Liberty st., Winston-Salem.
 578 W. Y. Malone, Mebane.
 579 A. C. Brantley, Durham.
 581 Knott Warehouse Co., Inc., Farmville.
 582 Imperial Tobacco Co., Ltd., Rocky Mount.
 583 New Bern Redrying Co., N. B.
 585 H. S. Basnight, Ahoskie.
 586 F. E. Gardner, Wilson.
 587 Arthur Barber, Richlands.
 588 W. H. Perry, 205 Dowd st., Durham.
 590 J. T. Monroe, S. Blount st., Raleigh.
 593 Adkins & Bailey, Robersonville.
 594 J. W. Hardy, Farmville.
 596 C. M. Howard, Louisville.
 599 O. B. Wiley, Ahoskie.
 600 R. B. Terrell, Mebane.
 601 Tobacco Planters Warehouse, Rocky Mount.
 602 J. L. Tugwell, Farmville.
 603 A. S. de Vlaming, Jacksonville.
 605 Ferrel Whse Co., Inc., Vanceboro.
 606 W. E. Moye, Kinston.
 607 C. H. Womack, Jacksonville.
 608 J. A. Petree, Winston-Salem.
 610 J. O. Renfro, Louisville.
 612 A. A. Taylor, Pepper Whse., Winston-Salem.
 613 Chas. A. Womack, Wallace.
 614 Geo. C. Corbin, Mebane.
 615 R. J. Reynolds Tob. Co., Durham.
 616 J. C. Yarbboro, Sanford.
 618 Moye & Gentry, Greenville.
 619 M. T. Liles, Fuquay Springs.
 620 Leader Warehouse, Burlington.
 623 R. H. Shackelford, Kinston.
 625 R. P. Skinner, Club Blvd., Durham.
 627 A. N. Mitchell, Fairmont.
 629 R. P. Watson Co., Inc., Vanceboro.
 631 M. M. Rogers, Greenville.
 631 Raleigh Tobacco Co., S. Blount st., Raleigh.
 632 S. J. Boles, Elkin.
 632 M. M. Veazey, 411 Elizabeth st., Durham.
 634 G. A. Webster, 707 Howard st., Durham.
 635 V. D. Currin, Planters Warehouse, Durham.
 640 Carter & Tagg, Carthage.
 641 H. S. Greene, Aberdeen.
 642 R. A. Parker, Wallace.
 643 S. M. Watkins, Oxford.
 644 C. W. Payne, Kinston.
 645 J. R. M. Motley, Sanfilippo.
 651 G. A. Cook, Wake Warehouse, Wake.
 652 J. G. Tarwarter, Warrenton.
 653 M. M. Edwards Co., Pepper Whse., Winston-Salem.
 655 W. P. Monk, Wilson.

(Continued on page 3)

VIRGINIA

CHINA AMERICAN TOBACCO CO., Inc.

Packers—Dealers—Exporters

ALL TYPES OF

LEAF TOBACCO

Rocky Mount, N. C.

New York, N. Y.
25 Broadway

Cable Address:

"CHIMERICA"

FACTORY AT ROCKY MOUNT, N. C.

BRANCH FACTORIES IN PRINCIPAL MARKETS OF ALL TOBACCO DISTRICTS.

Richmond, Va.,
9th and Main Sts.

All Codes

DIBRELL BROTHERS Inc.

Leaf Tobacco

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

Cable Address "Dibrell"—Danville

E. B. FICKLEN TOBACCO CO.

Incorporated
Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips
BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Apply for Redrying by Steam or Natural Season
Samples Furnished Cable "FICKLEN" Correspondence Solicited

H. W. COBB,
President

T. W. WEBB,
Secretary

Z. V. GWYNN,
Vice Pres. and Treas.

Cobb-Gwynn Tobacco Company, Inc.

RICHMOND, VA., U. S. A.

Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

CORRESPONDENCE SOLICITED Cable Address "GWYNCO"

C. W. WALTERS CO., INC.

South Boston, Va.

Mullins, S. C.

Packers and Dealers in
LEAF TOBACCO

Specializing in

Virginia, Eastern Carolina and South Carolina Tobaccos

J. E. SEARS & COMPANY

APPOMATTOX, VIRGINIA, U. S. A.

VIRGINIA DARK TOBACCO

Bought on order or contract for domestic, or foreign account

Ample facilities for steam and air drying

We manufacture hoghead shooks. Stock on hand at all times

G. R. GARRETT COMPANY, Inc.

Cable Address
"GARRETT"

Dealers in
LEAF TOBACCO

Codes { A. B. C. 4th & 5th Editions
Bentley's

Clean, Uniform Strips a Specialty

ROCKY MOUNT, NORTH CAROLINA, U. S. A.

Oxford Offerings Bring an Average of \$22.51

OXFORD, N. C., Dec. 12.—Our sales for the week amounted to 124,092 pounds at an average of \$22.51, this being the largest single week of the crop. This week's offerings bring the total for the season to 6,220,680 pounds, averaging \$23.54.

The difference in average of \$2.17 under last week's sales were due to a great extent to the large amount of low grade dark fillers, selling at six cents and under. There is no noticeable change in bright cigarette tobacco; in fact, there is strong active demand for wrappers up to ninety cents, and cigarette cutters from sixty to seventy cents. Fine cigarette tobaccos from fifty to sixty cents and sixty to sixty-seven cents are as active as at any time during the season.

The sales will close December 18 for the holidays, resuming sales Tuesday, January 5. This will give the warehousemen and buyers a much needed rest, as they have been in a rush since October 15.—W. A. ADAMS Co.

that have been experienced here for the past six weeks have been somewhat of a surprise, and, while there is some skepticism now over the ten million goal aimed at, it is believed there may be some more surprises.

Farmers have already received for their crop this year than they got for the entire crop of last year by nearly a quarter of a million dollars. This is due in part to the higher average being paid for the offerings of older farmers. The year's total return on the crop is now expected to go close to the \$2,000,000 figure.

Richmond Has Four Heavy Sales Days

RICHMOND, Va., Dec. 12.—The four days sales of this week were about the warehouses and buyers could attend to. They lasted until dark on Tuesday. A great deal of common tobacco showed on the floors, as these were the first large sales of the season.

The two warehouses sold during the four days, 965,655 pounds of leaf tobacco, at an average price of 7.75 per hundred. The warehouses close next Friday, the 18th for the holidays, and re-open January 5.—R. C. MANN & Co.

Henderson Market Blocked

HENDERSON, N. C., Dec. 12.—Sales during the past week ran the Henderson auction tobacco market far ahead of the total sales for the entire 1924-25 season, according to figures made public here today. The past week's sales amounted to 853,620 pounds, which brought \$200,504.59, at an average of \$23.48 per hundred pounds. This brings the total season sales to date to 6,344,698 pounds, selling for \$1,487,660.90 an average of \$23.44 per hundred. Sales for the entire season last year amounted to 5,900,487 pounds, selling for \$1,280,000.91, an average of \$21.69 per hundred.

The week ended yesterday was the third largest of the 1925-26 season, and almost equalled the two peak weeks of the first of November, when the market went slightly over the 900,000 pound each week. The price average this week, however, did not equal those of the previous two high marks. The big breaks experienced here during the past five days have been somewhat of a surprise to tobacco men in general, although the breaks were very welcome. The market was blocked for the first day of the week, but at that sold over 212,000 pounds. It was likewise the highest average for the five, at \$25.03 per hundred pounds. The total for the week was an average of more than 175,000 pounds a day, and only one day—Saturday, with 144,362 pounds—fell below the 150,000 pound mark.

Last year something more than one and a quarter million pounds were sold here after Christmas, but that was a very small crop, and the crop this year is rather large, which may bring up the final figures. The persistently big breaks

Petersburg Performances

PETERSBURG, Va., Dec. 12.—Sales were larger this week than any time this season, and were blocked Wednesday, which was the first time in a number of years.

A much larger percentage of common grades showed up than for several weeks. All desirable types brought high prices as at any time this season. Large sales are expected during the coming week.

Bright

	Pounds	Average
Sales this week	311,025	\$23.51
Sales previously	2,107,696	\$23.51
Sales to date	2,418,721	\$23.51

Dark Virginia

	Pounds	Average
Sales this week	359,098	\$17.21
Sales previously	512,864	\$17.21
Sales to date	871,962	\$17.21

Total sales of both Bright and Dark to date, 3,290,683 pounds.—W. L. BEACH & Co., Inc.

To Close Co-op Static for The Season

DANVILLE, Va., Dec. 12.—The Growers' Co-operative Association has decided to close its receiving station in Virginia on December 18 and will not be re-opened this season. It is now delivering their crop there and is required to take it to Clover. The report is to be one in the interest of economy.—TEILEY.

W. T. COUSINS & CO. "OLD BELT" SMOKING TOBACCO
a Specialty

Buyers of All Grades of Virginia and Carolina Tobaccos

DANVILLE, VA.

LEAF TOBACCO OF ALL DESCRIPTIONS
PACKERS, DEALERS, EXPORTERS, IMPORTERS.
 OUR OWN DOMESTIC AND FOREIGN PACKING
 PLANTS ENABLE US TO MEET ALL REQUIREMENTS.

Universal Leaf Tobacco Co.
INCORPORATED

21 EAST 40TH STREET
CABLE ADDRESS: ULTOCO-NEW YORK **NEW YORK CITY**

Louisville Market

LOUISVILLE, Ky., Dec. 12.—The Louisville Tobacco Board of Trade reports the hoghead leaf tobacco transactions for the week ending December 11:

Week- Auction Sales	Private Sales	Total for Week	Year Jan. 1 to Date
... 359	41	400	6,548
... 279	...	...	3,407
... 89	8	97	4,243
... 1084	...	...	...
... 816	...	...	22,945
... 1,264	...	...	34,012
... 2,180	...	...	67,875
Classifications of This Week's Sales			
Old Crops	1924	1925	Total
... 2,064	9,951	1,395	13,410
... 41	...	...	41
... 151	625	776	...
Classification of Sales to Same Date in			
Old Crops	1924	1925	Total
... 1,256	616	...	1,872
... 3,320	10,567	1,395	15,282
Classification of Sales to Same Date in			
Old Crops	1924	1925	Total
... 18,437	29,661	62,971	...
... 4,508	4,351	4,904	...
... 22,945	34,012	67,875	...
Comparisons with Previous Years			
1925	1924	1923	
... 13,227	19,131	21,549	...
... 11,090	16,354	17,470	...

dition, length or color or mixed packages, from 1 cent to 3 cents lower.—F. E. BROCAR, Secretary.

Sale on East Tennessee Burley Tobacco Marts

GREENEVILLE, Tenn., Dec. 5.—Sales on the east Tennessee Burley tobacco markets, including Abingdon, Va., to date:

Greeneville	Lbs.	Avg.
Sales this week	685,768	\$21.60
Sales to date, 1925 crop	685,768	21.60
Sales to same date last year	244,060	23.33
Knoxville	Lbs.	Avg.
Sales this week	279,910	21.03
Sales to date, 1925 crop	279,910	21.03
Morristown	Lbs.	Avg.
Sales this week	243,908	20.93
Sales to date, 1925 crop	243,908	20.93
Johnson City	Lbs.	Avg.
Sales this week	113,298	19.00
Sales to date, 1925 crop	113,298	19.00
Abingdon, Va.	Lbs.	Avg.
Sales this week	135,600	...
Sales to date, 1925 crop	135,600	...
Total sales for section to date this year, 1,322,884 pounds, Abingdon not included. Average price for entire section to date, \$21.13, Abingdon not included.		

Owensboro Outlook

OWENSBORO, Ky., Dec. 12.—Moreland, Withers & Hicks make reports as follows:
 "With only four days' sales this week our loose-leaf floor offerings aggregated: Green River 1,805,930 pounds average \$8.14; Burley, 48,785 pounds, average \$12.07.
 There was a slightly better feeling noticeable in the market this week, as buyers get further into the new crop, and prices were somewhat firmer on the closing sales. And while quotations are practically unchanged a greater percentage sold at the higher limits on the various grades."
 Kentucky & Virginia Leaf Tobacco Company comment thus:
 "Capacity sales continued throughout the week with no material change in quotations from last week. Top grades of leaf, lugs or trash were scarce in the offerings this week, while the common side of short and medium grades largely predominated with an increased number

B. P. EGGLESTON & CO.

Established 1892 DRAKE'S BRANCH, VA. D. Q. EGGLESTON
DEALERS IN LEAF TOBACCO
 Specialty:—VIRGINIA DARKS
 Your Business Solicited Correspondence Invited

THE VENABLE TOBACCO CO., Inc.

Cable Address "Venable." Arnold's Code 5, Commercial Telegraph & Cable Code.
LEAF TOBACCO BROKERS
 Durham, N. C., U. S. A.
 ALL GRADES OF LEAF TOBACCO AND STRIPS

A. C. MONK & CO. Farmville, N. C.

A Large Supply of Leaf Tobacco Always on Hand.
 We buy all grades Bright Tobaccos, Virginias, Dark and Burleys, Steam and Natural Season. Samples Furnished.
 Branch Factories: Wilson, N.C.; Wendell, N.C.; New Bern, N.C.

ANDREW JAMISON, President Established 1885; Incorporated 1910

W. A. ADAMS COMPANY

—BUYERS AND EXPORTERS OF—
ALL GRADES OF OLD BELT
LEAF, STRIPS, SCRAPS AND STEMS
 OXFORD, NORTH CAROLINA, U. S. A.

E. K. VIETOR & CO., Inc.

Leaf tobacco, strips, scraps, stems, siftings
 1800-2200 SEMMES AVE. RICHMOND, VA.

E. V. WEBB & CO.

LEAF, STRIPS, SCRAPS AND STEMS
 ORDER OR CONTRACT COMPLETE FACILITIES
 CORRESPONDENCE SOLICITED SAMPLES ON APPLICATION
 KINSTON, N. C., U. S. A.

KINSTON TOBACCO COMPANY

Incorporated
DEALERS IN LEAF TOBACCO—EXPORT AND DOMESTIC TYPES
 Buyers and Rehandlers of all Grades of Bright Leaf Tobacco on Order or Contract
 Complete Redrying Plant and Ample Storage
 CORRESPONDENCE INVITED—SAMPLES ON APPLICATION
 E. Y. Speed, President W. H. Armistead, Vice-President R. P. Watson, Vice-President
 KINSTON, N. C., U. S. A.

W. T. CLARK & COMPANY

Cable Address: "CLARK" Code: "ARNOLDS NO. 5"
 Largest Loose Leaf Tobacco Market in the World
 Established 1887
 Packed for Export and Domestic Trade
 We operate in North Carolina, South Carolina, Virginia and Georgia
 Head Office: WILSON, NORTH CAROLINA, U. S. A.
 Packing guaranteed. Samples submitted on application.

R. S. RUDOLPH & SON

Clarksville, Tenn., U. S. A.

ROBT. S. RUDOLPH

W. S. RUDOLPH

Codes—Arnold's 5 & 15 Western Union, A B C, 5th Edition

Dealers and Brokers in Leaf Tobacco

Cable Address, Smith

S. B. SMITH & COMPANY

FIRST ESTABLISHED 1907

MAYFIELD, KENTUCKY, U. S. A.

Codes Used

Arnolds 5 and 15
ABC Improved 5th Edi-
tion Liebers Western
Union**LEAF TOBACCO DEALERS AND EXPORTERS**

Well equipped in every respect to handle all fire-cured dark grades in any manner (natural or artificial drying) and to supply specialties in any quantities. Also efficient in handling export orders to any foreign port. Equipment coupled with geographical location enables best of services and strictly first hand source quotations.

Cable: "Barker," Carrollton

Codes: "Arnolds, No. 15"

R. M. Barker Tobacco Co.

INC.

CARROLLTON, KENTUCKY, U. S. A.

Buyers and Dealers in Burley Leaf Tobacco

We have our own factory located in the heart of the Kentucky Burley Districts.

We have the latest improved Proctor Re-Drying Machine, and our Storage capacity is unlimited.

We solicit your orders and will give same prompt and efficient attention.

SEND FOR OUR WEEKLY REPORTS

Rudolph, Hach & Co., Inc.

REHANDLERS, DEALERS AND BROKERS IN

LEAF TOBACCO AND STEMS

Main Office and Sample Rooms

CLARKSVILLE, TENNESSEE

OPERATING IN

Clarksville, Tennessee, and Springfield, Tennessee, Districts
Western Kentucky Districts,

Upper Cumberland and Air-Cured Districts

Reliable Packing, Correct Inspection, Efficient Arrangement
for Exports. Storage at Low Rates.

Correspondence Solicited.

SPECIALTY—BURLEY AND ONE SUCKERBUYERS AND HANDLERS
ORDERS SOLICITEDOperating on markets at Franklin, Tenn.,
Mt. Pleasant, Tenn., and Hartsville, Tenn.,
and Scottsville, Kentucky.

Head Offices: Nashville, Tenn.



CABLE ADDRESSES {U. S. A.—Command, Owensboro, Ky.

{ENGLAND—Invade, Liverpool.

ROSS TOBACCO COMPANY, (Incorporated)

(Formerly called ROSS-VAUGHAN TOBACCO CO.)

BUYERS, REHANDLERS AND REDRYERS OF

LEAF TOBACCO AND STRIPS ON ORDER

FOR HOME TRADE AND EXPORT

Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying
U. S. A. Offices—Owensboro, Ky.British Offices—John Ross & Co., No. 27 King St., Liverpool, Eng.
Factories—OWENSBORO, KY., LOUISVILLE, KY., PRINCETON, KY., SEBREE, KY., ERIN, TENN.
Buyers on all Hoghead and Loose Leaf Markets in Burley and Dark Sections**Cigarette Paper "EL PINO"**

In Reels, Reams or Books

MIQUEL y COSTAS & MIQUEL

BARCELONA, SPAIN

United States Branch, 59 Pearl Street, New York City

of baskets in bad condition. While bidding appeared more or less irregular on all grades, the lower general average is due mainly to increased offerings of common grades.

"Burley quotations are withheld for the present on account of very small offerings of this grade."

Members Visit Burley Plant and President

LEXINGTON, Ky., Dec. 12.—A delegation of members of the Burley Tobacco Grower's Co-operative Association from Madison county came to Lexington and inspected the properties of the association, including the receiving plant, storage warehouses and re-dryers; had a heart-to-heart talk with President and General Manager James C. Stone, in which the head of the big tobacco organization of 108,000 men in seven states, told the Madison county men about the present situation in the tobacco industry.

The visitors, who were in charge of I. B. Shepherd, of Paint Lick, drove over from Richmond. Officials and employees of the association conducted them about the various properties. They were greatly interested in the office building and in the method of keeping the records of each of the 108,000 growers, an employee being able to tell each of them in a few minutes how much tobacco he had delivered since the organization started and how much money he had received for it.

After hearing President Stone, who talked with the visitors informally in his office, Elvada Tudor, leading farmer of the county expressed the sentiment of the delegation when he said: "I'm ready to sign a contract to deliver my tobacco to the Burley pool for life."

Farmville Figures

FARMVILLE, Va., Dec. 12.—Dunnington & Company report tobacco sales thus:

Sales previously reported 1,274,622 pounds, average; \$18.11. Sales this week 747,852 pounds, average; \$17.15. Total sales 2,022,474 pounds, average \$17.76. Sales to same date 1924 1,248,910 pounds.

Deliveries very large this week by growers. Much common tobacco in the offering. This market will close on December 18 for Christmas Holidays.

Greenville Average, \$27.31

GREENVILLE, N. C., Dec. 12.—Sales this week, 3,295,844 pounds; average price per hundred pounds, \$27.31. Sales for the season, 40,114,244 pounds; average price per hundred, \$26.65. The market closes December 18 for the Christmas holidays, to reopen January 12. It is estimated that this market has lost 10,000,000 pounds not having four sets of buyers.—K. W. COBB.

Jonas Arens in Hartford

For a final check-up for the season, Jonas Arens, of H. Oppenheimer & Company, New York, ran over to Connecticut last week.

Sutter Arrives From Havana

Walking through the New York leaf market last week was Walter Sutter, the Havana, Cuba, leaf dealer. He will remain a few days, probably getting home for Christmas.

Lorillard Reorganizes Sales Divisions in Council

Very quietly for the last month, the Lorillard Company has reorganized its sales divisions into a supreme council. This council consists of Messrs W. W. mouth, Meyer, Drewry, and Worthington will continue to consider the trade developments of the Lorillard business in general way, leaving the work-out of details to the proper subordinates. It is evident, so far, that this plan is excellent military strategy, as the various departments of sales are now more closely coordinated, and greater results can be accomplished with much less effort.

Maier Finishes His Year

All extended voyages and expeditions for 1925 being about over, Maier, of R. J. Kugelmann, Inc., New York, returned to the offices and warehouses last week from his last trip west.

Mayer Returns From West

Practically all the 1925 business being over for the year, Phillip Mayer, Singer & Mayer, Inc., New York, came home from his very successful western trip last week.

Baltimore Market

BALTIMORE, Md., Dec. 10.—Giesek & Niemann, leaf tobacco merchants, note report as follows:

MARYLAND:—We have to report on the past week receipts of 272 hogsheads, against sales of 1,135 hogsheads, most of which were French grades, all grades suitable for cigarettes are selling at full prices.

OHIO.—Nothing doing.

Association Data

The Leaf Tobacco Association of Baltimore City issued these statistics for the official trade week ending December 9:

Receipts, Including Reinspection

	This Week	Previously	Total	Net to me
Maryland	331	31,964	32,295	31,404
Ohio	—	433	433	433
Total	331	32,397	32,728	31,837

Reinspections this week: Maryland, 50 date, Maryland, 891.

Deliveries

	Maryland	Ohio
Coastwise	—	—
Domestic	384	303
Foreign	1,812	15,912
Total	2,196	16,215

Stock in Warehouses

	Maryland	Ohio
Stock January 1	1,000	824
Receipts since	31,404	433
Delivered since	37,178	1,257
Stocks today	12,451	733

Sales

	Maryland	Ohio
This week	1,135	287
Previously	27,729	287
Total	28,864	574

Groundleaves to date, 532 hogsheads.

THE TOBACCO TRADING CORP.

All Kinds Kentucky-Tennessee & Virginia-Cuba

— LEAF TOBACCO —

Louisville, Ky. Richmond, Va., U. S. A.

Imported Tobacco, Cigars, Cigarettes, Etc.

imes of Steamships and Dates of Arrivals at Port of New York

Tobacco from Porto Rico

<i>S. S. Lorenzo</i>	—Dec. 7	Barrels
Dur & Co.	53	
Winter Co.	119	
iso a Corp.	10	
la Bros.	526	
entid & Waller	84	
olated Cigar Corp.	937	
ing-Gonzalez Co.	86	
	Bales	
Winter Co.	19	
la Bros.	284	
Co.	30	
Cigar Mfg. Co.	228	
<i>S. S. Rujillo</i>	—Dec. 12	Barrels
of & Co., Inc.	11	
eter	23	
ndelsohn Co.	76	
mber Bros. & Co.	29	
entid & Waller	167	
	Bales	
ndelsohn Co.	37	
mber Bros. & Co.	48	

Cigars from Porto Rico

<i>S. S. San Lorenzo</i>	—Dec. 7	Cases
United Cigar Stores Co.	56	
P. R. Amer. Tobacco	29	
Bosch Bros.	82	
J. Klorfein	35	
H. Ottenberg	9	
Madera Tobacco Co.	238	
United Cigar Stores	188	
Donato, Vigil & Co.	2	
C. Schavrien	9	
I. Lewis Cigar Mfg.	48	
F. Bonilla	9	
<i>S. S. Corozal</i>	—Dec. 8	Cases
Porto Rican American Tob. Co.	39	
United Cigar Stores Co.	37	
Madera Tobacco Co.	11	

Cigars from Havana

<i>S. S. Orizaba</i>	—Dec. 8	Cases
J. Wagner & Sons	5	
D. A. Schulte, Inc.	23	
Duncan & Moorhead Co.	4	
B. Wasserman Co.	5	
Estabrook & Eaton	7	
C. B. Perkins Co.	1	
Schwarz & Son	7	
General Cigar Co.	4	
Central Union Trust Co.	46	
United Cigar Store Co.	5	
C. J. Gumlach	1	
Calixto, Lopez & Co.	6	
American Metal Co.	1	
Chicago Athletic Association	5	
W. V. Pascual	1	
Park & Tilford	25	
Faber, Coe & Gregg	17	
G. S. Nicholas & Son	5	
A. Dunhill	3	
Stickney-Hoelcher Cigar Co.	1	
On order	1	

Cigarettes from Porto Rico

<i>S. S. San Lorenzo</i>	—Dec. 7	Cases
P. R. Amer. Tobacco	6 cases	

Cigarettes from Havana

<i>S. S. Orizaba</i>	—Dec. 8	Cases
C. B. Perkins Co.	1 case	

Cigarette Paper from France

<i>S. S. Independence</i>	—Dec. 11	Cases
American Tobacco Co.	1,450	
De Manduit Paper Corp.	486	

Empty Cigar Boxes from Porto Rico

<i>S. S. San Lorenzo</i>	—Dec. 7	Cases
Bosch Bros.	12 cases	

Pipes from France

<i>S. S. Savoie</i>	—Dec. 11	Cases
R. H. Meehan Import Co.	5	
Murray Hill & Co.	14	

Pipes from Genoa, Italy

<i>S. S. Duilio</i>	—Dec. 7	Cases
Meadows, Wye & Co.	3 cases	

Briar Pipes from Liverpool

<i>S. S. Celtic</i>	—Dec. 10	Cases
C. R. Spence & Co.	1 case	

Briar Pipes from Southampton

<i>S. S. Homeric</i>	—Dec. 10	Cases
Globe Shipping Co.	cases	

Smoker's Articles from Southampton

<i>S. S. Homeric</i>	—Dec. 10	Cases
F. Murray Hill & Co.	10 cases	

Levy Covers Pennsylvania

Last week Morris Levy crossed into Pennsylvania territory for some last calls of the year for Julius Marqusee & Son, New York.

Tobacco from Rotterdam

<i>S. S. Rotterdam</i>	—Dec. 7	Bales
J. Ligelman, Inc.	11	
S. Juckett	15	
meri Cigar Co.	170	
Roswald & Bro.	132	
Haman	18	
olated Cigar Co.	20	
Dus & Co.	193	
holdt & Co.	9	
Schidt Co., Inc.	10	
Wilg Co., Inc.	9	

Tobacco from Italy

<i>S. S. Sida</i>	—Dec. 7	Bales
meri Tobacco Co., Inc.	6,000	
n or	100	

Durlach Party Coming Home

In order to be sure they will arrive before Christmas, the Milton Durlach party, which recently sailed for Porto Rico, has written that they will undoubtedly be home on the steamer arriving December 21.

Brill Back From Philadelphia

Many cigar manufacturers of Philadelphia were called upon last week by Edward Brill of W. S. Brill & Son, New York, before he caught the return train from the Broad street depot.

John Duys Back Again

After a very short trip to the North Pole, John H. Duys returned to New York last week and reports Santa Claus ready to distribute many gifts to the busy cigar manufacturers of the country.

Up-State Men in New York

Two Up-State cigar manufacturers came to New York last week to look over the leaf market. They were Thomas Horton and William Van

Slyke, of G. W. Van Slyke & Horton, Albany makers of the Peter Schuyler cigar.

Goldwater With Quakers

For a few days last week James Goldwater called upon the Philadelphia trade for the Harry Blum factory, New York. He sold many late holiday orders for Natural Blooms, and he came home highly pleased with the Quaker demand.

David Saqui Resigns Post

David Saqui, who joined the Consolidated Cigar Corporation, October 5, as sales manager for the metropolitan district, has resigned his position, effective December 5. Mr. Saqui has not yet announced his plans for the future.

Herzog Sees Brotherly Town

Leaf buying and selling in the City of Brotherly Love was of sufficient interest to Lothar Herzog, of Herzog & Sarluy, Inc., New York, last week to keep him there long enough to see about everyone in the trade.

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BOHLEN & COMPANY
Dealers and Exporters
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Clarksville and Springfield Tobaccos a Specialty. Guaranteed Packing. Delivery to European Customers can be made directly from our Bremen Warehouse

Cable: Austin, Greenville

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(A B C 5th Ed. Improved



LEAF TOBACCO
THE AUSTIN CO., Inc.
GREENEVILLE, TENN.
Latest Proctor System

THE MEADS TOBACCO CO.
If it's TOBACCO we have it

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Carthage, Tenn.

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LEXINGTON, KY.
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General Telegraph CodeBentley's Phrase Code
Western Union Code**EDWARD J. O'BRIEN & CO.**
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FOR DOMESTIC AND EXPORT TRADE**

All Grades of Fired, Air-Cured and One-Sucker

Orders and Contracts Solicited. MADISONVILLE, KY.**GET THE NEWS OF THE TRADE
FROM YOUR TRADE PAPER
READ TOBACCO****Dark Pool To Have
New York Offices**

HOPKINSVILLE, Ky., Dec. 12.—Approval of plans for opening sales headquarters in New York City for the Dark Tobacco Growers' Association, the appointment of F. M. Humphries as manager of the Green River district, and the reduction of their own per diem allowance for attending board meetings, were the outstanding developments in the regular meeting here this week of the directors of the Dark Tobacco Growers' Co-operative Association.

Clarence D. Brown, of Owensboro, who has served as manager of the Green River district since the pool was organized, was named manager of the New York office, which will be located at 150 Broadway. Mr. Brown is an able executive and will represent the association in sales of all types of tobacco to both domestic and foreign buyers.

F. M. Humphries, of Hawesville, director for the Green River district and member of the executive committee, was named as temporary manager of the Green River section in place of Cecil Burns, who was selected for that position last month, but refused to accept. Mr. Humphries is one of the best executives and one of the most competent tobaccoists connected with the pool, in the opinion of many who have been associated with him in the work. He will serve only until the directors find a suitable man to take permanent charge.

Reports from every department of the pool's operations, including the sales department's report of the sale of 30,000,000 pounds of stored tobacco during November, were approved by the directors.

Taking their program of economy home to themselves, the directors decided to draw only \$5 per day for attending board meetings in the future, instead of \$10 per day as before.—UNDERWOOD.

Heavy Sales at Hopkinsville

HOPKINSVILLE, Ky., Dec. 5.—With the heaviest deliveries in the history of the market, the Hopkinsville loose leaf floors during the past week sold considerably more than a million pounds of weed at prices, except on very low grades, equal to those of last year. The action of the Dark Tobacco Growers Co-operative Association in announcing that no effort would be made to prosecute members who sold their crops out of the pool, followed by the example of the president of the organization, who sold independently the biggest individual crop in Western Kentucky for \$80,000, resulted in a rush of tobacco to the nine loose leaf floors here, and they have been too crowded to follow the regular schedule of sales. Wagons loaded with crops from Christian and all surrounding counties are still pouring into town and a continuation of large sales this week is certain. The official report of President Wallace Hancock, of the Hopkinsville Tobacco Board of Trade, which has supervision of the market, contains receipts and sales for but three selling days. Total sales for this period were

861,215 pounds, at an average price of \$13.04. Quotations follow:

Trash, \$2.25 to \$4; common leaf, \$5; medium lugs, \$5 to \$8; good leaf, \$8 to \$12; low leaf, \$5 to \$8; medium leaf, \$8 to \$15; medium leaf, \$13.40 to \$20; good leaf, \$20 to \$30; fine leaf, to \$37.

Some of the largest buyers yet entered the market, and there has been very little demand for trash lugs and common tobacco, as all French styles are cheaper. The crop average of the week was 7,10,500 pounds of Todd county tobacco. About 400,000 pounds have been since the official report. For the corresponding week last year total sales were \$13,405, at an average of \$12.40.—DERWOOD.

Algerian Production

WASHINGTON, D. C., Dec. 7.—Many years Algerian farmers have been endeavoring to produce the same kinds of tobacco that the French government has recognized as adapted to the Algerian climate, according to a report received in the Department of Commerce from Consul Hashim Dagher. These tobaccos are of a type similar to those of northern Lebanon, Levant, and Macedonia. About 300,000 pounds were produced in 1924, compared with 46,000 pounds in 1923.

A short production in 1924, due to governmental regulations, gave considerable impetus to the co-operation of the Algerian tobacco growers' organizations which try to increase yields by selecting better methods of culture, keeping warehouses, and making contracts with the French monopoly, which is their best customer. The Algerians have a ten year contract with the monopoly for an annual minimum delivery of 3,311,500 pounds. Purchases by the monopoly amounted to about 3,000,000 pounds in 1924.

It has been estimated that the annual consumption is about 33,000,000 cigars, 700,000,000 cigarettes, and 740 pounds of smoking tobacco. Generally speaking, the exports of tobacco amount to about one-third of the consumption; smoking tobacco, about one-half; and the exports of cigarettes amount to nearly one-half of the consumption.

Algeria exports large quantities of cigarettes and cigars to France, French possessions, Belgium, Netherlands, Norway, Portugal, Tunis and Morocco. The total value of exports in 1924 amounted to 522,188 pounds of cigarettes and approximately 35,000,000 cigars.

The manufacture of cigarettes in Algeria is of much importance, but due to the fact that the climate is not suited to the raising of tobacco in this colony is either too dry or neutral in taste, imports of leaf tobacco are necessary for manufacture.

For the exportation and to satisfy the taste of European markets, Algeria, local manufacturer, employs their mixtures leaf of foreign origin, mostly American.

The principal American tobacco

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consists of Kentucky, Burley, and Maryland. These products are used mostly for the Algerian tobacco, often at 50 per cent. About 10,000,000 pounds were imported in 1924, over 10,000,000 of which came from the United States. The company deals almost exclusively with the products of the United States, and in the case of tobacco, all may be shipped directly from the United States, or from any other country, is usually transacted through the agents of foreign firms in France. All such agents have representatives in Algeria who are able to make quick deliveries as bonded warehouses are available there for carrying on business.—L.A.M.M.

Assistant Chief Warehouse Examiner

WASHINGTON, D. C., Dec. 19.—Receipt applications for assistant warehouse examiner will close January 26. The examination is to fill vacancies in the Bureau of Agricultural Economics, Department of Agriculture, for duty in Washington, D. C., or in the field, and in some cases requiring similar qualifications. The examination is for a three-year term, with a probationary period of six months required by the service act and rules, advancement may be made without change in salary up to \$5,000 a year. Promotion to higher grades may be made in accordance with the civil service rules. The duties are to direct and to conduct examinations relating to commercial samples of tobacco, inspecting and sampling tobacco with a view to determining condition, grade, and value, warehousing of tobacco and other agricultural products; to supervise the work of photo inspectors; to take part in the administration of the United States Revenue Act; to address public meetings; to conduct educational campaigns relating to the act, and proper handling of tobacco. Applicants will be rated on their educational experience, and a thesis or dissertation to be filed with the application. Full information and application blanks may be obtained from the United States Civil Service Commission, Washington, D. C., or the secretary of the United States civil service examiners at the post office or custom house, any

W. H. Nessler Secures Big Manila Business

Shipments of Manila cigars to the United States Commercial Company, New York, have been increasing in quantity for several months, and President W. H. Nessler, of the company, is highly satisfied with the situation. Many large retailers have already placed advance bookings for 1926, and it is expected that another stupendous year for the company is ahead.

President Harrison On Way From Trip To China

After many weeks of a most successful business trip to the Orient, President P. Harrison, of the Universal Leaf Tobacco Company, New York, has returned from Shanghai, China, and is due home before Christmas.

Belgian Demands Light In October

WASHINGTON, D. C., Dec. 4.—There was no material change in the market for leaf tobacco in October as compared with September, in Belgium, say reports to the Department of Commerce. The demand was only moderately active and sales were light in volume. Exports were also light and operations during the past month were chiefly confined to the domestic trade. Manufacturers continued to purchase in small quantities ranging between two and three hogsheds at a time. It is the general impression of Antwerp importers that rumors of the intention of the Belgian Government to stabilize the franc, have brought about the present lack of animation on the tobacco market, by making consumers somewhat cautious and reluctant to purchase in large quantities.

Sales of Bright Virginia Decline

Arrivals of American tobacco of the new crops commenced at Antwerp during the past month. Imports of Kentucky and Virginia sorts were important and stocks on hand were heavy. Stocks of Bright Virginia tobacco have accumulated considerably, due to heavy competition from shippers in the Near East who have been able to undersell the American products. Cigarette manufacturers in Belgium are purchasing large quantities of Near Eastern tobacco and sales of bright Virginia, according to local importers have declined perceptibly during the past two months.

Decreased Production of Cigars

The Belgian cigar industry is passing through a critical period at the present time. The production of cigars has fallen off nearly 50 per cent since 1914. Before the war in the neighborhood of 600,000,000 cigars were made annually in this country, while the production of 1924 amounted only to 302,000,000 cigars. The output of 1924 was less by nearly 14,000,000 cigars than that of the year preceding, and the monthly average for 1925 is more than 2,300,000 cigars less than that of last year. The decreased production of cigars is not only due to the increasing use of cigarettes, but is also due to higher taxes which bring the cost of cigars to consumers to very high levels.

Imports of baled tobacco in October were very heavy and were considerably greater than those of September. Arrivals of tobacco in hogsheds, seroons and packages, however, were lighter. Large quantities of Brazilian and Near Eastern tobacco in bales were received during the past month, while imports of tobacco in hogsheds from the United States were important. The October arrivals aggregated 21,791 bales, 2,185 hogsheds, 251 seroons and 226 packages, while importations at Antwerp during September amounted to 19,073 bales, 1,561 hogsheds, 6,734 seroons and 1,717 packages.—L.A.M.M.

T. L. Hughes Confers With Washington Officials

WASHINGTON, D. C., Dec. 7.—T. L. Hughes, formerly chief of the Tobacco Section of the Department of Commerce and now representing the Burley Tobacco Growers Association at Brussels, was in Washington last week conferring with government officials.—L.A.M.M.

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10c 15c 25c 75c \$1.50 (Sixes)

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GOVERNOR MORRIS (5c)
CIGARS
MANUFACTURED BY
KEYSTONE CIGAR CO.
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Two 5c Quality Cigars
Manufactured by
L. D. FRYE & SON
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Dependable Nickel Cigars
"In Everybody's Mouth"
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MILD QUALITY
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DOUBLE QUALITY
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GUARANTEED SALABLE MERCHANDISE
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SUPERIOR CIGAR CO.
RED LION, PA.
MANUFACTURERS OF
PAY DAY
AND
PRIDE-MARK
5c Cigars

Christmas Day Mail Deliveries

WASHINGTON, D. C., Dec. 12.—Wide approval has greeted the recent announcement of the postmaster general that there will be no mail deliveries on Christmas Day.

Almost without exception the American public has agreed with the inherent justice of the ruling which gives to the postal employees some of the holiday privileges enjoyed by others, but the ruling has been denied them.

Of course the ruling applies only to the Christmas season, being in the nature of an experiment, the success or failure of which will determine the procedure for the next year.

The postmaster general was enabled to make the course he did as a result of the success of early mailing campaigns conducted in past years through the mails and the movies and over the radio, which had the effect of moving the peak of holiday mailing back far enough to justify the experiment.

Officials of the department who are conducting the experiment closely have the most confidence that it will go through without hitch and that Christmas day of the future will be a day of rest for the postman and the postal clerk.

To accomplish this purpose—and it is considered a laudable one—the American public must mail holiday tokens and greetings in time for delivery at least before the close of business December 24.

If there is any appreciable mail left over or delivery on December 26 it will militate against the chances of postal workers for a similar holiday in 1926.

Mazer-Cressman Sales Show Good Volume at Home

DETROIT, Mich., Dec. 5.—That old whee about prophets having no standing in home may be all true enough, but it is absolutely no connection with the cigar business. This is especially so in Detroit, where the brands of the Mazer-Cressman plant, of Grandy avenue, are so popular here as they are elsewhere in the United States. In fact, the Pensular Cigar Company, distributors of Mazer-Cressman lines in this vicinity are more than swamped right now in El Javanas, Manuels, Miss Detroit and Detroit Hand Mades. Evidence is, in fact, that the holiday orders will keep the factory busy throughout the season, and well into next year, for the registered advance shipments necessary for jobs all over the country. Difficulty has, then, it appears, to secure sufficient experienced help to complete the shipments previously entered.

Schulte Sells Valuable Lease In-State Location

ALBANY, N. Y., Dec. 14.—Because of the fact that the New York State National Bank and the Home savings Bank of this city have purchased and are about to build two new structures on North Pearl and State streets, the Schulte cigar store, at the corner loca-

tion, has sold its long lease for a very large figure. All occupants must remove from the premises on or before May 1, 1926. This compels the Schulte folk to leave the best location they have in the Capital district, and the first store they occupied in this section of the state.

Harvester Sales Increase In Richmond Trade

RICHMOND, Va., Dec. 12.—Featuring the delmonico special ten cent size of the Consolidated Cigar Corporation's Harvester brand here, the W. H. Harris Grocery Company, Inc., report a gratifying increase in business over previous months. Every sort of publicity has enabled the local jobbers to completely cover the surrounding trade with much effectiveness. Dealers and consumers both were immediately interested in the recent work, and the sales at retail have compelled the House of Harris to arrange for additional shipments at the last moment.

Barbee-Hayes Swell Sales With Five Cent Cigars

GREENSBORO, N. C., Dec. 12.—For many months now the Barbee-Hayes Company, of this city, have been distributing the King Edward cigar of the John H. Swisher Company, Newark, Ohio. It is a five cent proposition which has been selling so well in the local territory that the business of Barbee-Hayes has been materially advanced during the pre-holiday weeks. Liberal advertising has backed up the distributive efforts of the jobbers, and the dealers are well pleased with the active co-operation.

Cable Codes

Due to the large competition in business with various countries, the use of cable codes has been constantly on the increase, and hardly any house wishing to expand their overseas trade can do without codes. These codes help materially to make communications between buyer and seller most satisfactory, especially when promptness and economy are the main factors. The present system of cable codes is based on five cipher words, and two of these words can be joined together so that two complete sentences can be cabled as one word.

Anyone trying to conduct his business today without the help of a cable code of this high order is but sadly handicapping himself. The solution for his cable problems is some such good service as consistently offered to the public by the T. Bensinger Co., Inc., 15 Whitehall street, New York, and who are the most widely known distributors of code books. This house is established since 1887 and has a most enviable standing as specialists in this line. Wherever the cable is used, this concern is doing business, as they are considered very prompt shippers and guarantee every book they sell. Unlike other code book dealers, the T. Bensinger Co., Inc., have nearly every code that is published in their stock and they do not persuade buyers in their advice regarding any special code, as they sell all-codes.

MADERA TOBACCO COMPANY
PORTO RICO TOBACCO
DEALERS IN ALL KINDS
OF LEAF TOBACCO
SAN JUAN, P. R., and
165 WATER STREET, NEW YORK
OUR SPECIALTY



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Growers, Packers and Strippers of Exclusively INLAND
PORTO RICAN TOBACCO

E. ROSENWALD & BRO.
145 WATER STREET
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STERN-MENDELSON CO., INC.
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FRANCISCO BUXO
Grower, Stripper and Packer of
SAN LORENZO FILLERS OF PORTO RICO TOBACCO
San Lorenzo is located in Porto Rico's best tobacco section.
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EDWIN A. BENJAMIN
Manufacturer of
PORTO RICAN CIGARS FOR JOBBERS
Prices ranging from \$22 to \$75 per M.
Package goods \$19 to \$25.
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Nothing Satisfies Like a Good Cigar.
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S. en C.
Growers, Packers and Strippers of Porto Rican Tobacco
Our Specialty Comerio Tobacco
Comerio, Porto Rico

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(Exclusively Inland) BAYAMON, PORTO RICO

RAMON MORAN & COMPANY
Growers, Packers & Strippers of
Porto Rican Leaf Tobacco—Exclusively Inland
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FRANCISCO GALENO CABAN
UTUADO, PORTO RICO
GROWER AND PACKER OF
High Grade Porto Rico Tobacco
Exclusively Inland

ALFREDO ALONSO
Grower, Packer and Stripper of
PORTO RICAN TOBACCO
Coamo, Porto Rico

ANDREW JENSON & SON

Packers of Wisconsin Leaf Tobacco
EDGERTON, WISCONSIN

Latest Equipment for Resweating Seedleaf Types of Tobacco

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Packers of NORTHERN WISCONSIN TOBACCO

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BUNDLES

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B's

HENRY MILLER'S SONS

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Smoking

Manufactured by

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Wisconsin Tobacco Mart Shows More Activity

Stripping Proceeds Apace—Buyers Doing Paul Revere Stunts—State Sees Greater Animation Than for Several Years Past—Some Notably Large Transactions—Trade News.

EDGERTON, Wis., Dec. 12.—The weather the past week has been auspicious for the strippers at their task. Most of the tobacco of the state's crop came down off the poles at last week end, and not over 30 per cent of the crop is still hanging. Stripping has begun in earnest. Buyers are availing themselves of the opportunity, and are riding hard, particularly in the southern sections.

The market the past week has been the most active of any week in this State in several years. More tobacco has been sold, and some of the largest single transactions in the history of the state have been made during it. The pool has been the shining light of the drama, and has broken all records for snappy sales. The independent end of the market has been almost as spectacular.

The first order that the pool notified the press took place a week ago, and electrified the embattled pool ranks. The big sale of approximately three and a quarter million pounds of '24 stemming and the same amount of '25 stemming to Liggett & Meyers formed the biggest sale in the history of the pool, and totaled over \$750,000. This sale took first place in the discussion of the pool members over the endeavors of the dissatisfied farmers to break up their organization, and furnished powder to the loyal ranks of the poolers.

Hot on the heels of this big news, the pool announced yesterday another sale of the same dimensions to the great Lorillard Company, of '24 stemming stored in southern warehouses, and all of the '25 stemming that Liggett & Meyers did not take. This sale is also in the neighborhood of \$750,000. H. W. Jefferson, of New York, and George Whitfield, of Madison, acted as agents for the

Lorillard Company. This winds up the table rags and stemming of '24 crop, and includes all of the stemming in a number of the pool's southern warehouses. These two sales amount to considerably more than 500,000.

The prices allowed to the pool are as good as the original bidding prices of the '24 crop schedule. The prices are the original ones announced on that crop, plus 10 per cent for shrinkage. Of course, this 10 per cent allowance for shrinkage does not quite cover the actual shrinkage, and there has been more than the usual damage in '24 stemming. But, with these two transactions, the asking price and the realized price coincide. The prices follow:

'24 stemming—X1, 13.2 cents per pound; 2, 11 cents per pound; X8, 8 cents per pound; Y1, 5.6 cents per pound; '25 stemming—X1, 12 cents per pound; X2, 10 cents per pound; X3, 6 cents per pound; Y1, 4 cents per pound.

The Pool office stated that these very large sales, particularly of the '25 crop, make possible the largest advances in the stemming grades ever made by the pool and they announced the following advances would be made at delivery to growers on the '25 crop: X1, 8 cents; X2, 7; X3, 6; and Y1, 4.

"These advances are from 60 to 75 per cent of the realized price on this tobacco, and show that the Pool's power is increasing each year. The sale of the '24 crop will make it possible to pay off all the money borrowed on that crop to make the first advance, and will make possible a further advance on the tobacco in the near future," the Pool office announced.

The board voted to open the Pool for

A remarkable record of a remarkable tobacco

THIRTY-THREE per cent more Porto Rican cigars were imported by the tobacco trade of the United States during the fiscal year 1925 than in the previous twelve-month period. The recent Porto Rican harvest of leaf tobacco is practically sold out.

Merit is beating a path for Porto Rican cigars and tobacco. There is a very decided trend toward Porto Rican cigars and tobacco in this country.

Manufacturers, jobbers and dealers will profit by serving the demand of smokers for Porto Rican cigars, or cigars containing Porto Rican tobacco.

To protect buyers of Porto Rican tobacco the Government requires the affixing of a Government Guarantee Stamp to every box of cigars and every bale or barrel of P. R. tobacco leaving the island. Look for these stamps.

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contract on the '25 crop until December 31, 1925, and that no new contract on the '25 crop will be accepted after that date. This means that growers do not belong to the Pool have to do more days in which to join the pool for their '25 crop.

They the pool announced the big sale the last week on stemming to N. L. Carle, Janesville, and William McIntosh, Edgerton, acted for the Dillon Company of Detroit, and the entire balance of the '24 crop, except a small lot of arm's fillers. This sale will go well over \$500,000, and boosts the Pool's sales for the last week to well over two million dollars. This sale will enable the crop to be delivered before the first of March, and enable the grower to get his last payment before tax paying time. Emerson Ela, the business manager of the Pool announced: "The advance payments on the '25 stemming will total over \$800,000, the advance payment to be made to growers will reach \$900,000, and the settlements on the '24 stemming will amount to more than \$550,000. The growers will receive from the Pool in the next three months fully two and one-quarter million dollars. This is the answer to Mr. Love, and his wrecking crew, and to their claim that they will bust the Pool."

It can be seen what a splendid mark the pool has had the past week, and remarkable though it may seem, the independent market on this banner crop has been even more spectacular in some ways. The stemming market has assessed its vitality one iota the past week as far as the independent farms are concerned. Large blocks of tobacco have been eagerly gobbled up by Scotten, Dillon, Lorillard, and Bloch Brothers at prices ranging around ten cents a pound.

The binder market among the independent growers has furnished even more spectacular news. Binders have been riskily bought in the southern section at prices around the twenty cent mark. Crops north of Edgerton, in Southern Dane county have been moved earlier the past week at twenty cents, and Southern Rock county tobacco has been sought at fifteen and a little higher. Tobacco around Rio in Columbia county, in its southern section, has brought as high as 23 cents with some crops under way. This has been the most daring and lift market on southern Wisconsin in so many years, but the leafy, thin southern crop of fine quality is worth that and more. Old veterans have often told of southern crops of '25 they have inspected that is the best that they have ever seen. The banner crops are being diligently sought after, and buyers have no hesitation in marking up breath-taking figures on their contract books. Every day a southern grower is getting stiffer in the neck, and an impending deadlock is not without the realm of possibility. Lorillard has perhaps been the vigorous buyer in the south.

The northern area has not shown the same interest that the southern area has as

far as binders has been concerned. Scattered crops have been moved here and there and prices have been between twenty and thirty cents in the bale, largely according to sections.

Fred Green, Toledo, Ohio, high official of the great Liggett & Myers Company was in this market last week.

Charles Serns, state head, and Stoley Nelson, southern representative, of the American Cigar Company were in this market last week.

H. W. Jefferson, assistant to the vice president of the Lorillard Company, was in this market last week.—BADGER.

Lancaster Lines

LANCASTER, Pa., Dec. 14.—The activities of the holiday season have not kept tobacco men too busy to sell a little tobacco. Chief among the sales of last week were those by A. L. Shreiner & Company, and S. N. Root & Company to B. Rosenwald & Brother. Shreiner sold about 300 cases of 1922 Pennsylvania, and S. N. Root sold approximately 500 cases of the 1923 crop.

With the exception of the usual flurry caused by the holiday trade, tobacco circles are quiet. Buying of the 1925 crop has not yet started, and little may be looked for in this line until after the first of the year.

Lights are burning in stripping "cellars" all over the county until far into the night, as the stripping season gains headway. Growers are stripping as fast as possible for that a good portion of the crop may be in the bale against the visits of the buyers during January and February. Reports from all sections agree in placing the quality of the 1925 leaf very high in every respect. The yield per acre is also said to be higher, although the total yield of Pennsylvania will probably not be above last year's poundage, since the acreage was somewhat reduced.

Sesqui Exhibit Wanted

Officials of the Sesqui-Centennial Exposition, to be held in Philadelphia next year, are anxious to have an exhibit of Pennsylvania tobacco among the various attractions which will draw millions of visitors from all parts of the world. H. E. Wickersham, of the department of exhibits, paid a visit to Lancaster last week in an attempt to interest local tobacco organizations in the project. He visited B. F. Good, president of the Lancaster Cigar Leaf Board of Trade, and T. L. Kemp, of the Farm Bureau, and will return later on to take up the matter in detail.

Leaders of the several tobacco organizations here, which represent the various phases of the local industry, are of the opinion that an adequate exhibit of Pennsylvania cigar leaf would react very favorably, and hope that steps can be taken to accomplish it. It is likely that the bodies representing the growers and the trade will co-operate to get an exhibit under way.—KEYSTONE.

AARON B. HESS

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York Puts Cigar Tax Up To Local Congressman

Representatives Pledge Manufacturers Aid in Taxation—Earl Rost Operated Upon—Ruskin Factory Needs Help—Keystone Plant to Move Into New Building Soon.

YORK, Pa., Dec. 14.—One of the principal matters to concern the attention during the early days of the present session of Congress, of Franklin Menges, newly elected Congressman from the York-Adams district, announced at Washington, D. C., upon taking his seat, will be a proposed reduction of the manufacturers' tax on cigars. Such a provision is embodied in the new tax bill which is expected to be taken up by the House.

Many cigar manufacturers of York and Adams counties have asked Mr. Menges to use his influence for the repeal of this tax, which amounts to ten cents per thousand cigars, payable yearly in advance, and estimated on the previous year's output. The tax was a wartime measure.

Representative and Mrs. Menges have taken an apartment at 1910 K street, in the northwest residential section of the national capital, and not far from George Washington University, where their daughter, Miss Frances Menges, is a student. Another daughter, Miss Mary Menges, is secretary to the congressman.

Congressman a Dirt-Farmer

A seat on the agricultural committee of the house has been requested by and granted Congressman Menges. A position on this committee is considered of much importance and is often sought by representatives of several years of service. Committee assignments are based largely on seniority of service, and newly elected congressmen usually have to take their chances on drawing whatever committee posts are left when the older members have been given their choice. Mr. Menges asked for a

place on the agriculture committee because of the farming interests of the district he represents, and because of his own personal interest. He is a "dirt farmer," and was a soil expert for the State of Pennsylvania.

Assurances that a paragraph giving relief to cigar and tobacco manufacturers, whose business is suffering from excessive taxation, has been placed in the federal income tax reduction bill, was given in a message received at Reading from Congressman Charles J. Esterly, representative from the Berks county district. If the bill is amended, deleting the clause, Mr. Esterly will offer a separate bill, reducing taxes on tobacco products.

Earl Rost Ill

Upon his return from New York last week, Earl E. Rost, cigar manufacturer, Red Lion, was stricken by appendicitis. On Wednesday night he was taken to the York Hospital, this city, by his physician, where he underwent an operation. His condition is reported to be favorable to recovery.

So great has been the demand for the product of the branch factory of the I. Lewis Cigar Manufacturing Company at York Haven, that the management has been unable to keep up with orders. Employment could be given a number of cigar makers, if they were available. At present the factory is turning out 18,000 cigars a day.

A daughter was born December 5 to Mr. and Mrs. Chauncey A. Hershey, Spring Grove, this county. Mr. Hershey is deputy collector in the stamp office of the local division internal revenue department.

George F. Smith, who was at one time

engaged in the cigar manufacturing business in Milton, Pa., died December 9 at the home of his granddaughter, Mrs. Samuel Heilman, this city. Death followed a week's illness of bronchial pneumonia. Mr. Smith was a native of York, and with the exception of the years devoted to the cigar manufacturing business at Milton, resided here. He was 77 years old.

The directors of the Consumers' Cigar Box Company, Red Lion, are having a large metal container for the reception of shavings, placed on the roof of the factory. The shavings are used as fuel for the furnace in the boiler room.

Kauffman Honored

Allen Kauffman, president of the Kauffman Box Factory, this city, was the recipient last Monday night of double honors. At a reorganization meeting of the city school board he was re-elected without opposition for his fourteenth term as president. He was also chosen head of the Manufacturers' Association of York.

The Keystone Cigar Company, operated by Sol Rosenbaum and Joseph Shube, is completing the erection of a new factory in the rear of 306 South George street. The structure is 60 feet long and 35 feet wide. The building, which is two stories high with basement, is of brick construction. Upon completion, the factory will be one of the most modern in the city, as all latest equipment is being installed.

The company's present factory is located in a building at the rear of 331 South Duke street. The stock and fixtures will be moved into the new building within a week or ten days. At the present time the company employs about 63 cigar makers, but in the new factory a force of 200 men and women will be given employment.

The large increase in the business since the company was launched, about two years ago, has necessitated the removal into a larger factory. The Keystone Cigar Company manufactures the Governor Morris and Blystone cigars, both popular five cent brands.

Cigar Man Wins Prizes

Walter C. Bartell, 1047 North George street, cigar store proprietor, who is also a chicken fancier, won three prizes at a poultry show at the Fifth Regiment Armory, Baltimore. He was the winner of second, fourth and fifth prizes. The ribbons, which were received Saturday, will be hung by others won at the Lancaster and York fairs this fall, where he exhibited chickens. Mr. Bartell expects to send a pair of birds to the show at Harrisburg beginning of next month, and to a show in Pittsburgh early next year.

The Seidenberg & Company, factory, Poplar and Dewey streets, West York, was closed on Thursday from 11 a. m. to 1 p. m. in respect to the memory of Percival S. Hill, president of the American Tobacco Company, who died last Monday, December 14 at his home, 833 Park avenue, New York. The suspension of work in the call branch of the American Tobacco Company, was during the hour of funeral and burial of Mr. Hill.—York Herald.

Manheimer With Pipe Tide

Late orders for holiday pipes are engaging the attention of Samuel Manheimer, of Kaufmann Brothers & Co., New York, to such an extent that he even stopped in Philadelphia for me business.

Frankie Returns From Canada

At the offices of the James Wing Company, Inc., New York, it is said Ernest Frankie has just returned on a fine trip to Canada.

Hargraff Going Home

Before starting on his homeward swing to Chicago, Stuart Hargraff stopped off in Philadelphia for a few calls upon the dealers who sell the colored merchandise of the House of Hargraff & Sons.

BEN GORLITZER Says:

"I feel confident that a vast majority of my co-retailers are enthused over the thoughtfulness of a Tobacco Exhibit and elated with its advantages.

"It is my opinion that the retailers should grasp this opportunity of attending the TOBACCO SHOW, and after steady observation and careful thought they should replenish their stock for the coming new year, by placing their repeat and new orders through the occupants of space in your Exhibit.

"In my mind your Exhibit affords the cigar dealers an opportunity to graduate out of their class and become real cigar merchants.

"You have my wishes for success in your endeavor."

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PHILADELPHIA

Cincinnati Holiday Demand Reaches High Point

All Branches of Tobacco Industry Busier Than for Months—
Cigar Factories Rushing to Fill Orders—Various Miscellaneous Manufacturers Report Increases.

CINCINNATI, O., Dec. 5.—The holiday demand is almost at its peak, and all branches of the tobacco industry are busier than they have been for many months. A pleasing feature of the situation rests in the fact that much of this demand is for quality goods. Sales totals, it is predicted, will be considerably larger this year than last.

Local cigar factories are quite busy filling rush orders. They report that there has been a much larger holiday demand this year than last, both for regular goods and special packages. Due to the fact that holiday sales will consume practically all of the visible supply of cigar, manufacturing activity is expected to continue.

Jobbers report that they are literally showered with orders for holiday goods. This branch of the trade explains that its greatest trouble is to get enough goods to fill the big volume of orders that are coming in. Several jobbers report a shortage of stocks of leading brands, but all hope to receive shipments in time to keep customers from being disappointed.

Manufacturers of miscellaneous tobacco products report increased activity, with a generally-improved market tone. With general business conditions improving as they are, a steady increase in sales is expected through the coming year.

Burley Plants Open

The following Ohio receiving plants of the Burley Tobacco Growers' Co-operative Association are reported as being open: Ripley, Georgetown, Felicity, Batavia, Foster, West Union, Peebles, Otway, Manchester, Hillsboro, Galipolis, Crown City and Woodfield. Growers are requested to make arrangements for the reception of their crops at least a week before delivery, in order to avoid rush or confusion.

"We have been rushed to the utmost ever since we moved to this place," stated Simon Ullmann, of Ullmann & Co., jobbers now located at 22 West Third street. "If we had not secured the additional facilities we now have I do not believe we would have been able to take care of the present rush of holiday business. The demand is much greater than it was at this time last year. The only drawback at this time is that we find it hard to get goods fast enough to keep up with the orders."

"We are very busy—much busier than we were at this time last year," said Oscar Rothert, of Hacken & Rothert. Manufacturers of Marguerite and other popular brands, at 213 East Third street. Samuel D. Hachen, who has been on a trip to cities in Illinois, Iowa and Wisconsin, is expected back in a few days. The company is now putting up in cardboard boxes packages of ten cigars.

"At first we put up these packages for Christmas trade," explained Mr. Rothert, "but later we found that they were staple and would sell the year around. The cardboard box is as attractive as a wooden box, but it costs about ten cents less. We give the customer the benefit of this saving, by adding to the quality of the cigars in the package. These small packages are very popular with motorists, traveling men and others, as they are easy to carry and prevent the cigars from breaking."

Rushed with Holiday Orders

Alex Frieder, of S. Frieder & Sons, Jobbers, who returned a few days ago from a business trip to New York City said that they are rushed with holiday orders from all sections, and their stock is getting lower than he likes to see it. Replenishments are hard to get at this time, he explained, but he hopes to have enough goods to go around. P. S. Frieder has arrived in Manila, where he relieved Morris Frieder, who has been in charge of the factory there

several months. The latter is on his way to Cincinnati, where he will join the executive staff once more. He will travel westward in a leisurely way, visiting points of interest as he goes along. On his return he will have circumnavigated the globe, as he went to Manila by way of New York and the Panama Canal, to San Francisco, and from there he crossed the Pacific Ocean.

Max M. Guggenheim, Jobber, at Third and Sycamore, has returned from a successful business trip to up-state cities. He reports that the holiday demand has been unusually large this year, but this was anticipated and stock was ordered accordingly.

Out of Drydock

Frank Patton, who represents Gonzales & Sanchez in this territory, was confined to his home in Indianapolis several weeks, on account of illness. His first trip after his recovery was made to this city last week, and his many friends were glad to see him in good health once more. Another visitor from Indianapolis was Charles Steffen, who represents Bayuk Bros., Inc.

Once more the cigar store at 412 Vine street is open, and thus a landmark of the old downtown Riato is restored. The place was known for years and years as the John C. Davis Cigar Store, and it always was a Mecca for actors and sportsmen of the better class. The place has been taken over by George H. Hammann, who was owner of the cigar stand in Hotel Homing, next door, and who operates three other cigar stores in different parts of the city.

The hotel cigar stand has been discontinued, as the building is to be torn down, and its stock is now in the other store, together with a large stock of new goods. As the showcases and fixtures of the Davis store had not been removed, the place looks very much the same as before, and this has drawn back many customers. Besides the old personnel, only one thing is missing, and that is the little cast-iron negro which served as a hitching-post in the days of horses and which later remained as a historic ornament. Mr. Davis placed this on his lawn, at his home.

B. E. Molloy and Gus Wagner, two of the city's most popular retail cigar salesmen, are in charge of the store, and already they have made the friendship of many of the old customers. Martin Zehnder and Charley Espich, the two clerks who were in the Davis store at the time it was closed, which was almost a year ago, are now in the employ of the J. S. Hill Co., the former being in the Walnut-street store and the latter being in charge of the Hotel Gibson cigar stand.

Keeping 'Em on Jump

"Holiday business is keeping us on the jump," said F. H. Elsner, Manager for Chas. N. Krohn & Co., jobbers. "It is a little early to tell, but it looks as though our December sales will be considerably larger this year than last." The Optimo cigar made by A. Santella & Co., Tampa, is now the feature of an attractive window display. There are five sizes of this cigar, retailing at from ten cents straight to three for fifty cents.

New Schulte Store Soon

It is hoped that the first Cincinnati store of the A. Schulte Co., will be ready for business in a very short time, perhaps a few days before Christmas. A large amount of work on the two new fronts remains to be done, however, and for this reason no definite announcement of the opening has been made. This new store, it is stated, will be the 26th in the Schulte chain, and there is much speculation as to whether there are to be other links in this city.

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 Chas. Dushkind, New York, counsel and managing director.

T. H. Kirk, vice-president of the R. I. Reynolds Tobacco Co., Winston-Salem, N. C., who maintains a local office in the Dennison Hotel, spent a few days here last week, attending to various business matters.

Moos Pushes Roi Tan

E. D. Stickell, manager of the J. B. Moos Co., the Sycamore-street jobbers, spent the early part of this week in Dayton, at the company's branch house. At the local house of the Moos Company it was reported that orders are coming in so rapidly that it is keeping them working overtime to meet the demand. W. H. Mussett, factory representative for the Roi Tan cigar, is here doing special work for that popular brand, in connection with the Moos city salesmen.

"Our plant is as busy as can be and our shipping department is having a hard time to keep up with orders," said Frank Rohde, of Rohde & Co., the Pearl-street cigar manufacturers. "We have had a satisfactory year thus far, and it will show a good gain over last year in the matter of sales."

Burley Auctions Start in Covington

The two loose leaf burley warehouses in Covington held their first sales of the 1925-26 season December 2, with a good, strong active market. At the Kenton Loose Leaf Tobacco Warehouse the offerings were 33,095 pounds, the rejections were 1,850 pounds and the sales were 31,245 pounds, bringing \$7,253.63. The average price per hundred pounds was \$23.21, the high price per pound was 32 cents and the low was 3 cents. At the Tri-State Loose Leaf Tobacco warehouse the offerings were 40,990 pounds, with no rejections, bringing \$9,602.29. The average price per 100 pounds was \$23.42, the high price per pound was 35 cents and the low was 6 cents.

Salesmen in Town

E. J. Moss, of New York City, spent several days here last week, calling on the trade in the interest of his Manila goods.

H. A. Bercu, representing Hargratt & Sons, Chicago, was here the early part of the week, in the interest of the firm's Hudson Bay tobaccos.

The Straus Bros. Co., 5 East street, reports that their jobbing business is showing big increases over last year, with an exceptionally fine demand for the La Palma brand. Likewise business is said to be fine in the company's retail business.

Breaking Records

Chas. L. Straus, of the Henry Straus Co., the Sixth-street jobbers, is back from a trip to Lexington, Ky., where he reports the company's business is excellent.

Bert Cunningham, sales manager, has just returned from a trip through central Ohio. "Our jobbing business is breaking previous records," explained David Straus. "Fortunately, we were optimistic enough to prepare for this in advance, for otherwise we would now be literally swamped by the great volume of orders. Likewise all of our retail places are busy as can be, even the Christmas buying is not near its peak. It appears to me that with general business conditions improving as they are, next year bids fair to be a prosperous one for the tobacco industry."—WALT.

Adler Leaves Popper Factory

Effective January 1, Samuel Adler will resign from the sales staff of the F. Popper factory. He has traveled east of Chicago, for the Ottina house almost thirteen years.

Hemple in Connecticut

Passing through New York on his way to the Connecticut market, E. Hemple, of Pittsburgh, Pa., paused long enough to remark that the leaf situation is slowing improving.

Vigil Going to Spain

On his way to Spain, Donato Vigil, of Donato Vigil y Ca., of San Juan, Porto Rico, stayed over in New York a few days with Rosenstadt & Waller.

Andre in Pennsy

Closing up his business for the season, M. A. Andre, the Water street leaf dealer, New York, dashed across the state line into Pennsylvania last week.

Stabilization of Price

(Continued from page 3)

paid therefor by such vendee, and (2) That such vendor after reasonable opportunity to inspect such article, shall have refused or neglected to accept such offer, and (3) That such article shall be sold by such vendee only with prominent notice to the public that the price of such article has been reduced because it is damaged or deteriorated in quality, as the fact may be."

Mr. Kelly, who has been a vigorous advocate for several years of the principle and public policy of such legislation, in an explanatory statement, said:

Mr. Kelly's Comment

"The form of the new measure, as introduced by myself in the House and by Senator Capper in the Senate, is the result of many months' deliberation and conferences with committees of the American Fair Trade League, the National Chamber of Commerce, and many other national organizations, and I am assured it will have the undivided support of all friends of this reform.

"Since 1911, the courts, through their interpretation of the so-called anti-trust laws, have gradually created a situation which is increasingly obstructing and preventing the economic and orderly distribution of identified merchandise by business men of the country who have neither purpose nor ability to constitute a monopoly.

"As a result of such interpretations," Mr. Kelly continued, "merchants and manufacturers have, against their will, been driven to a state of ruthless, un-economic and wasteful methods of distribution, which have resulted in vast damage and loss to all branches of our trade and commerce, enhancing costs of distribution and creating a situation not paralleled in any other civilized country.

"The purpose of this legislation is to permit any producer of identified merchandise—that is, trademarked or branded merchandise—who is in fair and open competition with other producers of similar or competing merchandise, to enter into enforceable contracts which shall protect the public against the use of his advertising good-will and reputation as cut-price bait, and also to assure a living profit to his distributors.

"The purpose of this legislation is to restore freedom of contract, which was the unchallenged right in this country prior to the so-called Dr. Miles decision of the Supreme Court in 1911, and is today recognized in every other civilized country on earth.

"This legislation will simply restore to the individual manufacturer of advertised, identified, guaranteed goods, the right to protect his reputation and good-will, which depends upon public approval of the price and quality of his product. It will assure a square deal for business and the public."

Tobacco's Directory

(Continued from page 22)

- 657 M. O. Townsend, Carthage.
 658 J. W. Hill, 840 Trade st., Winston-Salem.
 659 I. J. Blalock, R. F. D. 4, Greensboro.
 660 Smith & Sugg, Greenville.
 664 J. J. Cozart, Ashokis.
 666 M. E. Fleming, Oxford.
 669 P. R. Casey & Son, Sanford.
 670 Booth & Curren, Oxford.
 671 R. J. Reynolds Tobacco Co., Henderson.
 673 J. A. Turner, Warsaw.
 675 A. H. Boykin, Pinetops.
 676 E. B. Bragg, Oxford.
 677 J. M. Whitley, Zebulon.
 678 R. J. Reynolds Tob. Co., Rocky Mount.
 680 Geo. C. Sigall, Tarboro.
 683 R. M. Ferbee, Winston-Salem.
 684 M. E. King, Kinston.
 685 Joyce Bros. Piedmont Whse., Winston-Salem.
 686 W. J. Finch, Kingston.
 687 A. S. de Vlaming, Roxboro.
 689 M. A. Apple, Fuquay Springs.
 690 W. H. Fleming, Oxford.
 691 H. P. Hart, Kinston.
 692 Jack Sturgeon, Washington.
 693 J. W. Vincent, Tarboro.
 694 Stephen Smith, Pepper Warehouse, Winston-Salem.
 696 Ashley, Chambers & Long, Roxboro.
 697 Maynard Mangum, Durham.
 697 H. L. Umstead, R. F. D. 2, Durham.
 698 J. C. Tilley, Big Four Warehouse, Durham.
 699 O. L. Casey & Son, Sanford.
 702 J. R. Stallings, Reidsville.
 703 C. E. Allen, Wilson.
 704 Pepper Warehouse, Winston-Salem.
 705 R. J. Reynolds Tobacco Co., Roxboro.
 706 L. B. Jenkins & Co., Rocky Mount.
 707 Planters Warehouse, Fair Bluff.
 711 R. E. Winstead, 446 Halifax st., Raleigh.
 713 S. W. Smith, Wilson.
 714 Fenners Warehouse, Rocky Mount.
 715 L. L. Payne, Fair Bluff.
 716 D. T. Bailey, Varina.
 717 Roscoe Coleman, Tabor.
 719 E. C. Penn, Aberdeen.
 720 H. B. Wallace, Wilson.
 722 J. G. Morefield, Elkin.
 724 E. H. Morton, Carthage.
 725 R. T. Umstead, Rigsbee av., Durham.
 726 N. F. Fulton, 2210 S. Main st., Winston-Salem.
 729 C. R. Goard, Mount Airy.
 729 J. H. Dorsett, Mount Airy.
 730 W. L. Proctor, 224 Morris st., Durham.
 732 J. S. Thomas & Co., Rocky Mount.
 733 W. R. Martin, 1516 Doane st., Winston-Salem.
 735 H. W. Winstead, Roxboro.
 736 J. M. Long, Mount Airy.
 737 W. R. Badgett, Oxford.
 738 H. B. Belvin, 1107 Mangum st., Durham.
 739 A. J. Allen & Co., Vanceboro.
 740 D. F. Currin & Co., Louisville.
 743 J. S. Stallings, Wendell.
 747 M. W. Ferguson, Mebane.
 748 Reidsville Tobacco Co., Reidsville.
 749 Alton & Garrell, Tabor.
 750 Farmers & Planters Warehouse, Carthage.
 751 J. W. Warren, Farmville.
 752 Hutcherson & Grogan, Oxford.
 753 E. H. Louder, Aberdeen.
 755 J. G. Boatwright, Fairmont.
 757 Gus S. Johnson, Sanford.
 758 A. B. Carrington, Jr., Whiteville.
 761 Pettigrew & Pettigrew, Reidsville.
 762 Nelson & Sharp, 810 N. Trade st., Winston-Salem.

- 763 R. M. Joyce, R. F. D. 2, Mountain.
 764 W. A. Gray, Durham.
 765 M. V. King, Kernersville.
 767 J. M. Goard, Mount Airy.
 769 G. B. Clark, Zebulon.
 769 J. T. Walker, Jr., Roxboro.
 771 W. L. Umstead, N. Mispum, Durham.
 772 Farmers Warehouse Co., ir Bluff.
 773 Farmers Warehouse, Warsaw.
 777 Ashley & Chambers, Roxboro.
 778 Wilson Warehouse, Whiteville.
 780 R. T. Griffin & Co., Williamsport.
 782 A. J. Satterfield, Farmville.
 783 Old Brick Warehouse, 1 ton.
 785 J. W. Proctor, Warsaw.
 787 Glass-Staples Tobacco Co., S. field.
 788 A. E. Kemp, Zebulon.
 789 J. T. Timberlake, Greenville.
 790 Stanley Wall, Tabor.
 791 R. B. Webster, Madison.
 797 J. E. Vickers, Star Br. house, Durham.
 798 W. T. Lipscomb, Greenville.
 799 Lee Cook, Mount Airy.
 800 Webster & Reynolds, Mism.
 801 A. G. Martin, Carthage.
 804 C. E. Carter, Wendell.
 805 W. H. McGuire, Zebulon.
 806 Knott Brothers, Kinston.
 807 J. R. Wilkins, Wendell.
 808 J. T. Bass, Goldsboro.
 809 O'Hara & Foxworth, Rox. Mo.
 810 Jones Brothers, Kinston.
 811 Barwick & Hodges, Ayn.
 813 Geo. D. Taylor, Louisb.
 814 J. W. Emerson & Co., Zebulon.
 816 O. L. Glenn, Stoneville.
 817 Jno. McTaylor, Pepp Wh. Winston-Salem.
 818 E. V. Boatwright, Rox. No.
 819 W. A. Gray, Fremont.
 822 C. C. Moore, Greenville.
 825 Frank W. Lea & Co., Alton.
 826 C. H. Webb, Pinetops.
 827 G. T. Thaxton, Roxboro.
 828 E. G. Terrell, Farmville.
 829 W. E. Tucker, Madison.
 830 N. F. Thompson, Durh.
 831 G. M. Holden & Co., Franklin.
 832 W. B. Clark, Wilson.
 833 J. J. Jenkins, Greenville.
 834 R. E. Talley, Pepper W. Winston-Salem.
 835 Stuart T. Davis, Wilso.
 836 F. R. Edmondson Tobacco Smithfield.
 838 W. S. Newton, Star Bk. W. Durham.
 840 E. J. Sneed, Gorrell Vse. Winston-Salem.
 842 Charles Dudley, Roxbo.
 843 S. J. Parham, Louisb.
 845 Geo. D. Ray, Wendell.
 846 W. R. Badgett, Rockyount.
 847 Walter Rogers, Roxboro.
 848 Knott's Warehouse, Wilmington.
 850 J. P. Williams, Sanford.
 851 R. E. Shepard, Kinston.
 852 C. H. Garrison, Burlington.
 854 P. O. Boggs, 300 S. Broad Winston-Salem.
 857 W. G. Pruitt, Oxford.
 858 J. W. Vaughn, Madison.
 859 B. T. Hicks, Oxford.
 860 J. S. Cozart, Aberdeen.
 861 A. W. Scott, Goldsboro.
 863 Satterfield & Carter, ibane.
 865 L. G. Cherry, Winston-Salem.
 866 E. G. Nichols, Mount Airy.
 868 W. D. Webb, Oxford.
 871 M. R. Apple, Varina.
 874 E. G. Ward, Tarboro.
 876 E. G. Terrell, Wilson.
 877 J. M. Guthrie, Tabor.
 878 G. M. Mitchell, Madis.
 880 H. G. Hall, Burlington.
 881 Liberty Warehouse, Eli.
 885 W. M. Wall, Elkin.
 889 Lock Lea, 302 Rigsbee av., ham.
 895 C. J. Gunter, Mount Airy.
 898 Glenn E. Elam, 113 Raleigh Winston-Salem.
 900 J. L. Teal, Elkin.
 956 Whitaker & Whitaker, Reidsville.
 (To be continued)

CLASSIFIED ADVERTISING

FRIEDMAN TOBACCO PRODUCTS CORP., 469 Kent Ave., Brooklyn, N. Y., and sells cuttings, scraps, sifting and any quantity.

TOBACCO

A WEEKLY TRADE REVIEW

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Changes in Tobacco Section of Revenue Bill

Amendment Gives Relief to Tobacco Growers—The Treasury Department Given Authority To Superintend Packages Suitable for Market and Limit the Number.

WASHINGTON, D. C., Dec. 31.—Two amendments were adopted to the tobacco revenue bill as it passed the House. One of these amendments gives relief to growers of tobacco and gives the Treasury Department authority to superintend packages suitable for the market and limit the number.

The first amendment, which was introduced by Representative Hawley of Oregon, which was a committee amendment, is as follows:

In page 180, after line 17, insert a subdivision, as follows:

(b) On all unmanufactured leaf tobacco produced in the United States and sold or removed for sale to consumers, there shall be levied, collected and paid a tax of 8 cents per pound to be paid by the person so selling or removing such leaf tobacco. This provision shall not apply to leaf tobacco sold or removed for sale to the owner by (1) a farmer or grower of tobacco, (2) a tobacco growers' co-operative association as defined in subdivision (f) of section 3360 of the Revised Statutes, as amended.

States as amended.

In page 180, line 18, strike out "(b)" and insert "(c)."

There was considerable discussion on the amendment, but it was finally adopted. The second amendment also introduced by Mr. Hawley for the committee was also adopted, as follows:

In page 181, after line 17, insert a paragraph, as follows:

All unmanufactured leaf tobacco sold for sale or consumption (except by a grower thereof, or a tobacco growers' co-operative association as defined in subdivision (f) of section 3360 of the Revised Statutes, as amended) shall be put up in such packages (not exceeding six in number) as the Commissioner of Internal Revenue, with the approval of the Secretary of the Treasury, shall prescribe."

The remainder of the tobacco section passed by the House without change, although there was considerable discussion on any of the paragraphs.

The discussion on the second amendment was very short and consisted merely of Mr. Hawley telling the House that the purpose of this is to give the Treasury authority to superintend packages suitable for the market and limit the number.

At the discussion on the first amendment, which was adopted as follows:

Mr. Hawley, Mr. Chairman, the effect of this amendment on existing law is to relieve growers of tobacco and to enable them to market their product in unmanufactured form. It reduces the tax from 18 to 8 cents, as expressly provided in the amendment. It does not give existing law in any other particular. It adds to a tax or impost on tobacco the growers and co-operative associations will remain untaxed, as provided in existing law.

Mr. GARRETT of Tennessee. Mr. Chairman, I ask for recognition in favor of the amendment. I was not quite able to catch what the gentleman from Oregon (Mr. HAWLEY) said, but I understood him to say that this would make some change in respect to the grower. That is not the case, and I may have misunderstood him. Under the law as it now exists, any grower of tobacco can sell the product of his growth in whatever way he chooses, to whomsoever he pleases, in bulk or by parcel post in any quantity without the payment of any tax whatsoever. This proposed amendment makes no change whatever in that privilege, which is now enjoyed by the tobacco producer. Furthermore, under the Kincheloe amendment, adopted in the act of 1924 tobacco co-operative association may sell in any quantity to a consumer direct, or to whosoever chooses to buy, without the payment of any tax whatsoever.

The theory justifying the Kincheloe amendment, of course, was that the tobacco of the farmer passing into the hands of a co-operative association generally remained the property of the farmer and therefore it was perfectly right and legitimate and proper for it to be sold by the co-operative organization without the payment of any tax. This proposed amendment makes no change whatsoever in that. What this amendment does, to make it clear, is, it will permit any person who purchases tobacco from a producer or elsewhere to resell that tobacco in its natural state to consumers in certain quantities, the size of the packages to be determined by the Treasury Department under an amendment which will be presented later by the gentleman from Oregon (Mr. HAWLEY) upon the payment of an 8-cent tax.

Mr. HAWLEY. Unmanufactured tobacco.

Mr. GARRETT of Tennessee. Unmanufactured tobacco; that is, in the natural leaf, unstemmed.

Mr. HUDDLESTON. Is that the pre-war rate?

Mr. GARRETT of Tennessee. No. Let me give some history which I think is rather interesting. Up until the tariff act of 1909, the Payne Act, there was no provision under which any person except the grower could retail leaf tobacco or tobacco in its natural state to the consumer without the payment of the same tax that was imposed upon manufactured tobacco. In the revenue act of 1909, commonly referred to as the Payne-Aldrich Tariff Bill, there was inserted a provision which would enable any person to buy from a farmer and resell it in retail without payment of any tax whatsoever. That continued to be the law until the revenue act of 1918, and under that a considerable retail parcel post business of course on a relatively small scale, was built up throughout what is known as the Black Patch.

The CHAIRMAN. The time of the gentleman has expired.

Mr. GARRETT of Tennessee. I will ask for five additional minutes.

The CHAIRMAN. The gentleman from Tennessee ask unanimous consent to proceed for five minutes. Is there objection? (After a pause.) The Chair hears none.

Mr. GARRETT of Tennessee. Throughout what is known as the Black Patch, consisting of about 25 counties in southern Kentucky and northern Tennessee, a good-sized business grew up. But then the revenue act of 1918 came along—this proposition was not acted upon in the House. The House, when it first considered the bill, made no change in the law, but the Senate put some sort of an amendment in—I do not remember it in detail—and finally they worked out in conference a proposition and brought it back as part of the conference report, and we had no opportunity to amend it, as it had to be voted up or down as a whole, and it was the great war revenue act, providing some four billion dollars of revenue. This provision so brought in as part of the conference report not only went to the extent of stopping the sale without payment of tax but it actually went to the extent of preventing a person, except the farmer himself, from selling this tobacco at retail even upon the payment of the 18-cent tax in quantities greater than one pound. Now, I recognize the justice of having some tax-raising revenue on manufactured tobacco and I recognize the justice of having a

(Continued on page 17)

Associates of P. S. Hill Honor His Leadership

Honoring the leadership of Percival S. Hill, late president of The American Tobacco Company, while he was still their leader, his associates planned and executed one of the most magnificent tributes ever tendered an executive—a matchless silver service, probably the finest expression of the silversmith's art in this country.

While the formal presentation was never made, Mr. Hill had been made aware of this splendid token of esteem, and had experienced the fine thrill of emotion that came from the exquisite beauty of the gift, and the even finer spirit that prompted it. The beautiful appreciation of Mr. Hill's associates has been presented to Mrs. Hill, and is now among the most treasured remembrances of her husband.

The idea was conceived early in the last year. Zealous to obtain the most eloquent expression of their feeling, his associates very carefully canvassed the country for it. And they found previously created exactly what fitted with their ideas and aspirations, the silver service was given to Mrs. Hill. It is a gift supreme, consisting of a magnificent service, seven pieces, and a massive silver tray.

It was specially designed by Louis (Continued on page 31)

Seeking Opinions on Resale Price Legislation

Polling 1,400 Trade Organizations Throughout Country—Chamber of Commerce of United States Submits Referendum to Its Membership—Five Proposals Made.

WASHINGTON, D. C., Dec. 19.—The attitude of 1,400 business organizations throughout the country on the question of resale price regulation is being polled by the Chamber of Commerce of the United States in a referendum submitted to its membership.

The result of this nationwide referendum, which will be concluded in forty-five days, will determine the Chamber's policy toward the whole question of the maintenance of resale prices. Organizations will make known their position toward this question by voting on five proposals, as follows:

1. Should there be federal legislation permitting the seller of identified merchandise sold under competitive conditions under a distinguishing name, trade-mark or brand, to control the resale price thereof.

2. If there is to be such legislation, should the legislation take the form of permitting contracts for the maintenance of resale prices on identified merchandise sold under competitive conditions under a distinguishing name, trade-mark, or brand.

3. If there is to be such legislation, would be restrictions in the report of October 5, 1925, be proper restrictions?

4. In addition to such legislation, should Congress enact legislation bringing under the law of unfair competition

the cutting of the seller's declared price which results in misappropriating or injuring good will attaching to articles identified as to their origin?

5. Instead of such legislation, should Congress enact legislation bringing under the law of unfair competition the cutting of the seller's declared price which results in misappropriating or injuring good-will attaching to articles identified as to their origin?

The report referred to in the third proposal was made by a special committee of three members. It specifies that "any legislation for the maintenance of resale prices should include in principle as proper restrictions the following:

"Merchandise, within the terms of the legislation, sold subject to contract for maintenance of price, upon resale should be freed from the restriction as to price upon resale: (1) if the purchaser shall actually discontinue dealing in such merchandise; (2) if the purchaser shall discontinue business; (3) if the purchaser shall become insolvent and some officer of a court shall have been designated to liquidate his business; or (4) if there should be an attachment or levy of any kind upon the merchandise by virtue of a court proceeding. The foregoing should be subject, however, to

(Continued on page 18)

Edgeworth Broadcasting Station Most Complete

WRVA of Larus Bro. & Co. in Richmond, Va.—Wave 256 Meters—Studio and Equipment Cost \$75,000—Pronounced Perfect by Radio Inspector—Southern Melodies Featured.

RICHMOND, Va., December 19.—The new broadcasting station installed by Larus & Brother Company, at their plant here, embodies all of the latest developments in radio broadcasting, and will place station WRVA in the front rank of broadcasting stations.

The rated output of this equipment, which was built by the Western Electric Company from designs made by the Bell Telephone Laboratories, is 1000 watts, but ample tube capacity is provided for the peak value reached during modulation. This is ordinarily about 2500 watts.

The equipment consists of the radio transmitter with the necessary speech input apparatus. The transmitter is complete, in one unit. All of the operating controls are mounted in one board, which is of black phenol fibre, except for the center portion, which is a hinged plate glass window opening downward to give access to the tubes.

Above the windows are thirteen meters to indicate conditions in the various circuits. Below are the transmitting controls and relays. The tubes, coils, condensers and other apparatus are distributed behind the panel and enclosed by

heavy metal screens, while the rear consists of a door of the same materials. Automatic door switches are employed to disconnect the power supply, removing the high voltage from the apparatus within if either the rear door or the front door is open.

Frequency Modulations

Speech currents from the input amplifier, which is mounted on a separate panel, are further amplified by a 50 watt vacuum tube and a 250 watt modulator tube. They control the flow of power to the oscillator tube, thus modulating the radio frequency oscillations. The modulated radio frequency power is amplified by a 4000 volt water cooled tube whose output is transferred to the antenna by a capacity coupled circuit. This type of coupling insures the suppression of harmonics and confines the radiated waves to their prescribed channel.

The tone transmission is practically perfect over an exceptionally wide range of frequencies. From 100 to 5000 cycles there is no perceptible variation, and from 30 to 7000 cycles the variation is not materially greater. The use of any wave length from 200 and 600 meters

(carrier frequency from 1500 to 500 kilocycles) is possible. As the transmitter is designed for operation at a single carrier frequency, no means for changing the frequency from the front of the set is provided.

However, controls are mounted on the panel with which to vary the circuit constants through a small range, thus providing means for setting the carrier frequency accurately and compensating for small changes in the antenna characteristics. A suitable vacuum tube rectifier, in conjunction with a loud speaker, is used to monitor the output of the transmitter.

Power Separated from Transmitter

The associated power apparatus, motor generators and starting equipment is located in a room separate from the transmitter, and is controlled from the front panel of the transmitter. Two motor-generator sets provide the power supply. One set consists of a 24 volt generator to provide the filament current; a 250 volt generator for the grid voltage supply and the excitation of the high voltage machine; and a 4hp. driving motor mounted in the same base with two generators.

The other set consists of two 2000 volt generators and an 8 hp. driving motor. One of these generators furnishes the plate current for all the tubes except the water-cooled power amplifier tube, which is supplied from both generators connected in series.

The two machines are controlled by automatic starters and are connected to

the line through fuses and switches. A convenient means for starting and stopping the transmitting set is provided in the form of push button switches mounted on the main panel of the transmitter. The "start" buttons are pressed two generators are started. The other push button switch permits manual control over the application of the plate voltage.

As soon as the water circulation is up a relay operates, allowing current to the filament circuits of the tube after a predetermined interval of seconds, during which the filament warms up to their normal operating temperatures, the plate voltage is applied, and the controlling push button is closed. The set is then ready to transmit and the speech circuit is closed from the microphone, the program goes out.

Pressing the "stop" button of the set switches and completely disconnects the set from the power line. In case of stoppage in the circulation of the cooling water, all power, including that which heats the filaments, is removed from the vacuum tubes, thus preventing overheating of the water-cooled tubes and lack of cooling water. In case of overload in the plate circuit an overload relay operates to remove the plate voltage from the transmitter.

Description of Studios

The studios are located on the ground level, comprising a brick bungalow with a tapestry brick front and a copy



Edgeworth Plant and Broadcasting Station

1—Ladies' Parlor. 2—Entrance to Studios. 3—Entrance Hall. 4—Directors' Office. 5—Small Studio. 6—Transmitter Room and Input Equipment. 7—Edgeworth Factory, showing Tower and Antenna. 8—Reception Room. 9—Large Studio. 10—Generator Room.

xtending to the street curbing. trace comprises an attractively hill, immediately to the left of and the studio director's office in oak, carrying out the empty characteristic of any well business office.

nel enter the large rectangular room, which is tastefully furnished with a chesterfield suite of taupe Italian renaissance chairs, a round table and tapestry mirror, and several floor lamps all harmoniously arranged.

the double studio plan, with the double studio between them; the studio being used for solo-spoken; the large studio, which is used for orchestras, bands, and the walls of both studios are covered with the usual monok cloth, so that the majority of large broadcasts, and the usual sound and acoustical engineering was installed by Johns Manville of Philadelphia, Pa., as well as type of heating and ventilation designed and installed by the Heating and Ventilating Com-

re also a special waiting room for colored artists, who have been the great delight of radio listeners over the country.

the right of the reception room and ladies parlor furnished in black and white, comfortably with harmonizing colors.

coverts are announced as the new Tobacco Station, WRVA, of Va., and the programs go on a wave line of 256 meters. This weight to eleven P. M., eastern time.

ernment radio inspection provided RVA as one of the finest in the country, and it cost in the neighborhood of \$5,000. Genuine negro singing, without imitations, and under letters of commendation to the U. S. and Brother Company from the country. Every program with "Carry Me Back to Old

Tennessee Tobacco Revenue Over Three Million

Memphis, Tenn., Dec. 19.—It is announced here that the total Tennessee revenue taxes on tobacco, paid to the government for the first ten months of 1925, total \$3,243,326.97. This is divided into \$2,435,093.77; taxes \$21.60; manufactured tobacco \$2,872,838.70; manufacturers' taxes, \$7,259.82; miscellaneous, including cigarette paper and tubes, \$1,838.88.

Will Closes for Holidays

Richmond, Va., Dec. 18.—The Danvers tobacco market closed this evening for the Christmas holidays and will re-open January 5. The buyers cleared the market as let up in deliveries has been during the past few days. Figures on sales had not been computed, but it was said that Danvers was over the 25,000,000 pound mark for the season so far and that the price level could be approximately where it was last week. Most of the bright tobacco has been marketed and what little remains of the barns is of common quality.

Tobacco Man Elected a Kentucky Mayor

Lexington, Ky., Dec. 18.—Unanimously elected as the Democratic candidate for mayor, A. R. Blanks, the tobacco man will start his four year term on January 1. Mr. Blanks has long been in the tobacco trade, and his present election is entirely due to his grasp of public

Penim Back From Trip Down East

and this closed up for the season, the Penim, of New York, returned from his eastern trip last week very well rested in 1925, and hoping for another 1926.

Jobbers' and Retailers' Department

Conducted by "THE SMOKER"

El Versos Finish Big Year With Up-State Jobbers

OGDENSBURG, N. Y., Dec. 21.—Inventories with the J. L. O'Connor Cigar Company, of this city, will surely prove that the Deisel-Wemmer Company's El Verso cigar has been a big factor in the business of the local jobbing house, thinks J. L. O'Connor. Real constructive work has been accomplished for the El Verso in this northern territory. Dealers here are practically all supplied with the brand, and the consumers are manifesting a keen appreciation of this cigar.

Richmond Jobbers Do Well With Nurica Brand

RICHMOND, Va., Dec. 19.—Porto Rican cigars are growing in popularity throughout this district. Dealers in this vicinity are asking for more of the Porto Rican-American Tobacco Company's Nurica cigar. This brand is sold here by the Cliff-Weil Cigar Company, and the retail trade is very well covered with the ten cent, two for a quarter and fifteen cent sizes. Some local advertising is being done for the Nurica in the Richmond papers.

General Cigar Co.'s Brands Sold by Jersey Jobbers

NEWARK, N. J., Dec. 21.—All the brands of the General Cigar Company are sold here by the Wilkinson-Gaddis Company. Distribution is most thorough on the Robt. Burns, Bobbies, Laddies, White Owl and William Penn. This jobbing house also handles the E. H. Gato Cigar Company's Bouquet de Gato and the Key Westers. Recent holiday demand for all these brands has been excellent.

Cuesta Rey Cigars in Good Coast Jobbing Position

LONG BEACH, Cal., Dec. 19.—Good volume has been achieved by the Glenn L. Clark & Company jobbing house, of this city, upon the Cuesta-Rey brand, of Tampa, Fla. Late holiday business required many of the larger sizes of the Cuesta Rey, and it is believed here that the new year's business for this Havana cigar will be the largest in the records of the local firm.

More Billboard and Newspaper Space for Schuyler Brand

ALBANY, N. Y., Dec. 21.—Gradual increases in advertising space for the G. W. Van Slyke & Horton's, Peter Schuyler cigar will undoubtedly be made for the year 1926. Present plans of President George W. Van Slyke and Sales Manager Herlihy embrace additional billboard and newspaper, street car and store display. Particular emphasis is now being placed upon the ten cent epicure size, but the Perfecto, Panetela and Superba shapes have always been popular in the two for a quarter and fifteen cent editions.

Davenport Manufacturer Puts Over Ringside Party

DAVENPORT, Ia., Dec. 19.—Announcing that he was going to give a coming-out party recently, Peter N. Jacobsen, the cigar and tobacco manufacturer, of this city, pulled off special ceremonies for the event. Friends and customers were invited to be present, and when they arrived in throngs it was discovered that Jacobsen had staged a surprise party indeed. It was the inauguration of a new

scrap tobacco, and over two thousand people came to the Jacobsen factory, where a group of young ladies passed out introductory packages of the brand called Ringside.

Distributors Have Joint Fendrich Accounts

LOS ANGELES, Cal., Dec. 19.—Dividing their territory here between the Hollywood Tobacco Company and the Standard Cigar Company, the manufacturers of La Fendrich and Charles Denby have established both brands upon a very sound footing. Salesmen of the H. Fendrich, Inc., factory have worked with the local crews in covering practically all the cigar retailers in this busy city, and the results have been highly gratifying to both the jobbers and the manufacturers.

Delaware Dealers Close Their Business

WILMINGTON, Del., Dec. 21.—All business of the Buckingham-Parr Cigar Company will undoubtedly be closed by January 1, and the firm will retire from the trade. It is not known, at present, just what the present executives propose to do, but they will not resume under the current title.

Revival of Rocky Fords in Up-State Market Now

ALBANY, N. Y., Dec. 21.—In half page newspaper announcements the Hearst Brothers Tobacco Company, of this city, is advising the smokers and the trade that the old time favorite Rocky Ford cigar can once again be obtained for five cents. It is now in the Monarch size, and the retailers here are giving the goods the benefit of favored case display because of its previous prestige in this market.

Marlboro Rainbo Designs Exceptionally Good

To make the advertising of dealers' displays more strikingly effective, Philip Morris & Company has provided the trade with the sweeping prism of the rainbow design. It instantly gets the eye of the average cigarette consumer, and there is no doubt at all but that this daring use of natural coloring has materially aided the sale of Marlboros wherever it has been shown.

Washington Welcomes Cigars of Deisel-Wemmer Company

WASHINGTON, D. C., Dec. 19.—Many local dealers were much pleased with the number of El Verso and San Felice cigars sold here during the holidays. Wootton E. Young, who has had the distribution in charge for George W. Cochran & Company, Inc., of this city, believes the next year will do even better for the brands of the Deisel-Wemmer Company, of Lima, Ohio.

Schwarz & Son Get Jersey Territory For Optimo

Through special arrangement with the B. Wasserman Company, 77 Chambers street, New York, who have controlled the New York and New Jersey territory for A. Santaella & Company's Optimo cigars for some years, the State of New Jersey has been released to Schwarz & Son, of Newark. This is effective January 1, and it is anticipated that the new Optimo jobbers will largely increase the business for the Santaella brand in the section they represent. Meanwhile, the Wasserman Company

will more intensively cultivate the metropolitan field, where the names of Optimo and Wasserman are so favorably known.

New Building for Iowa Cigar Factory

BLOOMFIELD, Ia., Dec. 17.—All the work upon the new factory of the Hawkeye Cigar Company here is practically completed. It is on South street, between South Columbia and South Madison streets. Glen Gandy, the proprietor, says he will soon remove from the old premises, originally constructed and owned by James A. Dunn, who established the Hawkeye plant here.

New Novelties to be Offered By Oppenheimer

Everybody at the A. Oppenheimer & Company headquarters, 104 Fifth avenue, New York, is working upon the plans for the new year. Many novelties in pipes and smokers' necessities are being prepared, and the customers of the House of Oppenheimer may expect some decided improvements in their stock numbers for the approaching Spring and Summer season of '26.

Neville to Continue Ohio Cigar Plant

SIDNEY, O., Dec. 18.—Since the death of Michael Richman, of the Richman-Neville Cigar Company, the local plant has been closed. But it will shortly reopen under the personal direction of Charles Neville, who has assumed management of the sales department in addition to his present duties as production and general manager. No change in the title of the firm is contemplated, as Mrs. Richman's interest will likely remain intact.

Prosito Bands Good for Free Boxes of Cigars

GREENSBORO, N. C., Dec. 19.—In the local campaign to popularize the El Prosito cigar, the Callum Tobacco & Candy Company, of this city, offers to redeem the cigar brands from all smokers who spell out the title of the brand. Letters are to be found on the inside of the bands, and which, when complete, spell the name El Prosito, and the successful smoker is then presented with a box of twenty-five El Prositos, free. Just now the firm is pushing the Yorkshire, a ten cent straight size of the Prosito. Dealers are co-operating on the deal with the jobbers here.

Liggett & Myers Get More Richmond Property

RICHMOND, Va., Dec. 19.—Fifty thousand feet of additional floor space has been leased here by the Liggett & Myers Tobacco Company at Seventh and Byrd streets, covering almost an entire city block. This property is to be used by the Company, pending the construction of the new \$50,000 plant, which is to be started January 1. Bids will be opened today, and the plans are now on exhibition in the office of the Richmond Builders' Exchange. General Manager G. H. Flowers, of the Liggett & Myers Company, believes the new buildings will be ready early in the new year.

Tobacco Basket Factory Busy

JUNCTION CITY, Ky., Dec. 19.—Practically the only factory in this part of the country for the manufacture of loose leaf tobacco baskets is that of Singler Brothers, and they are very busy just now with orders for the various loose leaf markets.

Lowe Invades Nutmeg State

Probably for the last time this year, Percival Lowe jumped over to the Hartford market last week before summing up the inventory at his New York offices, 155 Water street.

American Cigarettes in France

WASHINGTON, D. C., Dec. 15.—The appearance of American cigarettes on the French market has encouraged the belief on the part of a number of producers that there is a profitable market for brands other than those already presented, says Commercial Attache Jones, at Paris, reporting to the Tobacco Section of the Department of Commerce. Discussing American cigarettes in France in some detail the report continues:

This is not the case. In fact the sale of American cigarettes in the French market is now chiefly an advertisement, and, judged on the basis of local sales only, has practically beyond doubt resulted for the companies engaged in it in losses rather than profits. The limitation of sales is due to the policy followed by the French Tobacco Monopoly and the French Government.

How Duties Are Computed

The admission of foreign cigarettes for sale to the French public is governed by special regulations issued by the Direction des Manufactures de l'Etat. Permission to introduce foreign cigarettes can be secured only by the manufacturer himself, or his duly accredited representative, and not more than two kinds of cigarettes can be introduced by each manufacturer. (The regulations on this and other points are in the control of the Regie, however, and can be changed by it. In fact one American company has three brands of cigarettes on the market.) When permission to introduce the article has been secured, the administration receives them on consignment, delivered at the factory at Paris-Reuilly. From the stock taken on consignment the Regie takes a certain part from time to time as the needs of the market develop. It pays for the portion thus taken about two months afterward.

The sales price to the public is calculated on the basis of a formula which discriminates against foreign cigarettes and in favor of French colonial brands. In consequence foreign cigarettes are very high. The Regie sets the sales price to the public at about 300 per cent of the cost. The sale of all foreign cigarettes occurs, through the same shops that handle the products of the Regie.

Roumanian Tobacco Affairs Discussed by Van Norman

"American exporters do not understand the Roumanian tobacco market," said Louis E. Van Norman, Commercial Attache of the American Legation in Bucarest, to the editor of TOBACCO.

"Roumania grows a large portion of its own cigarette leaf, bringing some into the country from Cavalla and other Macedonian and Turkish source, but the government tobacco regie is also interested in American leaf."

"Some shipments of dark tobaccos were forwarded from America, and transhipped, and upon examination after arrival, they were found to be almost worthless, as they were of such inferior grades of luge and trash that they could not be used effectively."

"Nevertheless, the Roumanian regie is still hopeful that American exporters will some day realize the importance of the Roumanian market for the better class of leaf, and that the consignments will be of such high character that the commercial relations between the two countries will be established on a more reliable basis in tobaccos."

"Another thing, which the American exporters of tobacco fails to comprehend, is the lack of established credits in Roumania and Bulgaria. Instead of approaching our commercial offices, with a request for information before the shipments are made, it seems to have been the rule for American shippers to first send the tobacco and inquire afterward."

"There are, of course, no rating or credit agencies in this part of Europe. Conditions are still somewhat chaotic. But the representatives of the United States government, in all these capital

centers, are prepared to advise with American shippers upon the market and its requirements, especially in regard to individual credits.

"This service is open to all American business men through the Department of Commerce, and Secretary Hoover is anxious that exporters here shall take advantage of it. It is far better to so do rather than make the commitments first, then ask the agents of this government to try for collections afterward."

"American dollars are still supreme in Europe, of course, and the merchants

in that part of the world believe it unfair to base exchange rates upon the downward trend of their own currencies, and the ever upward swing of the dollar."

"This is more or less correct, but the difficulty is to remedy it. Nothing can be done, it seems, until more stability is felt in Europe, but the situation is steadily improving, and the opportunities for American exporters are unlimited."

Mr. Van Norman is spending a few days at the offices in the Custom House, New York.

Abe Caro in Keystone State

Some final holiday business transacted by Abe Caro, of A. Santall & Co., of New York, in the situation around the state of Pennsylvania last week.

Cullman Party in Connecticut

Both Howard Cullman and Fielding, of Cullman Brothers, New York, returned from a recent trip to the Connecticut packings.

UNITED STATES TOBACCO EXPORTS DURING THE MONTH OF OCTOBER

Figures Compiled by Department of Commerce

ARTICLES, AND COUNTRIES TO WHICH EXPORTED	UNIT OF QUANTITY	OCTOBER—				TEN MONTHS ENDING OCTOBER—			
		1924		1925		1924		1925	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Tobacco:									
Leaf tobacco—									
Bright flue-cured—	Lb.	35,089,347	\$16,770,020	37,546,738	\$15,684,362	211,262,327	\$82,468,033	186,961,307	\$71,121,019
Burley—	Lb.	624,166	212,708	332,223	72,688	6,827,205	1,955,155	5,121,001	1,321,001
Dark-fired Kentucky and Tennessee—	Lb.	13,841,230	2,437,695	10,559,466	2,387,988	153,126,626	23,562,277	150,921,430	23,562,277
Dark Virginia—	Lb.	3,550,639	1,284,040	1,519,408	644,006	23,331,768	5,980,270	17,678,381	4,227,446
Maryland and Ohio export—	Lb.	907,636	210,420	845,865	196,192	10,106,205	2,245,275	10,024,902	2,245,275
Green River (Pryor) and one sucker—	Lb.	536,386	108,427	914,109	135,688	15,454,760	2,766,232	16,267,649	2,766,232
Clear leaf—	Lb.	29,387	24,260	119,080	187,006	1,402,529	385,868	1,276,409	385,868
Other leaf tobacco—	Lb.	1,647,568	397,612	927,001	112,252	34,359,648	7,354,213	12,431,341	2,687,649
Total—	Lb.	56,226,559	21,445,190	52,784,420	19,322,142	457,860,246	128,467,599	340,513,206	88,888,888
Exported to—									
Belgium—		1,256,367	177,027	1,729,322	284,738	22,434,458	2,970,889	11,300,194	1,300,194
Denmark—		120,834	22,814	666,974	154,234	3,980,833	779,530	5,726,173	1,154,173
France—		1,200	260			38,991,838	5,337,349	19,822,314	2,722,314
Germany—		2,975,084	566,841	1,889,707	388,108	33,311,626	8,427,446	18,572,788	4,227,446
Italy—		2,532,240	630,464	1,511,009	411,757	18,248,598	3,569,101	10,900,413	2,345,101
Netherlands—		3,473,101	702,997	3,364,830	748,974	37,927,374	5,012,657	17,467,810	2,345,101
Norway—		910,212	425,278	1,135,098	285,002	3,138,942	1,003,147	3,055,039	1,003,147
Portugal—		312,810	31,170	10,675	2,220	4,882,756	678,682	1,988,809	268,682
Spain—		4,844,082	413,311	685,442	51,733	27,828,331	2,571,017	15,001,409	1,501,409
Sweden—		595,881	170,385	1,088,155	248,888	5,681,402	1,496,665	7,162,161	1,812,161
Switzerland—		273,372	57,063	150,766	43,009	1,225,528	279,897	1,778,303	388,897
United Kingdom—		24,371,889	14,557,337	25,906,875	13,425,843	120,344,860	61,793,751	115,279,919	58,279,919
Canada—		923,369	284,891	467,091	139,567	14,223,329	4,134,934	9,172,008	2,634,934
Mexico—		111,480	25,744	31,155	7,469	955,033	218,781	1,040,013	248,781
Haiti—		129,656	22,927	183,447	33,736	1,255,059	239,448	1,500,027	289,448
Argentina—		256,664	78,106	350,339	127,136	1,648,267	542,059	1,626,268	542,059
China—		8,162,987	1,937,148	7,725,417	1,988,155	62,228,880	14,846,828	51,652,302	12,846,828
Hongkong—		231,099	64,948	391,735	75,905	702,540	188,265	1,321,320	341,320
Japan—		254,712	109,526	721,252	393,185	11,109,317	4,659,374	5,622,041	2,345,374
Australia—		979,702	347,737	1,909,314	616,446	16,592,947	6,422,324	9,497,601	3,622,324
British West Africa—		829,279	211,704	168,094	36,806	7,626,096	2,121,720	3,722,674	982,674
French Africa—		777,123	159,380	319,671	69,842	6,520,020	1,215,847	4,967,857	1,003,847
Other countries—		1,883,326	391,987	3,374,579	581,207	13,632,557	3,317,804	21,264,131	5,317,804
Stems, trimmings, and scrap tobacco—	Lb.	594,701	25,729	311,485	14,715	26,976,832	1,045,746	6,462,211	268,746
Manufacture of tobacco (total)—			1,493,602		1,149,937		18,438,556		2,345,556
Cigars and cheroots—	M.	22	919	41	1,914	570	21,179	89	31,179
Cigarettes—	M.	697,064	1,329,957	488,130	927,027	8,819,378	16,257,116	6,702,729	12,817,116
Exported to—									
Europe—		7,806	18,718	15,049	43,640	76,055	211,804	131,408	371,804
Canada—		378	1,175	557	1,596	202,543	354,061	51,301	91,301
Panama—		21,995	62,595	25,239	74,135	520,129	552,391	242,371	242,391
Straits Settlements—		131,840	189,309	100,750	141,603	825,730	1,207,252	1,073,064	1,573,064
Australia—		486,105	893,381	286,106	451,933	6,317,948	11,232,732	4,918,876	8,118,876
Hongkong—		32,500	98,900	25	75	455,446	125,446	6,289	6,289
Kwantung, leased territory—				5,000	6,300	287,967	561,208	6,289	6,289
Philippine Islands—		10,065	31,564	35,810	105,603	240,557	725,798	315,676	915,676
Siam—		5,300	5,965	12,500	17,670	246,136	267,000	247,000	267,000
Other countries—		23,065	67,720	27,034	84,463	241,296	679,288	310,940	810,940
Plug tobacco—	Lb.	224,226	101,582	326,307	159,655	3,107,645	1,539,043	3,076,113	1,539,043
Smoking tobacco—	Lb.	101,109	54,574	89,381	55,770	808,618	483,479	945,479	545,479
Other tobacco manufactures—	Lb.	9,138	6,570	10,487	5,570	647,236	137,739	384,707	84,739

UNITED STATES TOBACCO IMPORTS DURING THE MONTH OF OCTOBER

Figures Compiled by Department of Commerce. Values Stated in Dollars.

ARTICLES, AND COUNTRIES FROM WHICH IMPORTED	UNIT OF QUANTITY	OCTOBER—				TEN MONTHS ENDING OCTOBER—			
		1924		1925		1924		1925	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Tobacco (total)			5,202,122		8,719,481		68,296,575		992,575
Unmanufactured—									
Product of the Philippine Islands—	free—	112,213	12,852	148,105	20,859	1,016,785	142,068	992,575	142,068
Leaf, suitable for cigar wrappers—	dut.	295,888	623,770	692,864	1,992,602	4,955,853	12,581,366	4,008,749	12,581,366
Imported from—									
Netherlands—		291,659	611,260	684,135	1,950,965	4,909,749	12,480,366	5,288,875	12,480,366
Dutch East Indies—						1,155	924	4,301	924
Other countries—		4,229	12,510	8,729	41,637	44,949	99,976	145,255	99,976
Cigar leaf—									
Unstemmed—	dut.	595,776	605,274	907,075	1,010,148	8,545,179	9,085,506	7,185,813	9,085,506
Stemmed—	dut.	783,598	923,125	1,058,565	1,219,833	9,290,294	12,406,469	10,884,071	12,406,469
Total cigar leaf—	Lb.	1,379,374	1,528,399	2,065,640	2,229,981	17,835,443	21,581,975	18,049,884	21,581,975
Imported from—									
Germany—		52,000	41,600			912,785	840,733	38,800	840,733
Netherlands—		1,123	572			2,256	1,039	41,000	1,039
United Kingdom—						271,940	7,017	3,000	7,017
Cuba—		1,325,531	1,485,991	2,033,683	2,229,243	15,271,129	19,092,424	17,904,575	19,092,424
Other countries—		720	286	1,957	488	1,371,027	1,571,542	64,400	1,571,542
Cigarette leaf—	dut.								
Imported from—									
Germany—				3,881	3,493	1,637,096	2,046,662	882,000	2,046,662
Greece—		1,450,667	1,172,207	1,254,623	674,727	18,545,245	18,540,839	20,700,000	18,540,839
Italy—		261,110	176,832	619,445	619,445	8,222,537	8,190,837	8,190,837	8,190,837
Turkey in Europe—		300	116	545,628	243,498	1,488,883	1,384,688	1,384,688	1,384,688
Turkey in Asia—		837,103	474,735	3,339,997	1,572,974	1,667,574	890,232	6,087,000	890,232
Other countries—		106,002	52,927	194,690	51,540	2,088,564	1,455,822	1,455,822	1,455,822
Scrap and other unmanufactured—	dut.								
Manufacture of tobacco—									
Cigars and cheroots—	dut.	590,808	533,160	352,664	490,449	2,617,607	3,792,402	2,692,200	3,792,402
Cigarettes (product of Philippine Islands)—	free—	61,245	512,106	84,299	732,170	287,611	2,341,988	401,000	2,341,988
Other manufactures of tobacco—	dut.	40,795	86,109	19,367	134,194	1,291	2,803	2,803	2,803

Manufacturers Dine, Talk, and Make Merry

Organization Defined by Dr. Gordinier—Pres. Hannigan Quies Growing Record—Harry Haines Opens Feast—Engraved Souvenir Program Issued to 285 Banqueters.

R. I., Dec. 19.—How an organization in the prosperity of the cigar industry was emphasized by Dr. C. Gordinier, head of the Millersville Normal School, at the fifth annual convention of the York County Cigar Manufacturers Association, held last night at the new Yorktown hotel, this

banquet was attended by 285 manufacturers of cigars, cigar boxes and accessories, all allied industries. The menu consisted of turkey and company dishes.

Dr. Gordinier, in his address, stressed the importance of the church in the advancement of the industry. He cited the fact that much convention is largely held in the name of God. "In many of the churches the militant is not well organized. Progressive ministers are backed by their congregations, but through that lack of organization the church has not advanced as it might," he pointed out. "The minister is given the answer, 'We have done it that way,' and if we do too often, the minister becomes discouraged and the result can be fatal."

Dr. Gordinier said that as good enough for our country is not good enough for us, and that in the individual, it is also true. "The organization, with this in mind, advancement must result. In order to advance, one must not be afraid of his or her ideas and not be afraid of mistakes. Few mistakes are made, but one makes the same mistake and one is foolish and a third is a failure."

Dr. Gordinier means progress. The cigar industry for an organization has four points to look out for: 1—The industry; 2—Manufacture; and 3—Profit," he concluded.

Haines Opens Banquet

The banquet opened with peppy songs, led by Harry L. Haines, Burgess of Red and a large manufacturer of cigars. He led singing of popular and sentimental music was furnished by Charles N. Gates' Red Lion sextet.

Dr. Hannigan, president of the association, in the capacity of toastmaster, read statistics proving the growth of the association. The first year in 1921 was served to 84 men; in 1922 to 134; in 1923, 178; and in 1924, 285.

Dr. Gordinier, secretary of the association, read communications from the U. S. Senator George Wharton Pepper, U. S. Congressman Franklin P. McComb, U. S. Senator S. S. Lewis, and Representative John H. Frye, congratulating the association for not being able to do more for the industry. The instance of Mr. Haines was given the entertainment committee of the association, composed of Charles "Jack" Horn, Harry Haines, George S. Roseman, for working in arranging the affair.

Dr. Gordinier, business manager of the association, was the first speaker in the program. He congratulated the association, and read a prepared New Year resolution for the members, as adopted by Secretary C. M. Ehehalt at the previous convention.

Dr. Gordinier, member of the State Bar, and Harry E. Lanus, was the next

speaker. He told the men that business must be protected in order to protect the people, and advised the association to get as much publicity as possible on legislative measures, which would aid them as well as the consumer of cigars—the general public.

Quality Demanded

Representative Jacob M. Flinchbaugh, of the third York County district, complimented the association on its progress, and asked that it continue to point with pride to its organization, and by so doing give the people what they demand—quality.

Lincoln B. Hantz, representative of the first York County district, the city and Milton Frank, prominent Lancaster leaf tobacco packer, gave short extemporaneous talks, as did Harry Rinaldo, Los Angeles, Calif.; Fred Charles, New York, and Meredith S. Kohlberg, New York.

An attractive four-page engraved souvenir program and menu was presented each guest. A. F. Fix, Dallastown, former county treasurer, was the donor of the cigars smoked at the banquet.

The officers of the association, which has its headquarters at Red Lion, are as follows: President, B. M. Hannigan; vice-president, Arthur McGuigan; secretary, C. M. Ehehalt; treasurer, Arthur S. Zeigler. The board of governors is composed of C. O. Meads, J. H. Rohrer, Curvin Jacobs, Sterling Kohler and H. F. Martin, J. C. Winter, G. A. Strobel, L. E. Sentez, H. A. Waughlet, and H. W. McGuigan composed the legislative committee.

The Banqueters

Those attending the banquet were: Pius Wolf, D. E. Wolf, A. E. Hussan, Harry C. Wolf, C. F. Laucks, M. A. Emenheiser, B. S. Sentez, W. H. Toomey, C. W. Horn, Harry G. Fishel, Arthur V. McGuigan, C. M. Ehehalt, Myles S. Smith, J. Thomas Gemmill, W. H. Myers, E. L. Sechrist, Whorley J. Neff, D. A. Horn, J. Frank Strayer, H. E. Rost, Herbert M. Smith, A. S. Frey, L. E. Sentez, W. B. Smith, C. A. Young, A. A. Young, Daniel Spangler, B. F. Roseman, J. W. Snyder, C. S. Sechrist, T. C. Miller, G. A. Strobel, J. I. Shindler, A. C. Frey, S. S. Scheffer, Theodore A. Winter, Monroe Sechrist, A. C. Winter, William E. Holtzapfel, Edward Smeltzer, Charles C. Meads, W. H. Kaltreider.

L. Earl Grove, Vernon D. Frey, Curvin A. Grove, Perry A. Tschop, Arthur S. Zeigler, Harold Neff, Arthur E. Young, Claude P. Young, E. R. Neff, E. P. Welty, J. A. Miller, W. M. Gemmill, Russell Gemmill, H. C. Neff, Charles Reigart, W. H. Neff, A. M. Meads, J. Benton Warner, Stewart F. LaMotte, C. C. Herrman, B. V. Flinchbaugh, P. O. Olp, J. C. Winter, C. E. Zarlos, C. H. Kraft, H. Clair Zentz, Charles Treiman, George Zudrell, Sterling S. Knisley, P. E. Reichard, G. H. Reichard, Jacob Stravig, A. P. Keener, M. Myles Heindel, H. A. Waughlet, James W. Kelly, John W. Kelly, Russell Strayer, J. M. Wilson, C. E. Paules, C. E. Mate, E. E. Roser.

H. W. McGuigan, James G. Arnold, Grover C. Smith, Harvey Ziegler, B. G. Nebinger, W. F. Logan, S. P. Flinchbaugh, Fred Charles, Stuart Shindler, H. R. Frederick, E. E. Hartman, H. E. Flinchbaugh, Theodore Fishel, Paul L.

Hess, W. W. Stauffer, Clair E. Koons, Charles C. Kyle, L. P. Sevis, Eli F. Poet, J. W. Reid, M. H. Sevis, T. Cap Smith, George S. Roseman, C. E. Smith, Roy F. Minnich, D. Frank Kaltreider, W. C. Frutiger, D. C. Kaltreider & Sons, J. L. Lowe, T. C. Smith, Roy R. Smith, A. H. Adair, J. A. Klinefelter, T. L. Adair, C. F. Roseman, Harold D. Toomey, C. O. Meads, W. T. Myers, C. S. LaMotte, S. S. Stahley, T. E. Brooks, A. H. Thompson, Quay Minnich, L. M. Frederick, J. W. Smith, Jacob M. Diehl, J. M. Flinchbaugh, Red Lion; George K. Pfaltzgraff, Herman Pfaltzgraff, Max Kalisch, W. A. Hoover, W. L. Toomey, Kenneth L. Cox, R. W. Strickler, A. W. Herrmann, C. R. Riddick, W. E. Shepp, W. W. Hays, H. Van Adams, S. N. Kable, Chester G. Myers, Benjamin LaMotte, Eugene P. Gillespie, Herbert B. Gillespie, M. L. Deitz, Joseph Shube, Sol Rosenbaum, J. M. Foin, Earl D. Warner, Clair S. Kauffman, W. T. Patterson, I. H. Lukacher, Bert Lukacher, Charles E. Bowers, C. A. Hershey, J. B. Ernest, D. A. Garver.

G. Frank Lindemuth, A. C. Swartzbaugh, F. W. Lesley, D. G. Bowman, L. B. Hantz, York; Charles E. Ness, A. F. Fix, W. H. Taylor, E. E. Snyder, S. F. Tome, H. R. Sprengle, Ruben Bates, Clayton E. Grim, George R. Fleming, Fred E. Druck, J. F. Peeler, Dallastown; Roy P. Snyder, W. H. Grimm, W. H. Snyder, Stanford C. Shearer, Edgar Flinchbaugh, Richard N. Snyder, Emory G. King, Herbert L. Smith, Dr. W. J. Shenberger, Windsor; R. E. Downs, J. T. Sentez, H. A. Downs, S. Downs, Chas. Tieman, J. M. Sentez, W. H. Flinchbaugh, Wm. Grove, Felton; James C. Taylor, Richard O. Snyder, Pallis E. Sechrist, Curvin A. Kohler, P. F. Snyder, S. W. Kohler, John H. Kohler, W. H. Sechrist & Son, C. Edward Snyder, C. A. Miller, Yoe.

H. D. Ziegler, U. L. Kline, E. W. Leib, York R. D. 3; B. M. Hannigan, Paul E. Dellinger, Otto Gierse, H. B. Shelly, East Prospect; H. E. Lanus, Marcus Lanus, E. C. Reeve, Spring Grove; George Foreman, William S. Swift, R. D. 1, Hallam; George S. Mann, Milton H. Druck, C. H. Nolt, Lancaster; Harry I. Kise, Orville B. Blair, Craley; Clessner Kopp, R. D. 1, Wrightsville; C. E. Messman, Jacobus; John Wolf, Stewartstown; E. I. Knaub, Codorus; J. A. Doll, Mt. Wolf; E. B. Strickler, York; Charles H. Gordinier, Millersville S. N. S.; C. F. Hess, New Providence, Pa.; H. B. Bair, F. B. Bair, Harrisburg; B. Ottinger, Quiry, Fla.; John W. Barnes, Greensboro, N. C.; Harry Rinaldo, Los Angeles, Calif.; J. Reynolds Brady, Philadelphia; John G. Kneher, New York City; Morris J. Levi, A. Rosenzweig, Nathan Uran, D. P. Butterwick, H. B. Cochran, F. W. Flad, P. V. Hoyle, Joseph Strauss, Sieghart Strauss, George Schulte, Herbert J. Curtis, New York City; D. C. Kelley, Syracuse, N. Y.; R. D. Greer, Brooklyn, N. Y.

M. Llewellyn Sechrist, Clayton McGuigan, Red Lion; George M. Kelly, Wrightsville; Charles H. Stump, John W. Keller, Calvin McGuigan, Red Lion; M. S. Gohn, Hallam; M. U. Diehl, York; W. U. Blessing, Hallam; G. Nevin Pfaltzgraff, J. K. Pfaltzgraff, York; John W. Brockman, Baltimore; Meredith S. Kolberg, New York; Peter McGuigan, Charles Grim, Red Lion; H. J. Throne, York R. D. 3, and George E. Enders, York.—YORKAD.

Mosher in Pennsylvania

Cigar manufacturers in the Keystone State had the honor of receiving the last call of the year from Stewart Mosher, of Herzog & Sarluy, New York.

Porto Rican Outlook

SAN JUAN, P. R., Dec. 17.—R. T. Tanner has been in Porto Rico for the last fortnight, and has travelled over the Island from one end to the other visiting every tobacco belt, and is returning tomorrow on S. S. *San Lorenzo*. He expresses himself very enthusiastically about the new crop, and he estimates that there will be a larger crop this year, which may amount to about 300,000 quintales, if weather conditions are not altogether too unfavorable.

Luis Toro, president of the Porto Rico-American Tobacco Company, is at present in Porto Rico, and he is very well satisfied with his business here. He is of the opinion that if Porto Rico produces a good quality of tobacco this year, prices surely will be satisfactory to the farmers.

Since November 28 there has been practically no rainfall throughout the tobacco belts, and farmers are much disappointed. Nevertheless, planting has been continued, but rain is badly needed for the development and good yield.

Reports from Comercio state that there are more than 4,000 acres of tobacco planted, and that there is an estimate that there will be produced from 30 to 35,000 quintales.

Good news is coming from San Lorenzo. Judging from preparations and plantings, in this district the crop might fluctuate between 25 to 30,000 quintales, if weather conditions are more or less favorable.—MIRAMONTES

Cigar Manufacturers Join N. C. L. T. A. By Request

Numerous prominent cigar manufacturers have been invited to join the National Cigar Leaf Tobacco Association. Among the recent new members are Wait & Bond, Inc.; Otto Eisenlohr & Brothers, Inc. Altes & Fisher, Cuban Cigar Company, A. S. Valentine & Son, Deisel-Wemmer Company, W. H. Snyder & Son, A. Fader & Son, Yocum Brothers, D. Emil Klein Company, American Cigar Company, G. W. Van Slyke & Horton, Louis King Cigar Company, R. A. Bachia & Co., William Boucher & Sons, and many others. Milton Samuels, 165 Front street, and H. J. Curtis, 152 Water street, are receiving additional applications, and are anxious to secure many more from the various members of the manufacturing trade.

Farmville Average, \$15.56

FARMVILLE, Va., Dec. 18.—Dunnington & Company report the Farmville tobacco sales as follows:

	Pounds	Avg.
Sales previously reported	2,022,474	\$17.76
Sales this week	674,298	\$15.56
	2,696,772	\$17.24

Sales same date 1924 1,927,032

Offerings for week contain as large or larger proportion of common tobacco than any week of the season.

Market closed for holidays, will reopen on January 5.

Clarksville Average, \$14.78

CLARKSVILLE, Tenn., Dec. 19.—Sales on the loose leaf market during week: 762,985 pounds; sales for season, 2,519,695 pounds. Average for this week, \$14.78; average for this season, \$14.95; average to same date last season, \$14.21.—HENRY M. LUPTON, Secretary, Clarksville Tobacco Board of Trade.

TOBACCO SEED

Slate Seed Company

Best Tobacco Seed in the World SOUTH BOSTON, VA., U. S. A.

ESTABLISHED 1854

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CINCINNATI, O. SUMATRA

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Havana, Cuba.



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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, DEC. 24, 1925

Why the New Year Should Be Happy

Some few weeks ago the National Association of Manufacturers sent out fifty thousand questionnaires. Each copy contained seven questions. And they were evenly distributed throughout the country.

Replies have now been gathered, and the general opinion of most manufacturers in various lines seems to be that the present busy season will extend right along throughout 1926, unless something of vital moment occurs to mar the prosperity of the land.

For one thing there are very few strikes just now. Less than one per cent of strikes are reported in the United States. And labor is employed, too, at average wages far exceeding normal times. This means that production has likewise increased, and sales quantities have exceeded the usual proportions, even for this season of the year.

Only six per cent of the manufacturers replying to the questions admitted poor business. Eighteen per cent reported excellent conditions. Forty-three per cent acknowledged good times. Thirty-three per cent were conservative enough to say things are fair.

One third of all the manufacturers replying said more men and women are employed in their factories now than at the same time last year. Only eight per cent said they were overstocked with finished goods.

Many of these manufacturers were in the associated tobacco trades, too. Cigar factories as well as tobacco, cigarette and pipe plants were approached in the questionnaire.

They replied, like the others, that business is invariably good. And they spoke of better prices, better terms, better collections.

All manufacturers, of course, do not agree with these statements. Some of them really say trade is averaging merely a point or two better than it was last year. Then they add that there is no money in the business, anyway!

Well, these things may be true. But facts absolutely bear out the claims of the Association of Manufacturers that business is very good indeed.

Far seeing men in the trade are preparing to maintain this satisfactory condition. And they are preparing to do it by improving their methods, progressively keeping step with the changing days.

Every new year, too, indicates the positive changes of those days. Unless a business man has kept in tune with the times he cannot be a happy man. He cannot be happy because his business will not proceed smoothly, less the

friction caused by affairs which are not balanced with the moving date.

The new year, 1926, though, is bound to be a bountiful twelve months. With even ordinary business judgment the year will bring positive prosperity to every man engaged in trade.

Opportunities for the development of business are numerous. To the manufacturer, to the jobber, to the retailer they are but the progression of reasonable production and service. To the grower, the packer, the broker in tobaccos there is also the opportunity of grasping the advantages of the new days.

Let the musty past be forgotten. It is done. Let the new year, the coming month, week, day and hour here tomorrow be our thought. For it is in the opportunities of the moment that our total year is made which ever way we want it.

And we surely want it happy!

A Worthy Successor to a Noble Sire

In the election of Major George W. Hill, as president of the American Tobacco Company, a normal and natural event has taken place.

Not that the heirdom of the position was apparent from his father's successful administration. That wasn't considered by a board of directors anxious for the further progress of the large company they control.

But what was under consideration, however was the ability of the Major to make good. And, of course, from his previous record of executive service, as vice-president of the company, he was believed to be the best man for the job.

And job it is. Anyone who fails to comprehend the magnitude of the position has but to regard the American Tobacco Company in its individual units.

From its purchasing staff of leaf buyers in the field, to its field staff of salesmen all over the world, it is a supreme test of any man's ability to keep the cogs and gears in the smooth running order of every day business.

It was, too, in the sales staff that George Hill first got the rudimentary training of the tobacco game. It was in the actual field operations that he trained. Not too proud to pick up the hammer and tacks of the missionary salesman, nor the paste tube and poster which always accompanied that outfit, George Hill waded into the trade, retail and wholesale.

As a salesman, again, he has always been interested in the placement of a brand, the successful operation of a novelty deal in marketing, and the advertising thereof.

This was clearly demonstrated during the first days of the tax-free Lucky Strike campaign. It was started in an insular city of small population. And it was started with such batteries of salesmen, of equipment, of advertising ammunition that it more closely resembled the battle barrages of the late war.

No cigarette smoker could fail to see it. Every missionary man, every skirmisher on the line, was instructed to inform every fruitstand, grocery, newsstand, druggist and cigar store, wherever cigarettes were sold, of the novel plan.

And George Hill, himself, was right there in command. He was so much in command that he jumped right in and called on some of the trade, too.

It was not beneath his dignity, as vice-president of the American Tobacco Company, to do this thing. He enjoyed it! At the time, he told the writer that he was there to put the deal over, and that it was the company's idea to make thousands of new cigarette smokers—Lucky Strike smokers—even though the campaign cost a fortune.

With the eminent success of that venture,

since revised and altered in such shape that it is now regarded as a somewhat peculiar method of selling more merchandise and introducing, without the necessity of the coupon, George Hill has never relaxed his vigilance as a salesman.

Perhaps, in the new responsibilities of his office, he will be compelled to forego the active sales contacts he formerly enjoyed. It can be safely wagered, however, that W. Hill will always be primarily interested in salesmen. He knows they are the backbone and every business, no matter how small. And promotion, in kind, is every man who makes good as a salesman.

Inventory Your Ideas

Now, with the closing of the holiday season, business houses all over the country are preparing for their physical inventories.

Cash, merchandise, accounts, every liability, must be set down in its proper place to achieve the true balances of a going business.

It is a huge job. Everyone dislikes the help it means work. For the bosses—what?

But, as one old-time tobacco manufacturer used to say, he invariably started his ass by adding in the figures at the top of each page denoting the current year, A. D.

In this way he was always sure of his factory inventory—at least, so far as result could be!

Nowadays, though, it is the habit of business men engaged in the tobacco trade to make a most searching inventory of real and real liabilities.

It is a practice, too, for the various units in this industry to make an absolutely impartial and honest survey of their supposed assets in order to eliminate the corrosion of antiquated merchandise and accounts, which gather a mass of time in every business.

So, when the net results are tabulated the more or less fearsome inspection of the department and firm executives, the figures as unbiased as good judgment demands.

There is, however, another aspect of inventory which few business men seem to consider.

They may casually think about it, but they customarily do nothing to focus the results. And that most important subject is just this: the value of their ideas.

There is an astonishing value of goodwill in every organization, it seems. But there is an equally surprising reservoir of ideas.

These ideas are an unlisted asset of every inventory. They cannot be listed because they cannot be truly appraised. They are, in the same, a real asset. Not merely a real asset, either, but a tangible one.

For it is the ideas of a staff which specify the sailing course of the business on its next voyage. If the organization lacks ideas, it also lacks a compass. No sailing master would think of leaving a friendly shore without his compass, and no sailing master of a business should think of leaving port without one, either.

Ideas, perhaps, are associated with travel plans, possible excursions into the realm of fancy, more than fact.

Yet it is the idea—the ideas—of a closely-knit group of business men which make or unmake the business. Personal insistence that an idea is not, though, the best plan for an organization.

Such ideas, such plans, should be discussed by the entire staff. Even the chap 'way out in the corner, who looks like a dub, may have a suggestion to make which will rescue a failing business, an aging brand!

It is well, then, immediately after the close of the year and at certain periods thereafter, for every man of any concern to get together for a change of ideas.

Let the discussion be free and open.

the plan, be well considered and dis-
ball. Let no snap judgment, of even the
ne house, decide an important course
ference to the ofttimes secluded ideas
est!
a course is sailed to the successful
an of direct action, the firm will be in
hen its next inventory is taken, to list
—those ideas—as the proof, in cash or
vent, as a tangible asset.

Service With a Smile!

re's a certain public service corporation
city which has the slogan, "Service
a smile!"
a very cute slogan. It means a great
means, if anything, that the courtesy
employees is just that—and more.
ely the other day, and also upon pre-
asions, men in the service of this
ny were heard to inform their patrons,
v. don't stop here, see?" and "Whatcha
thi is—a leemosen?"
vic with a smile is surely more than that.
ist, why use the slogan? Why not
y; along with the usual idea of many
rvice corporations, that the public be-
know what!
d is much the same way with some cor-
on and many individuals in every busi-
is even true of the tobacco business.
vic is surely minus the smile with many
em! They may not claim to give it—and
dot!

the worst form of the abuse of such an
slogan, is in the publicity of it, the
failure to deliver it!

is the same thing, too, with any other slo-
s of business men consider a slogan
par vey appropriate to their business.
f, however, it means nothing at all in ac-
performance.

that the use, then, of having a slogan, of
g an ideal of service without its proper
rmance?

an apt phrase is applicable to your busi-
it sometimes an asset to use it with
antepitention. But, in using it, be sure
tru be sure it is honest.

no your service-with-a-smile is really
ng more than service-with-a-sneer!

Ships That Pass in the Night

to Hudson River, opposite Peekskill,
... there is a fleet of ships. It is a rather
liant fleet, perhaps, on account of the
that no life, no action appears on any
el.

nd, though there are, quite likely, in the
abundance of thirty ships in the fleet, they
all tied together, row on row, like a
non-f infantry.

uch vessel, from afar, appears to be in
collocation. Each boat seems to be
ted and clean. But the red bonsil lines
high and dry above tide-water, and the
k hills rise upward with every evidence
heirvoid and cargoless holds.

nesses, vessels are, in fact, part of the gov-
ent-war fleets, of merchant craft, now
ess many ports.

popl passing, on train or road, deplore
inadequacy of these boats, the expense of
e cation, the depreciation of their
nterence.

any ravelers note the silent stacks, then
fiously declaim at governmental
e, extravagance, rotten business meth-
e. They say it is a shame, a crime, a-a-a—
they say so, anyway!

gigar manufacturers, in passing these
t, have been heard to say the same things.
y have joined the chorus in the club car,
they have deplored the situation which
pels such waste, such neglect!

These manufacturers, by the way, have
some of their own ships—that-pass-in-the-
night! They may not realize it, at the time,
but they also have, in their own factories,
similar waste and neglect!

This situation is brought about in the av-
erage cigar factory through a simple thing
—too many sizes!

There, at anchor, are the useless ships.
And there, on the shelf, are useless cigars!

Who is to blame? Is it the manufacturer,
his jobbers, his retailers, his salesmen?

Secretary Hoover, of the Department of
Commerce, is battling mightily against waste
in business. He cites case after case of de-
pletion and waste in many trades.

As yet, the Secretary has not given serious
consideration to the cigar business. He has,

Those ships—that-pass-in-the-night were
the result of war. Is it necessary, then, for
the country to have another war before they
can be used—or before cigar manufacturers
will clearly see their own useless ships?

Let us hope not. Let us hope, instead,
that the progressive cigar manufacturers of
the nation, who pride themselves upon action,
will take their useless and manifold shapes
and sizes and standardize them to a reason-
able few.

It is not necessary to wait, as the govern-
ment sometimes does, for the prod of public
opinion to reduce unnatural costs and over-
head to junk these ships—that-pass-in-the-
night!

Opportunities for Export

There came to the offices of TOBACCO, the
other day, a gentleman who represents the
United States Government abroad. He is the
commercial attache of one of our legations in
southern Europe, and he is here to tell Ameri-
can business men how they can do more busi-
ness with the foreign markets.

He spoke, of course, about tobacco. He men-
tioned that American exporters usually go bull-
headed into foreign fields. He said we do not
appreciate the mechanics of exporting as do
most of the exporters of other nations.

In other words, our exporters know abso-
lutely nothing, as a rule, about the countries
nor the customers they are to do business with.

Credits are extended, shipments are made
to people with whom the exporters would not
do business at home. Glamor of the foreign
field attracts the American producer. He is en-
couraged with the belief that his operations will
soon be world wide, whereas he is often at the
mercy of exploiters.

This should not be so. It should not be so
because there really are vast opportunities in
Europe for American tobacco exporters. Even
in countries where we now do business we are
often puzzled by the varied conditions of trade.

This is not necessary. It is not necessary
because our own government maintains costly
commercial representatives abroad whose busi-
ness it is to investigate and report upon condi-
tions as they are.

Through the Department of Commerce we
can arrange to do business almost anywhere.
But we must do business abroad as we do it
at home, in full confidence and respect for our
foreign customers, their methods, their de-
mands.

Under those conditions we will prosper in
export. Tobacco is desired by many people in
Europe and elsewhere who await the coming
of that greatest of commercial travelers—Uncle
Sam.

But, unless we first find out what we can do,
it is useless to do anything. Credit agencies
are unknown in some parts of the world; and,
when American exporters promiscuously give
liberal extensions to persons or organizations
who do not deserve it, they surely cannot com-
plain of the resulting losses.

Properly arranged, however, these foreign
markets offer exceptional opportunities which
we should seize. Tobacco is a wanted article,
almost everywhere. Even in tobacco producing
countries they are also interested in the Ameri-
can leaf.

Shall we, then, obtain what we can of this
tremendous trade, or shall we drift along wait-
ing for the demand to come to us in its own
sweet way?

To Raise Cuban Cigar Prices

Cuban cigar manufacturers will raise their
prices very shortly as follows, reports El
Tabaco: cigars selling for less than \$100 the
thousand will be advanced \$5. Cigars sell-
ing over \$100 will be raised \$8.

Coming Events

TUESDAY.—Tobacco Table meets at luncheon
each Tuesday at the Hotel McAlpin, 34th
street and Broadway, New York. New and
interesting special features every week. Trans-
ients cordially invited.

DECEMBER 28 and 29.—National Board of
Tobacco Salesmen's Associations to meet in
annual convention December 28 and 29 at the
Hotel Pennsylvania in New York. Sales-
men representing every branch of the tobacco
and allied industries are cordially invited to
attend these important sessions.

JANUARY 7.—The annual dinner and dance
of the Tobacco Table are to take place at the
Aldine Club 200 Fifth avenue, New York,
Thursday, January 7. Note the place se-
lected for this joyous event: where All Dine,
and likewise Dance, provided none dine not
wisely but too well. The latter contingency is
liable to happen, inasmuch as an abundance of
excellent grub is assured by those in charge of
the gastronomic division. A pleasurable time is
promised to all who may have the good fortune
to be present on this festive occasion.

JANUARY 25 to 30.—The Tobacco and Allied
Industries Exposition, January 25 to 30, in-
clusive, 1926; Grand Central Palace, New York
City, under auspices of the Allied Tobacco Ex-
hibitors' Association, whose executive offices
are in the Hotel McAlpin, suite 334, New York.
Telephone, Pennsylvania 5700, extensions 332-
334-336. Call or write, Harry A. Cochran,
managing director; Asa Lemlein, business man-
ager; S. W. Levine, president. Get busy, and
arrange to feature your products where they
may be seen and inspected by many thousands
of potential buyers. Do your part. Help to
show the world the vast importance of the
tobacco and allied industries.

JANUARY 27.—Supper Dance of the Na-
tional Board of Tobacco Salesmen's Associa-
tions is to be held Wednesday evening,
January 27, at the Clover Gardens of the
Grand Central Palace in connection with the
International Tobacco Show. Many of the
hostesses will well known celebrities of the
Metropolitan stage. There will also be a
carnival feature of the dance. Tickets are
to be on sale January 15 by the National
Board of Tobacco Salesmen's Associations,
at 123 Liberty street, and by the National
Exposition Company, Hotel McAlpin, New
York. Reservations should be made now,
however, as the demand will be very large.

however, accomplished much good for many
other manufacturers by securing agreements
to eliminate useless production.

So, when he comes to it, perhaps the Sec-
retary may say something about cigars. It
seems rather odd, though, that the intelli-
gent cigar manufacturers of this country must
await the word of reform from influence out-
side the trade!

Waste is waste, no matter what it is
called. It may be regarded, offhand, as
necessary waste. It may be regarded as waste
which it is impossible to prevent.

Closer co-operation, however, in the trade,
closer co-operation between the cigar manu-
facturer and his selling agencies, can stop
this waste now!

GLASS JARS

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**Smoking
Tobaccos
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Made of the finest Quality Glass

**We Specialize on Private Moulds.
Special Feature is having Name, Fac-
tory Number, District, etc., Pressed in
Bottom of Jar.**

**TOBACCO AND CIGAR JARS
FURNISHED Complete with Rubber
Ring and Clips, Packed in Individual
Cartons and then Packed 2 dozen in a
Crate or 50 Jars in a Box. Also
Packed 1 dozen in Reshipping Carton.**

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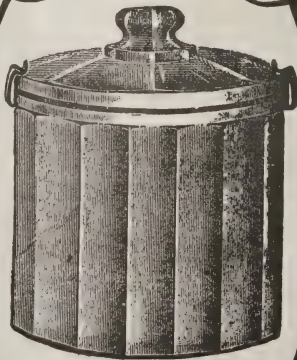
LONDON, ENGLAND:
S. C. Akehurst, Rep. 55
Farringdon St. E. C. 4.

HAVANA, CUBA: Law-
rence Kinet, Jr., Rep.
O'Reilly 30.

MEXICO CITY, MEX.:
Ramon Lomelin, Rep.
3A, Calle de La Palma,
33.

SAN JUAN, PORTO
RICO: Juan Roig, Rep.
San Juan, P. R.

SYDNEY, AUSTRA-
LIA: Louis Scott, Rep.
200 Castlereagh Street.



Philadelphia Satisfied With the Holiday

**Cigars, Cigarettes, Pipes and Tobaccos All Largely
Marshall Field Factory Prepares For 1926—
Coates Coleman Store—Menges Bill Was Defeated**

PHILADELPHIA, Dec. 21.—This last week of the holiday rush has been productive of increased demand for over the counter sales of boxed smokes on a most gratifying scale. All the larger and well known central city stores in the high class independent list of dealers and among the chain stores, have been disposing of a large volume of orders for the boxed goods in both the higher priced sizes and for the now extensively patronized five cent size. While the demand has been most gratifying for this class of trade, the dealers are complaining of the tendency to cut prices and the hardships which they must encounter to offset this trade custom of slashing into values. This custom of price making concessions in the past has been mostly confined to the group of dealers classified under the title of price cutters, yet there has been a marked increase in price cutting among the more prominent of the dealers in the independent high class trade, and it was from these that the complaints at this time emanate.

Pipes and Tobaccos Sell Well

All grades of smoking tobaccos of the nationally advertised brands, have been moving in fairly good volume, along with the pipe sales that have vastly increased during the holiday season. There has been considerable demand for the larger pound or more weights in tins or other packing, to be passed along with the gift requisites from the tobacco dealers' counters.

This year numerous attractively packed cigarettes in cartons have been salable as appropriate gifts for the smoking members of the fair sex, now grown to be almost as extensive a part of trade patronage as that of the more sturdy members of society. These are accompanied by dainty smoking articles, such as trays, cases, holders or match containers and other accessories, designed to meet the more exacting tastes of the ladies in uniqueness or beauty of workmanship and materials.

President Pent's Plans

Now that the holiday requirements of the rushing last minute needs confine Howard F. Pent to the Philadelphia manufacturing headquarters of the Marshall Field, there have been a few moments given to the summary of the last month's sales of this fast growing popular brand, and its prospects for the coming year. Although but a trio of birthdays have signaled the firm's career, it has forged to the forefront ranks of local cigar industries with a well patronized following in the middle west, including the states of Ohio, Indiana, Minnesota, Colorado, Western Pennsylvania and New York.

A summary of the November business disclosed the fact that there had been over 50 per cent increase during that time in comparison with the same period of 1924. Factory facilities have been taxed to meet the current needs of the trade for Marshall Field so that the head of the firm found it expedient to remain at hand to expedite the shipments, and to render to the patrons the service which has always been the aim of the founder of the brand. Mr. Pent will remain in the local factory during the few days of inventory, between Christmas and January 4, and will then return to the middle west, where most of his fall efforts have been concentrated.

Coates Coleman Store Opens

With the New Year there will be introduced to the trade the newest of stores devoted to the Coates Coleman chain, now being conducted in the large office building in the central city section west of Broad street, in the heart of the fast growing business and financial section. The latest of Coleman enterprises in cigar stores will be that of the stand in the handsome, most modern and largest of Philadelphia's office buildings,

just completed, and ready for occupancy. The Coleman store will be located on the first floor and instead of the office building stand it will be moved to a store room just as now the two other buildings, the Commercial Trust, where it has been established.

Ever since the building at street and South Pen Square, the Coates Coleman store formerly located, was turned over to the store, the firm has been conducting business to office structures, in many years occupied the second floor of the Commercial Building, and about three months ago taking possession of the one in the Packard Building. The firm carried the same line of high class cigars, smoking tobacco and supplies as those in the establishment. The firm is now composed of employees of the founder, Coates Coleman, with F. S. Laws, president; William Ott, vice president; William Ott, treasurer, and E. A. Harding. The employees incorporated the firm shortly after the death of the founder five years ago.

Menges' Amendment

Fear of competition from the corporate cigar manufacturers interested in the bill which was introduced by Representative Franklin B. Meyer, York, Pa., who, during the week, introduced an amendment to the tax bill, against the reduction of the five cent cigars from \$4 a thousand to \$2.50. On December 17 the amendment was defeated and the tax bill passed. In a special despatch to the Philadelphia Public Ledger, dated December 21, the following comment on the amendment was made: "Another amendment to the bill will be offered this week by Representative Meyer, who believes that the President Marshall was right in his said: 'What the country needs is a five-cent cigar.'

"The present revenue law levies a reduction of the tax upon five-cent cigars from \$4 a thousand to \$2.50. Representative Franklin B. Meyer, York, Pa., says that the reduction would hurt the chances of attaining this year's goal. "Mr. Menges claims that the country comes from his district these people, mostly in Red Bank, Delaware, and Yoe, produced by hand-made cigars which retails at five cents.

"It is their contention," says Menges, "that if the tax is reduced the money in promoting native advertising campaigns for their product will be driven off the market."

"Thus the five-cent hand-made cigars will be driven off the market by the people thrown out of work by the reduction of the tax. The revenue is great enough to initiate a considerable advertising stunt."

Holt, Job Lot King

All points of the compass have been attracted by shipments of holiday goods from that well known dealer, Arthur Holt, whose "job lot king" has been honest and thorough in his distribution of merchandise through his store at 1000 Penn Square. Innumerable have been distributed from the store, to European, African and Oriental parts, to all sections of the United States. The Holt store, a patronage which has been built up over the years, the firm has been in business for over 20 years. The order department has been under direct supervision of N. W. Fea-

a list of friends in the trade, and through his many years of association with the local industry as a source of information on the tobacco and business in the city and throughout the state.

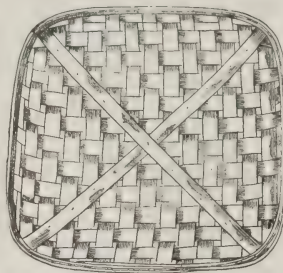
As a newcomer in the five-cent cigar trade, he has been warmly welcomed in Philadelphia trade as the nickel brand introduced by W. K. Gresh & Co. of Norristown, Pa. During the past season a number of the city cigar dealers were made by Representative Briner, from their headquarters, during which the brand made its debut. It is justly entitled to bear the name of the popular President of the Wilson Cabinet, and its fame to that now well advertised slogan, "What the country needs is a good five-cent cigar, and so ordered, through its excellent quality," recognized by Thomas R. Marston, manufacturers of Thomas R. Marston cigars, who have given the brand all the credit he can had in a nickel cigar, it is fair to keep up the reputation which has been established by its older brother, the Meditation and Sight Draft, which smokes.

Caro Got Optimo Christmas

When Abe Caro made the rounds of the Quaker City dealers last week he found numerous belated orders for the renewal of depleted stocks of Optimo, which has been a fast seller as a holiday gift smoke. The representative of A. Santella & Company, Tampa manufacturers of the Optimo, was not only cheerfully commended to the good wishes of a Merry Christmas, but was given a practical demonstration of appreciation of the good will of the dealers by a well filled order book for the last moment rush for Optimos.

Harry Blum's well distributed cigar Natural Bloom, was another big holiday seller in the popular price brands, and when Herman J. Goldwater called on the trade last week he, too, found there was a waiting list for the cigars made by the firm, which gave gratifying evidence of the holiday demands for the brand. Orders were as plentiful as the happy Christmas wishes of the dealers for the traveling representative of the Natural Bloom manufacturers.

LEAF TOBACCO GROWERS, DEALERS, & WAREHOUSEMEN SAVE MONEY AND TOBACCO BY USING



NORFLEET UNIFORM WEIGHT TOBACCO BASKETS

Write for Sample and Price

Norfleet Basket Mfg. Co.
Winston-Salem, N.C., U.S.A.

Cincinnati Completes Most Satisfactory Year

**Manufacturers Make Gain—Jobbers and Retailers
Bsy—Camel Cigar Factories Combine—Kuhlman's Cigar
Union—Henry Straus Co. Secures New Stands.**

CINCINNATI, Dec. 17.—Heads of concern in the different branches of the tobacco industry state that, from the report of amount of goods sold, the holiday season has been satisfactory. They report that the demand was greater during the holidays of last year, and that for the more expensive goods. The peak of the demand came in the month of December, and thus made it difficult to make the month promptly, not many customers were seriously disappointed. Stocks ran low in some cases, and were entirely exhausted in some, but as a rule there was enough goods to go around.

The factories began to be very busy in the first part of the month, and the demand continued to be large until a day or two before Christmas. Heads of cigar factories report that when the holidays are closed for the year a small increase over the previous year will be shown. The smaller manufacturers have not done as well as the larger ones, it is pointed out, and for the reason the latest report of the color of internal revenue showed that there was a slightly decreased production in the first eleven months of this year. This is misleading to the casual observer, who does not understand the situation as the leading manufacturers made a gain in the year, and the industry is in good condition.

Wholesale and Retail Heavy

The jobbers of the city report a wonderful holiday season, with a large gain in sales, both in amount of goods sold and in amount of money represented by the sales. In many cases the jobbers back their orders; and, because the demand was greater than was expected, by the jobbers, there was a shortage of stocks. Orders kept coming in until a day or two before Christmas; and, as a consequence, shipments were working overtime to get the goods into the hands of the transportation companies.

The jobbers report a large amount of time buying in the past few days, and the stock is not expected until the new year is a little closer. A great many stores are carrying side lines, confectionery, candy, watches, safety razors and numerous other small articles, in order to increase receipts and reduce the cash expense percentage.

Camel Factory to Move

Arrangements are under way to relocate the local factory of the Cincinnati Cigar Company, makers of the Camel brand, including the Camel brand, to the city of Columbus, O., where the company has a plant. "We are going to combine the Cincinnati factory with our

Wellston factory as an economic measure, commencing the first of the year," explained Philip C. Jacobs, president of the company. "With the two plants combined we can cut off several large items of expense; and, with a larger production under one roof, the overhead expense will be less. We are taking this step in order that we may be able to keep down our prices, and, at the same time, maintain the quality of our Camel brand, and keep it fully up to the present standards." Mr. Jacobs and A. G. Katz, the manager, will continue to reside in Cincinnati, going back and forth between here and Wellston as business demands.

"We have been quite rushed since the first of the month," said Peter Ibold, head of the Peter Ibold Co., cigar manufacturers, at 912 Main street. "While the demand was not quite as large as some of us would like to have seen it this year, I think that all of the leading local factories have made a gain. Some of the very small manufacturers have dropped out, and some large manufacturers, who have factories in other cities, have not been producing as much here as elsewhere. These two things, I think, account for the fact that the revenue reports indicate that the Cincinnati district had had a lower production this year than last. Undoubtedly we have made a gain, as well as other leading concerns. We will of course have the usual shut-down for a week after Christmas, to take stock and to give the plant a general renovating and overhauling, and after that we will open up on the usual schedule."

Large Tietig Trade

"Our holiday business has been very large and we have made a satisfactory gain through the year," stated August Tietig, of Arnold Tietig & Son, cigar manufacturers, 413 East Fifth street. "Our La Sesta, which we recently put on the market in a five-cent size, is a broad-leaf cigar, and it is rapidly increasing in popularity. Likewise the sales of ElCruzador, made in ten sizes, selling from ten cents upward, is in good demand."

"We have been working full time, with a full force, right along, and we expect to continue working at normal capacity after the first of the year," stated S. N. Shapero, manager of the local factory of the Mazer-Cressman Cigar Company, at 326 East Third street. J. E. McKennon, general factory manager, with headquarters in Columbus, O., was in the city a few days ago, in conference with Mr. Shapero.

"Holiday business was a little late in coming, but after it started it kept us

HAVANA CIGARS

The
Leader
in All
the World's
Markets

ROMEO
y
JULIETA

U. S. REPRESENTATIVE

WM. T. TAYLOR, 50 E. 42nd St., N.Y.C.

*Nothing will sell itself; but,
it shouldn't be necessary to
sell the same man twice on
the same proposition... There
are thousands of men who
were sold on SUNSET
TRAIL 5c. CIGAR the first
time they smoked it.... There
are thousands still who
haven't had the chance to
try.... The Roby Cigar Com-
pany of Barnesville, Ohio*

Our Enormous Production

enables us to make this cigar of such wonderful value at **5c**

JOHN RUSKINS are displayed by dealers who are desirous of giving the consumers the most for their money.

See our exhibit
at the
TOBACCO SHOW
Jan. 25 to 30, 1926
Grand Central Palace
New York City

*They
are
MILD*



I. Lewis Cigar Mfg., Co., Makers, Newark, N. J.

John Ruskin

Best and Biggest Cigar

EMANELO

Highest Grade

Conn. Shade Wrapped
Havana Filled
Cigars



D. EMIL KLEIN CO. Inc.
438-440 E. 91st STREET, NEW YORK

Read Tobacco Weekly

HOYO de MONTERREY

The Aristocrat of

Imported Cigars

VALERIANO GIUTERREZ, Representative

82 Wall Street

New York

on the jump," said Wm. Sander, of Wertz & Sander, at 312 East Fifth Street. This is Cincinnati's youngest jobbing firm; as it only started in business a little more than a year ago. It has been very successful from the beginning, however, and a short time ago it absorbed the business of Charles Greenfield & Sons, one of the oldest jobbing concerns in the city.

"Our holiday trade has been fine, both in our jobbing business and in our retail department," said F. H. Elsner, manager for Chas. N. Krohn & Company, 530 Walnut street. Harry Smith, of the sales department of the Deisel Wenner Company, of Lima, O., has been in the city several days, doing promotion work in the interest of San Felice and El Verso brands, which are distributed by the Krohn firm in this territory.

Kuhlman's Philosophy

Here is a bit of extemporaneous philosophy which is well worth pondering. It is by Henry Kuhlman, the well-known authority on cigar leaf, with John Berger & Son, cigar leaf dealers at 315 Main street. "I advocate good quality as a means of stimulating cigar consumption," he explained. "Good quality, at as low a price as is possible, will bring men back to cigars. This must commence with the production of better leaf by the farmer, with greater economy and in a more efficient way, so it can be sold at a price that is reasonably low.

"Then there must be increased economy and greater efficiency on the part of the manufacturer, the jobber and the dealer, in order that a good cigar may be sold to the public at the lowest price possible. There must be a profit to all concerned in selling the cigar, for all are in business to make money. But, in getting the price down, we must not reduce the quality.

"The proposed reduction in the tax on cigars may be a help, but it depends on how it is used, as I view the matter. If the manufacturers use the tax reduction to better their quality, the industry should benefit. But if the manufacturers merely reduce prices on goods, and pay no attention to quality, cigar consumption will not be apt to increase and nobody will be benefited. In other words, the cigars should be increased in quality or at least to some extent, and the public should benefit in quality, rather than by price reductions."

Guggenheim Rushed

"Our holiday rush almost swamped us, but not quite," said Max M. Guggenheim, jobber at Third and Sycamore streets. "As you know, I made up my holiday order last summer, and it called for considerable more goods than I bought for the previous holiday season. Nevertheless, on the first of December I found we were running short, and I ordered more. This was not enough to meet the demand, and additional orders were sent by wire.

"So far we have received enough shipments to keep from disappointing our trade, but I must admit that I was alarmed for a while. We have been working three nights a week to get off our shipments, and I do not believe any customer will be disappointed. The old saying 'better late than never' may be true, but I hope that next year our customers will change this to 'better never late.' Of course, there will be a lull after the first of the year, but I expect business to pick up quickly. With us 1925 has been a satisfactory year, and we have had an increase over 1924."

"Our holiday sales have been unusually large, and we have been running at full capacity to keep up with orders," said Joseph Knecht, manufacturer of cigars, at 317 Sycamore street. "When our books are closed for this year they will, we are sure, show a substantial increase over the previous year's business. We expect to increase our production in 1926, as shown by the fact that we soon will be in a new factory with increased facilities. Soon after the first of the year we will move into our new home at 705-11 Sycamore street, and as soon as we get settled we hope to have our friends visit us."

Straus Takes More Stands

The Henry Straus Company, jobbers, at 216 East Sixth street, which also oper-

ates several retail stores and stands, taken over the operation of the cigar department of the Rosenthal drug store at Eighth and Vine streets. The company will take over the cigar stand at New Garfield Hotel, at Eighth and Vine street, the first of January. "We have been larger this year than in the past in the jobbing department and in the retail stores and stands," stated Ben C. Straus, sales manager. "Our cigar business has been unusually large in the departments, and I think that it will show that we have broken records. General business conditions, good, and we are firm in the belief that 1926 is going to be a prosperous year."

Straus Brothers Company, jobbers, at 5 East Fifth street, report an unusually large holiday demand. The demand for La Palma cigars was so great that they explained, that Van B. Winter had come down from the factory to help in filling orders. This year's sales, it is stated, are far in excess of those of the previous year, and a bigger business than before is expected in 1926.

Henry A. Weeks, 64, manager of W. F. Robertson Steel Company, a manufacturer of steel hoops for tobacco heads, died December 8 at the City Hospital, after an illness of several months. The funeral services were conducted by the Knights Templar, and he was past-commander.

"Our holiday business is the largest we have had in years," said E. J. Schell, manager for the J. B. M. Company, jobbers. "Our shipping department has been working nights and past two weeks; and, even with overtime work, it has been hard to keep up with orders. While we have closed our books and taken off the figures, it is safe to say that we have made a substantial gain in the year's business."

Merry Christmas, a Happy and Prosperous New Year to Tobacco and all its readers.—WALT.

Wisconsin Manufacturer Dead

FOND DU LAC, Wis., Dec. 19.—One of the oldest cigar manufacturers in the state recently died here where John Froehling passed away at the age of 71. He was in business about fifty years, and he retired last July. His home was at the corner of Lincoln and Third streets. Mr. Froehling was intensely interested in civic affairs, and was a member of the local school board for many years. He was likewise associated with several fraternal bodies, among them being the Elks and the Woodmen of America.

Match Imports and Exports

WASHINGTON, D. C., Dec. 20.—The imports of matches numbered 108 gross boxes valued at \$2,695, according to the Department of Commerce. The largest quantity of these came from Sweden with the second largest quantity from Finland. Imports of matches for the same month were valued at \$5,893, and exports of matches for the month were valued at \$12,269.—AP.

Ira Strouse Saw Sant Claus

In the final rush of the year to the Connecticut market, Ira Strouse, Strouse & Holzman, New York, and returned, fully satisfied, that Sant Claus had done very well indeed in the leaf market in the closing weeks of the season.

Richter Optimistic

After finishing his leaf business in New York and New England, William Richter returned to Syracuse last week very well satisfied with the outlook for Justin Seibert, Jr., a mate brand for the new year.

Taussig Returns to Chicago

Anxious to get home before Christmas, Leo Taussig hurried through his recent business in the eastern markets and returned to the Chicago office of Escalante & Company last week.

Chicago Closes With Compliments Of The Season

Spicity, Health and Happiness to All Guaranteed by Successful Year—Palmer House Opens Cigar Stands—Plans for New Trade Campaigns Already Under Way.

Dec. 19.—Reaching the home of Chicago merchants report the Christmas business in their history buying, which the downers suggested, has had its effect. Only four buying days left Christmas, the rush will put the stores far ahead of last year's

for pipes, humidors, and paintings of cigarettes have been in the past years. Imported cigars enjoyed a fine call, and the spirit of Chicago is shown by heavy purchasing. Business conditions, the past six weeks, have kept thousands at work, expending money freely for Christmas gifts. The State street department also report the biggest Christmas trade in their history.

Hargraff Busy

& Sons, in the Wrigley building, have an extra force at work, due to the rush. Ben Wade Henderson's Bay tobacco and smoking novelties are in much demand at his high class shop. A. H. Hargraff, head of the increase in business, says: "The started in early former years, and are still in rush orders. Higher priced smokers' articles are demanded. We sold more cigar and humidors than ever before in our history."

Good Year for Cyrilla

the thief, Frank McDaniel and Cyrril closed a big year for Cyrilla with Julius Fernbach, head of Julius Fernbach Company, this year puts Cyrilla over bigger than 1924.

Twenty and twenty-fives have cleared out; and at this writing the shelves are bare. While stocks of cigarettes were as heavy as last year, the demand was larger.

at Xmas gift don't forget High cigarettes. The best in any case," says the to Baron Brothers are in their cigar in the newspapers attract attention of the Christmas

Cler Continental Packs

leaflet put out by the Continental Cigar Company, shows Dunhill packing of cigarettes. This striking package sells for \$1.00. The leaflet and Revelation are packed in aluminum humidors for holidays, and sell for \$2.50. This leaflet has been placed in the retail counters.

the staff, who has charge of the Continental Cigar Company's products, not west, with headquarters in Chicago, was a recent visitor to our city. He has made a winner of the cigarettes up in the north

Kiball's Cigar Window

Kiball Cigar Shop, 27 East Madison, shows a fine Christmas display of Benson and Hedges cigarettes. The Great, Henry the Great, Y-Yo, Cuesta Rey, Ben and Perfecto Garcia cigars. On December 12 the city clerk had 658 cigarette licenses to Chicago. The annual fee is \$1, and it is due January 1. No cigar, drug store is allowed a cigarette license if it is 300 feet away from a school. Licenses may be sold only once.

Another Good Display

has shown the Jackson and alders how to dress a Christmas. At his fine store, 28 East Madison, he shows a large display of pipes, cigarette holders and smoking articles. In cigars the

efforts have been placed on Tom Palmer, King Henry, La Palma, Cuesta Rey, Garcia & Vega, Van Dyke and imported brands.

"If he had his choice, it would be a box of Charles Denby cigars," says the Ruhstrat-Christian Company in its holiday advertisement, now appearing in the Chicago newspapers.

The slogan advertising, being done on Camel cigarettes, has attracted much attention to the advertisements that appear in the Chicago newspapers. In Sunday's Chicago Tribune, a beautiful full page advertisement in colors, "Have a Camel," was shown.

The Schulte cigar department, in the Fair, offered Dutch Master and Webster cigars through large newspaper advertisements at special holiday prices.

The Owl Drug Company gave its annual festival to its employees at the Hotel Morrison this week, 135 being present, and vice-president A. R. Specht presented each one with a Christmas gift.

La Venga's Big Year

Jack Anderson, road star for Celestino Vega & Company, is at the Chicago office. Harry Levy, the loop ambassador, has closed all books for the year, and it's a pleasure to call at the firm's office, 10 South Wabash avenue, and to hear Aaron Straus, the president of Celestino Vega & Company, tell how big La Vega's sold for Christmas, and what the boys have to do next year.

Anderson-Thorsen Company, 54 East Monroe street, have enjoyed a large holiday trade. Bering is a big number at their store. They control the sale of Berings for Chicago. A handsome window display shows costly variety packings of Henery Clay, La Corona, Romeo and Juliet and Partagas imported cigars.

Palmer House Stands Open

Monday, December 21, the new Palmer House will open. Van Noy Interstate News Company, who have secured the cigar privileges in this new addition to Chicago's large hotels, have already moved in a large stock to take care of the rush. The present Palmer House, known all over the world, will be torn down in January to make room for an addition to the section just completed. The General Cigar Company, Inc., have for years been operating the present Palmer House cigar departments.

Pall Mall cigarettes are shown in classy decorated tin boxes of two hundred. Red and gold brings out the box to great advantage.

The American Tobacco Company have placed, as a Christmas offering their round tin box of the best and finest tobaccos grown. Twelve separate mixtures go around the circle, and the box sells for \$1.50.

Miltiades to Open Campaign

W. J. Noonan, with offices at 176 North Wells street, is in charge of the Miltiades cigarette campaign. The trade just received a four foot sheet showing the advertisements of Miltiades cigarettes that are to appear in the Chicago newspapers.

Closing its ninth year in business, the Miles Cigar Company, at 28 East Monroe street, report a big increase in sales of holiday cigars over any previous year. This firm has one of the largest private box followings in the city.

In charge of this is Mary Cox, well known and widely versed in the cigar game. A high class retail department is operated by this firm in the Windsor-Clifton Hotel, where only the best of brands are offered for sale.

Ruskins Advertised

"Send him a box of John Ruskin cigars—the gift that will be most appreciated," says Nathan Fox & Company, the local distributors, in featuring John

(Continued on page 22)

SMOKE DILL'S BEST

"It's A Mighty Fine Pipe Tobacco"

If your jobber is unable to supply you, write us direct and state size desired. Give us the name and address of your jobber.

10c 15c 25c 75c \$1.50 (Sizes)

J. G. DILL CO.

Richmond, Va.

R. G. DUN

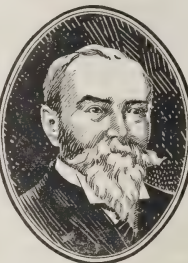
A-1 Mild

CIGAR

10c to 3 for 50c

BERNARD SCHWARTZ CIGAR CORPORATION

Napoleon at Russell Street
DETROIT, MICH.



Webster Cigars

"YOU'LL APPRECIATE THE DIFFERENCE"

SIZES 2 FOR 25c TO 25c STRAIGHT

A rare bit of nature's greatest effort, producing a fine, mild, aromatic cigar. Manufactured and aged by the most scientific methods. Not a secret blend, but a combination of the highest priced tobaccos that the finest plantations grow.

Webster Cigar Co.

5545 GRANDY AVENUE DETROIT, MICH.

OPTIMO

BEST OF THE BEST



BEST OF THE BEST

MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa and Key West, Fla.
Main Office: 1181 Broadway, New York

GEO. A. LEA, President.
J. R. BASS, Secty.-Treas.
ORDER OR CONTRACT
Danville, Va.

GEO. A. LEA & COMPANY
Incorporated
LEAF TOBACCO BUYERS AND BROKERS
SATISFACTION GUARANTEED
Cable "LEA"

J. D. ROGERS, Vice Pres.
General Manager.
PERSONAL SUPERVISOR
Rocky Mount, N. C.

L. B. JENKINS & COMPANY

Leaf Tobacco Dealers
Kinston, N. C., U. S. A.
Buyers and rehandlers of all grades of Bright Leaf Tobacco. Domestic and export types bought on order or contract. Modern redrying plant equipped with improved machinery and ample storage facilities.
Correspondence Solicited
Samples Furnished
Cable "Jenco"

Cable "Wright" Codes: Western Union; A. B. C. 5th Ed.
WRIGHT-HUGHES TOBACCO CO.
INCORPORATED
LEAF TOBACCO DEALERS
ALL GRADES VIRGINIA, CAROLINA AND KENTUCKY TOBACCO
ORDER OR CONTRACT—SAMPLE UPON APPLICATION
Storage Capacity 5,000 hogsheads
WINSTON-SALEM, N. C., U. S. A.

THE HENDERSON TOBACCO CO., INC.

HENDERSON, N. C.
Dealers, Packers & Exporters
LEAF TOBACCO BOUGHT ON CONTRACT FOR FOREIGN AND DOMESTIC USE
VIRGINIA AND CAROLINA TOBACCO ALWAYS ON HAND
Samples Submitted
Cable Address "Henco" Henderson, N. C.
Proctor Redrying System
Code: Arnold's No. 5

Cable Address: "CLARK" Code: "ARNOLDS NO. 5"
Largest Loose Leaf Tobacco Market in the World
W. T. CLARK & COMPANY
Established 1887
Packed for Export and Domestic Trade
We operate in North Carolina, South Carolina, Virginia and Georgia
Head Office: WILSON, NORTH CAROLINA, U. S. A.
Packing guaranteed. Samples submitted on application.

C. B. CHEATHAM CO.

INCORPORATED
LEAF TOBACCO DEALERS
All grades Bright Leaf Tobacco bought on order or contract. Ample redrying and storage facilities.
Cable: "Checo" FARMVILLE, N. C., U. S. A.

THORPE & RICKS, Inc.

Codes—Arnolds
Nos. 5 & 15
A. B. C.
5th Edition.
Cable Address:
THORPE.

Established 1886
BRIGHT LEAF TOBACCO



Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

C. W. WALTERS CO., INC.

South Boston, Va. Mullins, S. C.
Packers and Dealers in
LEAF TOBACCO
Specializing in
Virginia, Eastern Carolina and South Carolina Tobaccos

KINSTON TOBACCO COMPANY

Incorporated
DEALERS IN LEAF TOBACCO—EXPORT AND DOMESTIC TYPES
Buyers and Rehandlers of all Grades of Bright Leaf Tobacco on Order or Contract
Complete Redrying Plant and Ample Storage
CORRESPONDENCE INVITED—SAMPLES ON APPLICATION
E. Y. Speed, President W. H. Armistead, Vice-President R. P. Watson, Vice-President
KINSTON, N. C., U. S. A.

FRED SINGER

SINGER & MAYER, Inc.

IMPORTERS AND PACKERS
LEAF TOBACCO

144 WATER ST.

PHILIP MAYER

NEW YORK

Cable Address: "Kyle"

A. D. KEEN, Pres. & Treas.

A. B. KEEN TOBACCO CO., Inc.

Successors to E. K. JONES & CO.

North Carolina Tobacco Sales In November

N. C. Dept. of Agriculture, W. A. Graham, Commissioner,
Report Prepared by W. H. Rhodes, Jr., Acting Statistician
N. C. Crop Reporting Service

RALEIGH, N. C., Dec. 19.—Tobacco sales in North Carolina during November by 105 warehouses, on 39 markets, were as follows:

North Carolina Tobacco Warehouse Sales Report for November 1924

Markets	Number Houses	Producers' Sales	Dealers' Resales	Total Sales	Average 1925	Price
Aberdeen	1	536,470	29,286	612,286	\$23.00	\$22.07
Ahoksie	3	514,320	16,880	551,894	27.76	27.65
Burlington	2	548,344	3,544	565,486	13.75	28.86
Carthage	2	385,054	69,436	481,958	22.03	22.00
Durham	4	5,313,675	512,290	6,252,875	26.14	29.49
Elkin	1	303,670	980	314,166	17.38	26.25
Enfield	2	571,004	6,508	638,204	23.90	20.18
Farmville	2	2,913,684	45,990	3,008,396	31.57	34.36
Fuquay Springs	3	1,945,520	105,326	2,188,386	31.33	29.42
Goldsboro	3	1,624,243	42,847	1,775,480	22.55	24.11
Greenville	6	9,209,454	544,404	10,314,588	31.47	29.78
Henderson	4	3,021,998	13,526	3,162,566	24.38	26.13
Jacksonville	1	194,138	4,512	204,166	21.88	19.97
Kinston	5	7,912,456	561,625	8,886,361	25.63	25.38
Louisburg	3	1,421,406	31,190	1,604,700	19.81	25.34
Madison	1	524,038	25,512	573,036	15.44	20.69
Mebane	2	605,024	3,044	659,478	13.59	34.19
Mt. Airy	2	1,017,526	24,900	1,203,982	15.54	20.20
New Bern	2	424,416	17,300	465,174	25.44	—
Oxford	4	2,869,360	22,070	3,047,276	25.80	27.13
Pinetops	2	165,116	2,420	179,298	29.02	27.17
Reidsville	2	781,238	22,462	818,348	16.88	24.69
Robersonville	1	562,952	—	611,002	33.76	29.20
Rocky Mount	4	6,589,054	89,010	6,941,994	29.84	30.80
Roxboro	3	1,449,496	38,674	1,616,792	15.66	28.51
Sanford	2	533,659	9,246	571,452	24.77	24.00
Smithfield	2	799,092	6,800	823,226	25.05	20.31
Stoneyville	2	299,642	2,890	343,034	14.79	20.84
Tarboro	2	775,365	4,390	815,343	27.52	28.58
Wallace	2	265,704	4,960	305,116	23.40	27.26
Warrenton	3	1,253,284	9,504	1,274,818	22.60	20.94
Warsaw	2	403,392	16,402	442,022	23.29	20.54
Washington	3	602,306	16,660	650,634	29.01	25.32
Vendell	4	905,280	16,256	968,746	26.09	24.98
Williamston	3	1,129,100	9,300	1,211,908	31.02	29.69
Wilson	7	16,011,793	1,959,128	18,622,943	30.37	32.04
Windsor	1	153,008	2,888	155,896	35.72	—
Winston-Salem	5	11,175,547	965,452	12,834,404	19.00	26.28
Zebulon	2	426,250	6,720	497,050	24.26	27.65
State Totals	105	86,139,078	5,264,332	96,292,484	\$26.17	\$28.44
Nov. 1924	102	45,180,070	4,226,976	52,373,173	—	\$1,899.99

NOTE.—Season's producers' sales include totals for houses closing for November last.

Comments

Prices for November sales this year, averaging \$26.17, were \$2.27 per pound less than November sales last year, and a decline from last month's average price is also noted. Producers have marketed 254,306,077 pounds to December, representing about 78 percent of the total crop produced, and the season's average is about \$23.37. Warehousemen report lower prices being paid for the better grades than was the case last month. November sales consist mostly of average grades. The crop this year yielded much better than last year's acreage was considerably increased.

The Government crop report showing the final estimate of the tobacco will be released about December 22nd. Further comments will be released about that time by the Crop Reporting Service.

The Henderson Season Passes Seven Million Pounds

HENDERSON, N. C., Dec. 19.—Sales on the Henderson auction tobacco market yesterday brought the week's total up to around 70,000 pounds, and puts the market safely across the 7,000,000 pound level for the season to date, and up to the time of the closing of the market for the Christmas holidays.

The week's payments by the buyers is about \$100,000, and gives season sales to date at close to the \$1,625,000 figure in money, with pounds amounting to approximately 7,050,000. The season average to date is approximately \$23.30 per hundred, and for the past week about 21 cents a pound.

These figures for the season to date are far ahead of the entire season's sales for 1923-24 and 1924-25, and are believed to represent the largest amount sold on this market to Christmas for any year since the big record crop of 1919.

The total does not take in account the deliveries to the local warehouse of the Tobacco Growers Cooperative Association, which are guessed at as being in the neighborhood of \$100,000, 1,000,000 pounds. An accurate statement on this phase cannot be obtained.

The mark of 7,000,000 pounds is total that was aimed at for this auction market to this date, and it has been attained with some to spare. The figure of the week there was some doubt as to the figure being reached on account of the

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ness of the holidays. There is a slump at this time of the year, locally have held up wonderfully. This is believed to have been possible both because of the larger amount of tobacco that has been sold here from adjoining counties.

The poorer grades have featured in the week, and have consequently been averaged down considerably. It is believed that most of the best tobacco has already been marketed, and there will be a considerable quantity for the rest of the season, the poorer grades will most likely have a tendency to offer this in the general market average.

The market suspends until the first of January, reopening January 6, for reports.

Estimates of the amount that will be sold in the remainder of the season are considerably from one to two million pounds. It is generally conceded that the market will not reach 10,000,000 pounds for auction sales, although the estimates for the pool stations here will all, probably pull the total up to that figure. When the season began, it was expected to work for deliveries of 10,000,000 pounds on this market by the end of the season, and there is very good reason to expect that this market will be the one for the auction and pool warehouse combined.

No one has been seriously talked for a full closing of the season here. Before the market has usually opened in February, and it is believed will go through that date this season. The extra large crop may influence the duration of selling, but this is ended upon the rapidly with which tobacco is brought to market. It is considered fairly certain, however, that there will be no more sustained sales of tobacco of those which have marked the season to the Christmas holiday closing.

Artisans Come and Go

WASHINGTON, D. C., Dec. 14.—During the week ending December 14, 18 immigrant cigar makers came into the United States while during the same month 24 left here and during the July-October period 46 came into the country and 96 left here according to the Bureau of Immigration, Department of Labor.

The bureau's figures show also that during the week ending December 14, 18 immigrant cigar makers came into the country and two left here during the July-October period six immigrant cigar makers came into the country and 16 left.

During October also four cigar makers

entered the country and nine left and during the July-October period ten came into the country and one left here.

No tobacco workers came into the country during October nor did any leave according to the bureau while during the July-October period three came into the country and one left it.—L.A.M.M.

Winston-Salem Prices Firm

WINSTON-SALEM, N. C., Dec. 19.—The market closed yesterday for the holidays with prices firm on all the better grades of tobacco, but somewhat lower on the common and medium grades. Total sales for the season 29,687,582 pounds, which brought the sellers \$5,452,960.43. The sales thus far this season have been very gratifying in volume to the Warehousemen, having exceeded last season's sales for the same length of time nearly three million pounds and this in the face of the fact that the crop raised in this territory, due to adverse seasons was much smaller than last year's crop. It shows conclusively that the farmers from territory outside of the market's natural radius have turned to Winston as never before.

Taken as a whole, the prices have been very gratifying to the patrons of this great market, for many farmers have averaged during the season anywhere from \$40 to \$60 per hundred for many of their barns. Probably three-fourths, or more of the crop has been of very inferior grades.

It is nothing more or less than guess work to predict how much of the crop is left to be sold. A conservative estimate would be around eight or ten million pounds.

The factories have been very much crowded for several weeks to take care of the daily offerings and after the rest of two weeks and chance to catch up it is hoped that prices when the market again opens for business on January 5 will be ever stronger than it has been for several weeks.—McFARLAND.

Farmville Figures

FARMVILLE, N. C., Dec. 19.—Total tobacco sales for official week ending Dec. 18, 493,686 pounds; average price \$22.42 per 100 pounds. Sold to date of 1925 crop, 11,806,192 pounds; average price per 100 pounds, \$26.80.

Sales close for the holidays; will open January 12. Lots of low grades on market this week; not much left in farmers' hands now.—L. P. THOMAS, Farmville Tobacco Board of Trade.

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The Virginia Tobacco Sales in Month of November

Auction Markets Sell 26,077,069 Pounds for Producers—Total Value Amounts to \$4,571,900—Poundage and Purchase Price Below Sales in November, 1924.

RICHMOND, Va., Dec. 12.—Producers' sales of leaf tobacco on the auction markets during November amounted to 26,077,069 pounds, valued at \$4,571,900, according to warehouse reports to the Commissioner of Agriculture. Sale for November last year amounted to 20,325,340 pounds, valued at \$4,617,772.

November Bright sales were 20,078,595 pounds, compared with 16,892,060 pounds for November last year, and 17,467,267 pounds for the same month two years ago. Lawrenceville reported the highest average price for the month, having sold 359,574 pounds at an average of \$19.20 per hundred pounds. Danville, receiving sales of 10,202,668 pounds at an average of \$17.51 per hundred, has first place in amount of sales and fifth in average price.

The sales of Dark leaf during November amounted to 5,659,049 pounds, compared with 3,293,910 pounds for November last year, and 2,427,141 pounds for the same month two years ago. Appomattox reported the highest average price for Dark leaf, having sold 63,087 pounds at an average of \$21.53 per hundred pounds. The average price of the November Bright sales was \$17.24 per hundred pounds, compared with \$23.45 last year and \$22.11 two years ago. Dark leaf averaged \$19.60, compared with \$19.38 last year and \$18.81 two years ago.

According to estimates of warehousemen the November sales graded 2 per cent good, 31 per cent medium, and 47 per cent common; compared with 20 per cent good, 38 per cent medium, and 34 per cent common last year.—FRANK M. TAYLOR, Agricultural Statistician.

Comparison of Sales by Types, 1923-25

Month	Producers' Sales			Average Price		
	1923	1924	1925	1923	1924	1925
	1925	1924	1923	1925	1924	1923
October	10,197,129	12,644,687	9,689,021	\$15.77	\$21.68	\$19.35
November	20,078,595	16,802,060	17,467,267	17.24	23.45	22.11
Total	30,275,724	29,536,747	27,156,288	.....	.....	.....
Dark-Fired						
October	5,304	2,044	4,166	\$14.26	\$8.85	\$13.38
November	5,659,049	3,293,910	2,427,141	19.60	19.38	18.81
Total	5,664,353	3,295,954	2,431,307	.....	.....	.....
Sun-Cured						
October	12,735*	None	None	\$4.76*	.....	.....
November	339,425	139,370	328,680	15.43	\$11.49	\$10.81
Total	352,160	139,370	328,680	.....	.....	.....

*Primings.

	1925	1924	1919
Total sales to December 1	36,292,237	32,972,071	29,856,101
Auction sales for season	.....	85,823,349	81,912,122
Total Virginia crop	.....	136,500,000	150,900,000

Comparison of Sales by Markets—November 1924-25

Bright									1st and 2nd sales to local
Market and number of warehouses	Avr. price		1st Hand Sales		Re-sales		1st and 2nd sales to local		
	1925	1924	1925	1924	1925	1924			
	1925	1924	1925	1924	1925	1924			
Brookneal 1	\$16.85	\$17.84	183,270	104,534	0	0	2,926		
Chase City 2	17.72	20.00	1,069,404	776,691	56,642	22,108	17,122		
Clarksville 3	17.18	20.49	880,193	259,854	119,410	38,478	12,396		
Danville 8	17.51	25.13	10,202,668	9,247,959	1,664,562	1,423,688	154,317		
Kenbridge 2	16.38	20.00	526,215	547,072	18,840	21,152	6,672		
Lawrenceville. 2	19.29	26.24	359,574	310,806	22,600	31,506	6,772		
Martinsville ... 1	14.75	17.90	779,952	586,407	68,816	17,144	1,232		
Petersburg 2	19.34	21.51	1,103,155	833,281	62,612	101,352	18,327		
Rocky Mount. ... 1	10.01	17.10	185,366	203,698	14,112	18,670	2,354		
South Boston. ... 4	16.23	23.45	3,115,802	2,813,998	460,274	321,521	42,694		
South Hill 4	17.66	19.94	1,672,996	1,168,531	132,530	107,251	25,006		
Virginia 8	.....	17.78	.....	39,229	.....	120	.....	
Total	\$17.24	\$23.45	20,078,595	16,892,060	2,600,398	2,102,992	30,174		

Dark-Fired

Amelia	1	\$19.53	\$16.22	160,325	50,475	0	0	1,325
Appomattox	1	21.53	18.82	63,087	32,856	0	0	1,067
Bedford	1	18.30	19.07	336,357	406,014	19,230	9,156	5,537
Blackstone	2	19.03	19.78	1,003,975	313,360	55,515	10,285	1,095
Brookneal	1	15.73	16.88	61,188	9,578	0	0	1,188
Dillwyn	1	19.05	16.50	119,270	91,905	0	0	1,505
Drakes Branch	2	19.51	23.62	805,905	306,025	10,585	6,325	1,802
Farmville	2	18.00	19.25	1,018,032	363,973	20,902	9,582	7,440
Kenbridge	2	13.54	.....	17,440	.....	0	.....	.....
Lynchburg	3	19.00	19.00	1,652,216	1,637,740	31,584	3,960	1,226
Petersburg	2	16.89	17.18	421,254	81,984	0	0	6,558
Total	.....	\$19.60	\$19.06	5,659,049	3,293,910	137,816	39,308	5,453

Sun-Cured

Richmond	2	\$15.43	\$11.49	339,425	139,370	1,530	0	2,160
Total	\$17.53	\$22.66	26,077,069	20,525,340	2,739,744	2,142,300	36,237

All Types

—Prepared by JOHN A. HICKS, Assistant.

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Revenue Bill

(Continued from page 3)
tax of dealing in the looseleaf, which, to a certain extent, will come in competition with the manufactured product after this proposed passes out of the hands of the producer, and so I am agreeable to this proposition about the 8-cent tax.

Mr. ABERNETHY. Will the gentleman yield?
Mr. GARRETT of Tennessee. I will.
Mr. ABERNETHY. Does the gentleman think it is hardly fair that the committee should come in this House at this late hour (without notice to anybody on the floor) the House and put a tax in here which nobody has had any notice of, no hearings on the matter, not considered by the committee, or anything of that kind? Does the gentleman think it is fair to the tobacco States, one of which I in part represent, that he, as leader of this side, should get up and favor a tax that has not been any consideration, nobody knows anything about it, and have it just passed over without any consideration at all? The gentleman knows as a practical proposition that Members of this House who are not on the committee have absolutely no chance even to make a dent in this bill, much less to prevent an amendment here from passing through that is far reaching in its effect and means millions and millions of dollars to the tobacco growing States. Does the gentleman think that is fair?

Mr. GARRETT of Tennessee. Yes; I think an amendment is fair. Let me say to the gentleman: Before the gentleman comes to Congress the House of Representatives passed precisely this same proposition except it then provided that it be 7 cents a pound, passed it in 1920, it did not receive consideration in the Senate. Understanding this proposition, I do, coming from a tobacco producing State and county producing tobacco, it is because of my knowledge of the situation that I have brought for this amendment to be offered. This can not injure the tobacco grower in any way, on the contrary, the principal purpose behind it—a purpose which I hope shall be realized—is to enable the market of the producer and obtain for him a better price without in any way increasing the cost to the consumer. Now, there is very little competition for the purchase of tobacco, and knowing that, I am prudent, understanding it as I do, to think it is fair. I will say to my friend from North Carolina.

Mr. BROWNING. Without this amendment would local dealers have the right to sell tobacco even with the payment of the tax?
Mr. GARRETT of Tennessee. Not except this way: The farmers now, I will say, in my league, can pool their crops and be diligent to sell for the pool; any individual farmer can hire you or me to anyone to sell his product, but the

pool or the individual has to pay such an agent a salary. He can not work on a commission basis. This makes no change in that law. A dealer can still work by being paid a salary, but there has been a very small business done under that privilege so far. If there is any permanence to the law which this amendment will make I look for a considerable increase in the sale of tobacco in its natural state throughout the country by parcel post through mail orders.

Mr. BROWNING. It reduces the amount of the tax from 18 cents to 8 cents?

Mr. GARRETT of Tennessee. Yes. I doubt very much whether any person other than the grower or the co-operatives, even by the payment of 18 cents, has been able to do anything under existing law. That law was so drawn in 1918 that it eliminated, even with the payment of the full tax, this competition with foreign and domestic wholesale buyers.

The CHAIRMAN. The time of the gentleman from Tennessee has expired.

Mr. ABERNETHY. Mr. Chairman, I rise in opposition to the amendment.

The CHAIRMAN. The gentleman from North Carolina is recognized in opposition to the amendment.

Mr. ABERNETHY. Mr. Chairman and gentlemen of the committee, I had hoped and thought that when the Committee on Ways and Means met here before the convening of the Congress and framed a bill and introduced it here on the first day of the session of the House, and proceeded to rush it through before the Christmas holidays, would not now undertake to come in at this time, without any notice to anybody who is affected by this provision, and undertake to add an additional tax here. It is done without the slightest notice to a large number of Members from States concerned.

Mr. BROWNING. The gentleman understands that under the law as it now is, without this amendment, the local dealer can not buy from the farmer without paying a tax.

Mr. ABERNETHY. I understand this, that the matter here offered involves millions of dollars and affects every tobacco grower in all the tobacco States; and I think its introduction now is not fair to the House, or to the interests involved, or to the country, or to the Members here. It seems to me that the Committee on Ways and Means should give a hearing in this matter. It seems to me that it should go over, or something should be done so that we would have a chance to study this question to see how far reaching it is. I do not know just what it means without careful study of the amendment. I am willing to have you pass a tax bill that is a reduction. But when you come in here to start with a proposal of a new tax on tobacco, which pays more than any other one thing in the country, now that liquor is out of the way, I must protest. It used to be whiskey and tobacco. Now you propose to put an extra tax on tobacco, an extra tax which nobody understands except a few gentlemen behind the measure. (Applause). I do hope, gentlemen, you will not put this thing through in any such manner as that. I do not think it is fair to the House.

The amendment, however, was adopted by the House.—L.A.M.M.

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D. Q. EGGLESTON

DEALERS IN LEAF TOBACCO

Specialty:—VIRGINIA DARKS

Your Business Solicited

Correspondence Invited

J. E. SEARS & COMPANY

APPOMATTOX, VIRGINIA, U. S. A.

VIRGINIA DARK TOBACCO

Bought on order or contract for domestic, or foreign account

Ample facilities for steam and air drying

We manufacture hoghead shooks. Stock on hand at all times

J. E. BOYD AND COMPANY, INC., South Hill, Va.**DEALERS IN LEAF TOBACCO**

Buyers and redryers of leaf tobacco on order or contract. Bonded storage warehouse under government regulation. Stocks of leaf tobacco on hand at all times. Samples submitted on request.

Established 1857

R. C. MORTON & CO. LEAF TOBACCO DEALERS

RICHMOND, VIRGINIA

Bright and Dark Virginia

Burley—Western—Seed Leaf

Cable address, Morton-Richmond

Strips—Scraps—Stems—Cuttings

Mail Pouch

*"The Original Package
Chewing Tobacco"*

The Bloch Bros. Tobacco Co.

WHEELING, W. VA.

Read Tobacco Weekly

MACLIN-ZIMMER-McGILL TOBACCO CO

Petersburg, Virginia, U. S. A.

MANUFACTURED TOBACCOS FOR EXPORT

Over 100 Years Experience ~

CORNUCOPIA



TOBACCO PLUG & CUT PLUG

EXPRESSLY MADE FOR SHIP STORES

We Manufacture all Styles of Plug, Cavendish, Twist and Cut Tobaccos

Inquiries Solicited

ESTABLISHED 1818

INCORPORATED 1914

CABLE ADDRESS "MACZIM"

CODES USED

A. B. C 4th Edition

LIEBERS STANDARD

BENTLEYS

Price Legislation

(Continued on page 3)

the further provisions that in each such case the merchandise shall have first been offered to the seller at the price originally paid for the merchandise, and that the seller, having been allowed reasonable time and opportunity to inform himself as to the condition of such merchandise, shall have declined or failed to accept the offer.

"In case of merchandise which has become damaged or is deteriorated additional provisions are required. In such cases, the purchaser should be permitted to sell at such price as he wishes if he shall first offer the merchandise to the seller at the price which he paid for the same or for exchange for like merchandise which is in good condition but that also in such cases the purchaser should be required to give the seller reasonable opportunity to inspect the merchandise and that the seller shall have declined or failed to accept the offer. Also, the purchaser should be permitted to sell such damaged or deteriorated goods free from restriction only in conjunction with definite notice that the merchandise is damaged or deteriorated and that such is the reason for its being offered at the reduced price."

This report is signed by Robert R. Ellis, president of the Hessian-Ellis Drug Company, of Memphis, Tennessee, and P. H. Gadsden, vice-president of the United Gas Improvement Company, Philadelphia. The third member of the committee, A. Lincoln Filene, treasurer and general manager of William Filene's Sons Company, Boston, filed a minority report, in which he stated that he dissented from the majority report on the ground that "it did not sufficiently define 'proper restrictions' on resale price legislation." His views on this phase of the subject are summed up in the concluding paragraph of the minority report, which reads:

"Proper restrictions' can only be defined in our minds if we ask ourselves the following questions, the answers to which will, in my opinion, inevitably indicate that the restrictions proposed by my colleagues are insufficient to accomplish the purpose for which they were framed: Should all distributors, whether wholesalers or retailers, be permitted by legislation to sign individual agreements with the owner of a trade-mark article not to sell below the resale price fixed by said owner? Should such legislation include restrictions designed to protect the distributor, who may require rapid turnover of merchandise on hand in order to get capital for new merchandise which he needs? Should legislation

differentiate between 'predatory' price cutting on branded merchandise and price cutting as might normally be expected from distributors who enjoy access to market, lower operating cost or other economic advantages over their competitors? If there is federal legislation passed to protect the resale price fixed by the owner of branded merchandise should there also be legislation to protect the public against suffering a loss due to the elimination of competition among distributors in the sale of such merchandise? Should such legislation take the form of requiring scrutiny by an agency of the federal government of the profits of owners of branded merchandise who have taken advantage of the provisions of resale-price legislation?"

As is indicated by the questions, the voting is not to be confined to three restrictions which should be incorporated in any permissive legislation. There, to be voting also upon the question whether or not there should be legislation and what form legislation should take. Upon these questions the referendum panellet contains material which develops the arguments, pro and con.—L.A.M.M.

Would Cut Out Price Cutters

"An annual burden of more than \$150,000,000 has been imposed upon the American people by the Supreme Court's interpretation of the laws governing distribution of trade-marked merchandise," said W. H. Crichton Clarke, attorney for the American Fair Trade League, in a statement issued today, "and this great burden will be removed by the enactment of the Capper-Kelly bill proposed at the opening of Congress."

"In 1911," continued Mr. Clarke, "the United States Supreme Court refused to enforce a contract for the stabilization of retail prices on so-called branded or trade-marked goods. Since that time there has been a vast and ominous growth in consignment and agency systems, chain stores, service station outlets and other devices for the regulation and stabilization of the prices of the goods and services which they distribute. It is well recognized by economists that it is more expensive to distribute commodities by consigning them to third parties or by establishing agencies or chain stores clustered under one ownership than it is to distribute such products by means of inexpensive contracts foregoing the otherwise destructive price-cutting competition between the distributors of such products. Thus, when the Supreme Court refused to enforce the inexpensive contracts, business was forced on to an expensive agency consignment or ownership basis, at the expense to the public of the difference."

"A trade condition in which retail prices for branded products cannot be stabilized by means of inexpensive contracts between producers and distributors, but can be stabilized by burdensome and expensive agency and consignment systems, or even by refusing to sell goods to unfair price cutters, has naturally produced the utmost confusion in the minds of business men and the public. Small producers can not invest money in advertising to create a demand for their goods, but price cutters can then destroy their entire investment by means of predatory pricing wars unless the producers have sufficiently large capital to protect themselves by employing the cumbersome agency, consignment or refusal of further sales systems. Thus, trade-mark goods have become an innocent victim of price cutters and the producers of branded goods instead of being expected to compete with other producers of similar goods have been drawn into self-destructive competition with themselves."

"The Capper-Kelly bill, if enacted, will clarify and remove the existing conditions in the law. It will promote equality thereunder by protecting both producers and dealers against unfair competition by a few unscrupulous merchants. 'I cannot believe,' said Justice Holmes, of the United States Supreme Court, in a dissenting opinion in the Dr. Miles case, 'that in the long run the public will profit by the course'

able Address, "WILSIMMONS"

Codes { A. B. C. Fifth Edition Improved
Arnold's No. 5 and 15

Established 1886

W. H. SIMMONS & CO.

Packers, Dealers and Exporters
ALL GRADES TENNESSEE AND KENTUCKY TOBACCO

Correspondence Solicited

entling knaves to cut reasonable
for mere ulterior purposes of
the own, and thus to impair, if not
destroy, the production and the sale of
articles which it is assumed to be desir-
able people should be able to get.

The Capper-Kelly bill will encourage
competition in production and in the
quality of the goods instead of forcing
a producer into suicidal competition with
his own goods. It will prevent injury
to goodwill and thus remove from busi-
ness the burden of building up enter-
prises and then having them smashed to
pieces by price cutters.

"nally, it will protect the trade-mark
owners, distributors and the public
against the injurious and uneconomic
practices which have grown up through
the refusal of the courts to enforce trade
contracts."

Owensboro Outlook

OWENSBORO, Ky., Dec. 19.—Tobacco
sales on this market are given as fol-
low:

	Pounds	Avg.
Gro Rivers	2,264,165	\$ 7.85
Burley	139,165	\$13.08

McLeland, Withers & Hicks say:
"The market fluctuated somewhat on
practically all Green River grades, al-
though the lower general average for
the week is due chiefly to the large per-
centage of common tobacco in the of-
ferings."

"The floors closed yesterday for the
holidays, sales to be resumed Monday,
December 28."

De Hodge Tobacco Company com-
ments thus:

"Sales ran a little over 2,000,000
pounds per week for the three weeks
the market has been open, which is about
all that two sets of buyers can go
through in that time."

"No improvement is noticed in the
quality of the offerings, however buy-
ers seem to realize there is not much
chance for better stock showing out of
this crop and taking their usual per cent.
This makes a regular market which helps
to satisfy the farmers even though the
average is considerably below what was
expected."

"Green to dark leaf is much in de-
mand, and which makes this type sell
higher than at any time this season."

"This market will open again on De-
cember 28, and our next report will be
sent January 2, 1926."

"Wishing you the compliments of the
season."

Hopkinsville Dark Fired Tobacco Sales

HOPKINSVILLE, Ky., Dec. 18.—Total
sales of Dark-Fired tobacco for the
week, 1,301,790 pounds; average price
100 pounds, \$10.91. Sold to date
1925 crop, 3,793,000 pounds; average
price per 100 pounds, \$11.63. Sold to
same time last year, 870,420 pounds;
average price 100 pounds, \$11.88.—J. W.
Hancock, President, Hopkinsville To-
bacco Board of Trade.

Hopkinsville Market Rush Continues

HOPKINSVILLE, Ky., Dec. 19.—The
rush of dark-fired tobacco to the Hop-
kinsville loose leaf auction floors con-
tinues and sales this month already ag-
gregate 3,793,000, which is more than
had been sold in two months last year.
While there has been a preponderance
of low types and nondescript stuff of-
fered the prices thus far have been
equal to those of last season. The
average here for the year is \$11.63, as
officially reported by Wallace Hancock,
president of the Tobacco Board of
Trade; a trifle higher than the same
period; a year ago, when it was \$11.38
a hundred pounds. Sales for the past
week were 1,301,790 pounds at an average
of \$10.91. Really choice offerings
were on the floor but one day, when
more than 400,000 pounds sold for
\$14.10 average. Quotations for the
week follow:

Trash—\$2.50 to \$4.00; Lugs—common
\$4 to \$5; medium \$5 to \$8; good \$8 to
\$12. No fine. Leaf—low \$5 to \$8;
common \$8 to \$15; medium \$15 to \$20;
good \$20 to \$30; fine \$30 to \$35.

The experiment of regular sales of
Burley tobacco here has aroused much
interest and the first one drew many
buyers representing the largest interests
handling this kind of weed. For sev-
eral years Burley has been grown by a
number of farmers who shipped it to
central Kentucky markets. This year
the Christian county crop is estimated
at about 3,000,000 pounds and a con-
siderable quantity has been raised in
neighboring counties. Low types were
tried out on the market first, 161,115
pounds bringing an average of \$14.80.
There were no rejections, and most of
the growers expressed themselves as
highly pleased with the prices. Several
crops of good Burley brought as high
as \$19 a pound. The cold, dry weather
of the past week has prevented proper
handling of the Burley in the barns,
which will cut down offerings for the
present. Burley buyers have agreed to
be here every Saturday until the crop is
marketed.

No definite statement has been made
by the officials of the Dark Tobacco
Growers Cooperative Association as to
when receiving stations will be opened,
but the opinion was expressed that it
would be about the middle of January.
Houses will be operated by Hopkins-
ville, Paducah, Clarksville, Henderson,
Mayfield, Owensboro, Madisonville,
Springfield, Bowling Green and other
centers in the Dark district. The asso-
ciation has sold nearly thirty million
pounds since November 1, two-thirds of
which came from the dark-fired district.

Pool Statement to Members

The following statement has been is-
sued by the pool:

"When members of the Dark Tobacco
Growers' Cooperative Association, in
mass meetings and through resolutions,
served notice on the organization that
they would not deliver their 1925 crop,
and also asked to be relieved of future
obligations under their contract, they
(Continued on page 32)

J. M. VAUGHAN, Pres. J. W. VAUGHAN, Vice-Pres. R. N. CASTLEN, Sec'y.
Cable Address: "VIRGINIA," OWENSBORO, KY.

Kentucky & Virginia Leaf Tobacco Co. (INCORPORATED)

BUYERS, REHANDLERS AND REDRYERS ON
Leaf, Strips, Stems and Scraps
FOR DOMESTIC AND EXPORT TRADE
Green Rivers, Burleys, Darks, Virginia and Carolina Tobaccos

Improved Stick and Apron Drying Machines.
With Capacity of 200,000 Pounds Per Day.

Samples Submitted.
Orders and Contracts Solicited.

OWENSBORO, KY.

Louisville Office: 1120 West Main St., LOUISVILLE, KY.

G. F. VAUGHAN TOBACCO CO.

BUYERS, REHANDLERS, REDRYERS OF
LEAF, STRIPS, STEMS, AND SCRAPS
FOR HOME AND EXPORT TRADE

Samples Submitted. LEXINGTON, KY. Contracts Solicited.

W. R. NAGEL & CO.

Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco

OFFICE AND FACTORY:
NINTH & FINDLAY STS., PADUCAH, KY.

W. B. KENNEDY Cable: Kennedy Codes: Arnold's 5 and 15, A. B. C. 5th Edition

W. B. KENNEDY & SON PADUCAH, KY., U. S. A.

Leaf Tobacco Broker and Handler of All Grades of Leaf and Strips
Business Solicited on Orders for Commission
Factories: Paducah, Ky., Murray, Ky., Mayfield and Martin, Tenn.

A. R. BLANKS TOBACCO CO.

LEAF AND STRIPS Handled on Order or Contract
FOR DOMESTIC AND EXPORT TRADE

All Grades of Fired, Air-Cured and One-Sucker

Orders and Contracts Solicited. MADISONVILLE, KY.

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboy's—Rappees—High Toasts—Strong, Salt, Sweet and Plain
Scotchs

MANUFACTURED BY
GEORGE W. HELME COMPANY
111 FIFTH AVENUE, NEW YORK

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W. Rudolph & Bro. Clarksville, Tennessee

Dealers and Brokers in Leaf Tobacco

We give our personal attention to all orders either small or large.
Samples submitted upon request. Branch: Springfield, Tenn.

THE TOBACCO TRADING CORP., All Kinds Kentucky - Tennessee & Virginia - Carolina
— LEAF TOBACCO —
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Cable "Robey" Franklin,
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Branches:

Bowling Green, Ky.
Scottsville, Ky.
Gallatin, Tenn.

Plants and equipment for Buying, Air Drying and Packing on all One-Sucker Markets.
—Any Quantity—Samples Cheerfully Submitted.

E. S. ROBEY & CO., Inc.

FRANKLIN, KENTUCKY, U. S. A.

Exporters of Leaf Tobacco

Specializing Kentucky—Dark Air Cured

Codes: A.B.C. 5th Edition
Western Union

Branches:

Russellville, Ky.
Hartsville, Tenn.
Carthage, Tenn.

Contract or Commission

Cable Address: Elbeco Established 1906 Codes: Arnold's 5 and 15 Western Union

L. B. CORNETTE & COMPANY

Dealers and Exporters

120½ East Ninth Street, Hopkinsville, Ky., U. S. A.
All Grades Western Dark Fired Leaf Tobacco Bought on Order or Commission. Orders and Correspondence Respectfully Solicited.

Cable: Austin, Greenville

{Arnolds No. 5
A B C 5th Ed. Improved



LEAF TOBACCO
THE AUSTIN CO., Inc.
GREENEVILLE, TENN.
Latest Proctor System

FRED P. GASKELL CO.

Shipping and Forwarding Agents to all Parts of the World.

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Lowest Rates and Best Service

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SPECIALTY—BURLEY AND ONE SUCKER

BUYERS AND HANDLERS
ORDERS SOLICITED
Operating on markets at Franklin, Tenn.,
Mt. Pleasant, Tenn., and Hartsville, Tenn.,
and Scottsville, Kentucky.

Head Offices: Nashville, Tenn.

CABLE ADDRESSES {U. S. A.—Command, Owensboro, Ky.
ENGLAND—Invade, Liverpool.

ROSS TOBACCO COMPANY, (Incorporated)

(Formerly called ROSS-VAUGHAN TOBACCO CO.)
BUYERS, REHANDLERS AND REDRYERS OF

LEAF TOBACCO and STRIPS ON ORDER

FOR HOME TRADE AND EXPORT

Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying
U. S. A. Offices—Owensboro, Ky.

British Offices—John Ross & Co., No. 27 King St., Liverpool, Eng.
Factories—OWENBORO, KY., LOUISVILLE, KY., PRINCETON, KY., SEBREE, KY., ERIN, TENN.
Buyers on all Hogback and Loose Leaf Markets in Burley and Dark Sections

THE MEADS TOBACCO CO.

If it's TOBACCO we have it
DOMESTIC AND EXPORT

RED LION, PA. U. S. A.

Cable: "Meads," York, Pa. Codes: Arnold's 5 & 15, A. B. C. 5th, c/o Western Union.

Cable Address "ROSSAFRICA" LOUISVILLE, KY

Ross Tobacco Company

INCORPORATED

AFRICAN BRANCH

OFFICE AND FACTORY 111-113 WEST MAGAZINE STREET

LOUISVILLE, KY., U.S.A.

J. M. PHILLIPS, GENERAL MANAGER

MANUFACTURERS OF ALL GRADES AFRICAN AND BLACK FAT LEAF TOBACCO

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MORELAND, WITHERS & HICKS, Owensboro, Ky.
Cable Address: "Moreland"

(Successors to J. S. Phelon)

Leaf Tobacco Brokers, Dealers and Rehandlers

Can handle all grades in any way desired, on Order or Commission. Personal care given
all business, with special attention to Green Rivers and Burleys

Kentucky Tobacco Sales During November

Figures Compiled by State Commissioner of Agriculture

FRANKFORT, Ky., Dec. 12.—Clell Coleman, State Commissioner of Agriculture, makes report of sales of tobacco in all warehouses in Kentucky during the month of November, 1925, as follows:

	Sale of 1924 or Previous Year's Crop				1925 Crop			
	Pounds	Total Value	Average Price per 100 lbs.		Pounds	Total Value	Average Price per 100 lbs.	
Burley Tobacco sold for growers....	9,405	\$1,138.11	\$12.10	216,360	\$34,455.80	\$15.92		
Burley Tobacco sold for dealers.....	103,140	19,239.23	18.65	26,205	4,975.29	18.98		
Burley Tobacco resale.....	95,040	16,199.05	17.04	46,515	7,373.55	15.83		
Total Burley and average	207,585	36,576.39	17.61	28,908	46,804.64	16.19		
One-Sucker Tobacco sold for growers..	87,605	9,237.82	10.54	.....	.....	.....
One-Sucker Tobacco resale	7,280	360.75	4.95	.....	.....	.....
Total One-Sucker and average	94,885	9,598.57	10.11	.....	.....	.....
Unfried Dark Tobacco sold for dealers	42,070	5,195.98	12.35	.....	.....	.....
Unfried Dark Tobacco resale	23,130	3,047.78	13.17	.....	.....	.....
Total Unfried Dark and average	65,200	8,243.76	12.79	.....	.....	.....
Green River Tobacco sold for growers .....	.....	.....	.....	253,630	29,740.01	7.3		
Total Green River and average.....	.....	.....	.....	253,630	29,740.01	7.3		
Grand total and average	367,670	\$54,418.72	\$14.80	542,710	\$76,544.65	\$14.10		

Burley Auction and Co-op Markets

LEXINGTON, Ky., Dec. 13.—According to the statement of Supervisor of Sales Ben Bosworth, of the Lexington auction tobacco market, made public this morning, sales of Burley tobacco on the Lexington auction market for the past week totalled 2,786,710 pounds, which brought \$619,425.77, an average of \$22.23 a hundred pounds.

Sales for the opening week of the season, starting December 1, were 2,030,595 pounds for \$453,407.36, an average of \$22.32, and the total sold so far on the Lexington market was given as 4,817,305 pounds for \$1,072,833.13, an average of \$22.27 a hundred.

Sales by warehouses for the week were reported as follows:

Warehouse	Pounds	Value	Avg.
Geary	627,765	\$145,975.85	\$23.36
Peoples	543,990	124,873.71	22.95
New Independent	697,810	151,486.57	21.71
Virginia Avenue	565,625	122,639.87	21.68
Jewell	351,520	74,449.79	21.18

Totals for week 2,786,710 \$619,425.77 \$22.23

No figures were available from the result of deliveries to the Burley Tobacco Growers' Co-operative Association, but a perusal of local newspapers generally from all parts of the Burley district indicate that the growers have been receiving when they delivered their crops to the pool receiving plants an average above 10 cents a pound.

Reports from other sections of the Burley district in which auction houses are operating indicate good prices for Burley. If the reports given to the press are accurate the little town of Gallipolis, Ohio, led the whole Burley district with an average of \$24.75, but practical tobacco men point out that the reports of sales from that point, as well as from Huntington and Hurricane, West Virginia, which show slightly lower prices, are mere estimates, given in round numbers and of no value to the trade or to the growers, so far as any

indication of actual prices paid is required. The tobacco sold at Gallipolis has not in former years been marked by high quality and the price given for it at town is not taken as accurate.

Shelbyville, Kentucky, reported 56,615 pounds sold to date for \$94,250, an average of \$21.20 a hundred, at the Globe warehouse and 374,520 pounds for \$79,713.44, an average of \$21. hundred.

Maysville reported for the Litchy house sales of 250,755 pounds for the week at an average of \$21.80 a hundred, and for the Gray house sales of 2,500 pounds at an average of \$20.7

The Tri-State and Kenton looseleaf houses at Covington failed to reach the 300,000 pound mark for the week-end. Carrollton, Ky., houses also had no sales as to volume, with nothing to tag of as to price, which ran under 20 cents a pound. According to the Covington report, the Kenton house sold 16,995 pounds for \$39,178.87, an average of \$23.67, and the Tri-State sold 121,500 pounds for \$27,210.04, an average of \$21.79.

New Loose Leaf Tobacco Firm

ORLINDA, Tenn., Dec. 17.—Last week at the opening of the local looseleaf market, Richard Porter and W. W. Wilbert announced the organization of a new loose leaf floor, with sales based for each Tuesday and Friday during the season.

Glasgow Fire Loss \$50,000

GLASGOW, Ky., Dec. 19.—In the recent fire loss at the warehouse of the American Tobacco Company, which rapidly spread to other tobacco warehouse in the vicinity here, the damage is now listed at fully \$50,000. High winds wiped out the buildings and stockpiled firemen could attack the blaze.

K. STRAUS & CO., Inc.

Importers and Packers of

HIGH GRADE LEAF TOBACCO

301 to 307 N. Third Street

Philadelphia, Pa.

SUHLING & CO., INC.

VIRGINIA, CAROLINA & KENTUCKY TOBACCO

Cable Address:
"Suhling," Lynchburg Lynchburg, Va.

Connecticut Surprised With a Last Minute Rush

**Buyers Invade Market For Broad Leaf and Havana Seed—
Round Tip Also Sold—Fair Prices Recorded—Improved
Situation All Around—No More Ass'n Sales Reports.**

HARTFORD, Dec. 19.—Contrary to all expectations, much more activity was shown in this market during the past week and many sales took place. These were rather unexpected for this period of the year, and some of the goods were for immediate shipment. In most cases the buyers are for dating after the new year. Transactions covered all types and grades of both broad leaf and Havana seed, as well as both new and old leaf grown.

Round Tip Sold

It even included a goodly number of less of the much neglected round tip, which none was grown in 1925. Buyers will have to content themselves with what they can find suitable, out of the 1923 and 1924 crops, of which there are still some fairly desirable wrappers left to be had. The small acreage in 1925 of primed Havana seed is fast taken off the market at very satisfactory prices to the producers. These are good for the sale of every sale, in the very near future, thus showing the effect of keeping production just in line with demand.

This makes for better marketing conditions, as well as letting the producer sit at the driver's seat, and make the price instead of the buyers doing it. It is the present condition in the broad leaf and Havana seed crops of 1925 growth, with growers paying so little heed to the fundamental law of supply and demand. Yet, with all the gloom cast over the entire tobacco growing sections of New England, there are some bright spots showing up, and Santa Claus has certainly appeared in the flesh within the last few days.

Some Buying Started

Buying of both Havana seed and broad leaf, to the tune of several hundred crates, has started with a rush. The price paid will range up to thirty-two cents a bundle for Havana, with the cigar crops going from fifteen cents upward. The broad leaf sold at a range in price from twenty cents to twenty-five cents in the bundle. In some cases our cents extra is allowed where a grower was equipped to sort, and to grade, do it, in order to keep him busy during the winter.

There are many growers who usually start their own crops, and generally have a good class of tobacco, who have expressed a desire to sell in the bundle and deliver early, at a considerable concession on the price they would expect if the crop was sorted. Generally, when asked one of them why they want to do it, variably the answer is: "Florida, or the rest of the winter!"

Situation Improves

Local press articles, bearing on the tobacco situation, have subsided to a great extent, and we no longer see whole columns on the front page telling of the dire straits of the tobacco grower. These are good for the same space to use to record the good news that the buyers have at last invaded the market, and commenced to lift the crop of dependents. At a price, too, that is fair return to the grower who has a worthy crop.

Poor Grades To Sort

Sorting shops, that have been running for two weeks, report a much greater run of good grades than was expected, and a bigger percentage of low grades. So the upper grades are working to cost more than at first thought. Much of this run of the crop is attributed to the "dry damps" that have been taken down portions of a crop. Dry tobacco never sorts up to its full value, for the leaves cannot be properly cleaned. On the other hand, the later grown tobacco is in excellent case,

and shows up much better when on the sorting benches.

Buyers Come

Buyers and visitors in town this week were: S. H. Grabosky, of the G. H. P. factory, Philadelphia; Leo Tausig, of Escalante & Company, Chicago; H. Kuttinauer, of Tampa; Wm. Richter, of the Optimate factory, Syracuse; Leo Hirsch, L. Leopold, M. L. Gershel, H. Oppenheim, H. Cohen, Howard Cullman and J. L. Fielding, of Cullman Brothers; Percy Lowe, Jack Marquess, M. Neuberger and Ira Strouse, of Strouse & Holzman, all of New York.

Many shipments, in both cases and bales, were sent forward this week by rail and boat, the latter taking most of the Tampa freight, on account of better connections at New York with the steamship lines for the south.

Association Notes

"There ain't any"—and they are no longer going to give out reports of sales, though later on they may be willing to make known the quantities shipped out of storage. Up to present time they have not reached any point in relation to new appointments in regard to the sales management.

I wish a Merry Christmas and Happy New Year to all.—NUTMEG.

Closing a Good Year With Indiana Dealers

INDIANAPOLIS, Ind., Dec. 19.—One of the best years the Mooney-Mueller-Ward Company has ever had is just coming to a close. Members of the firm believe a great part of their success has been due to the jobbing of eminently popular cigar brands. Among these are the conspicuous examples of the Bobrow Brothers Recall, and the Yocum Brothers Y-B, which are tremendous favorites in this territory. Even more effort is now scheduled for these titles in the 1926 forecast, and it is confidently predicted that the local jobbers will break another marvelous record in the new year.

Star Green Boosted By The Tinkham Bros.

JAMESTOWN, N. Y., Dec. 21.—Particularly effective efforts have been placed behind the Star Green nickel cigar by the Tinkham Brothers, of this city. This is absolutely so because the Deisel-Wemmer Company has found that the local territory of operations has largely exceeded all expectations. At the branches of the Tinkham Brothers jobbing houses in Buffalo and Rochester it is said by Fred B. and Frank M. Tinkham that the other brands of the Deisel-Wemmer Company are also showing a constant improvement, and that the new year will register further gain.

Grabosky Goes to Hartford

Passing through New York on his way to the Hartford market, manufacturer S. H. Grabosky, of El Producto fame, remarked that the business of the year had been highly satisfactory, and that the New Year promised even more for the G. H. P. Cigar Company.

The Connecticut Valley Tobacco Ass'n, Inc.

JOSEPH W. AISOP, Pres.

Headquarters:
225 State Street
Hartford, Conn.



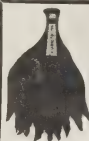
HATHEWAY AND STEANE
GROWERS OF CONN. SHADE
And Packers of Leaf Tobacco
235 State Street Hartford, Conn.

Steane, Hartman & Co., Inc.
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.
"After all, nothing satisfies like a good cigar."

HIPPLE BROS. & CO., Inc.
HATFIELD, MASS.
GROWER AND PACKER OF
BROAD LEAF and HAVANA SEED Tobacco

E. L. KOHLBERG & SON
CONNECTICUT TOBACCOS
144 WATER ST., NEW YORK
Telephone John 2831

M. J. GANS PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobacco
219 State St., Hartford, Connecticut



M. W. BOYLE
PACKER and GROWER
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32 Bridge Street, Hatfield, Mass.



L. B. HAAS & CO., Inc. Established 1885
Growers, Packers and Dealers
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R. J. WHALEN
HATFIELD, MASS.
GROWER AND PACKER OF
BROAD LEAF and HAVANA SEED Tobacco

SILBERMAN & KAHN, Inc.
Growers of Shade-Primed Connecticut.
Packers of Connecticut Broadleaf and Havana Seed.
109 COMMERCE STREET, HARTFORD, CONN.

HUNTTING BROS.
Growers and Packers of Connecticut Shade, Primed,
Broadleaf and Havana Seed
East Hartford, Conn.

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Grower and Packer of Connecticut Leaf Tobacco
Office and Warehouse
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P. O. Address
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MENENDEZ & CO.

Leaf Dealers, Packers and Exporters
OF

TOBACCO

Cable Parra 87 Amistad St., HABANA, CUBA

HINSDALE, SMITH & CO., Inc.

Established 1846

Importers of Sumatra and Havana and Packers of
Connecticut Leaf Tobacco
SPRINGFIELD, MASS.

125 Maiden Lane
Cable Address "Nargit"

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Compania de Abraham Haas

ESCOGIDAS Escogedor de Tabaco En Rama
SANCTI SPIRITUS
LAS VUELTAS

SAN MIGUEL 85, HAVANA, CUBA
Cables: Haas, Havana

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Commission Merchants

LEAF TOBACCO and CIGARS

Virtudes 74, HAVANA, Cuba

MANUEL A. SUAREZ & COMPANY

(S. en C.) ESTABLISHED 1873

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WALTER SUTTER COMPANY

COMMISSION MERCHANTS—EXPORTERS

LEAF TOBACCO

SALUD 89

HAVANA, CUBA



Pablo L. Perez
Frank B. Brester

Cable: Palapa
Cables: A.B.C. 8th Ed.
Brester's

PABLO L. PEREZ & COMPANY
LEAF TOBACCO

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SOBRINOS DE A. GONZALEZ

HAVANA LEAF DEALERS

Industria 152-158

Habana, Cuba

P. O. Box 495

Cable ANTERO

Chicago

(Continued from page 13)

Ruskin cigars to the holiday buyers the Chicago newspapers.

M. B. Levin, vice-president of Nathan Fox & Company, is receiving the congratulations of the trade this week. An eight pound girl arrived as an early Christmas present from his wife. Both mother and daughter are doing well.

Fox Fax Out Again

Fox Fax, issued monthly by Nathan Fox Company, is welcomed by the trade. The December issue shows "Business Builders," a section devoted to better merchandising. "Short Filler," a comic section is full of funny stories. "Insurance" is gone over, advising dealers to be safe and have insurance. "Business Chances" section lists for sale, wanted, and any information requested will be given by applying to the Fox Fax Bureau.

Ricoro cigars are the big noise with all the United Stores. It is a Ricoro Christmas wherever you see the red front, and extra certificates are given with each Ricoro purchase.

The old Volglesang landmark, in former days a world known restaurant and the dining place of well known men

of its day, is coming down to make room for a new skyscraper.

Smoking by co-eds was banned by recent meeting of the board of deans of Iowa State College. The deans had the practice undesirable, either in dormitories, on the campus or in college.

This is a candy Christmas. Never was Chicago known to have sold so much candy as has been sold in the last week. Cigar stores are getting a big share of this trade, as many dealers carry big stocks of well known candies.

This is an age of salesmanship. There are rewards to be found by the inventiveness of the craftsman, the student and the executive, but it is the salesman who really commands the big money in this when finding a market is the biggest single problem in competitive business.

Compliments of the Season

As this letter goes to press your correspondent again wishes you all a merry Christmas and a happy and prosperous New Year, and hopes that whatever the new prices of Tampa made cigars will be with the coming of the New Year, that each and every one of us will take off your coat and hat, and no matter what they may be, that you all enjoy the fruits of the battle, and share all records made during the year in closing.—H. L. H.

Chicago Trade In Throes of Christmas "Turmo"

Holiday Business Demonstrated as Remarkable—White Malt Fine Breitung Display—Walgreen Gets Ten New Stores in Minneapolis—Churchill's Supreme Show.

CHICAGO, Dec. 12.—The Christmas buying rush is on. Stores are packed, and from the present outlook of business done this week, the dealers all look for the largest December in the history of the trade.

Handsome window displays are shown, and the humidors and wall cases are loaded with Christmas packings of cigars, cigarettes and tobacco. Money is being spent freely.

Imported cigars are in much demand, and high grade pipes and humidors for cigars, tobacco and cigarettes are selling better than in past years.

Women's Charm Fades

"There isn't a man in existence," Dr. Lena K. Sadler believes, "who isn't disappointed when he sees a woman, for whom he cares anything, smoke a cigarette."

This is one of the arguments against a woman's smoking which Dr. Sadler gave a few days ago at the closing session of the sixth annual meeting of the association of deans of women's colleges in Illinois, held at the University of Chicago.

The news that Percival S. Hill, president of the American Tobacco Company, had passed away at his New York home, came as a shock to the Chicago trade. Mr. Hill had many friends here.

Breitung's Display

The stores of Albert Breitung are handsomely decorated in yuletide fashion. Santa Claus and holly wreaths with silver trimmings display La Venda and Altadena, two private brands, Sasieni and Windsor pipes, and fancy packings of cigarettes and tobacco.

The background of each display shows the usual fifty signs of Murad and Egyptian Deities cigarettes, which are designed to attract the Christmas buyer. Bill White, as usual, showed his worth in getting up the displays.

The Walgreen Company has leased the corner store at North Avenue and

Crawford street, for a term of year at an annual rental of \$9,600. This all known drug firm has opened over one hundred stores this year.

Ruhrstrat-Christian Company have applied the dealers with a clever St. Nicholas one sheet poster sign. Each features La Fendrich, Charles Day, Garcia Grande and Cuesta-Rey firms, which they distribute here.

Humidors Sell

Iwan Ries & Company, "The pipe house of Chicago," are giving special attention to high grade humidors this season. This house, now located at 111 West Lake street, is closing the last business in its history. Strictly a pipe house, they have built up a large side in several middle western states. Mr. Reis, head of this progressive firm, to be congratulated on its rapid growth.

A clever Christmas sign, shown in many stores, says this is a service station for Santa Claus' Christmas inventory, and features Admiralty, Poir's Eight Center, John Ruskin, Lozano and Garcia Martine, brands, distributed by the wholesale house of Nathan Fox & Company.

Al Spellman, sales manager of the San Telmo Cigar Manufacturing company, is in our midst. Al always says the holidays here. He is stopping at the Morrison Hotel, and wishes everybody a Merry Christmas and a Happy New Year.

Schulte's store continues to attract the Christmas shoppers with Lucius Optimo, Webster and El Producto cigars. A holiday offer of Blue Boar cigars is taking well. With each sixty cent tin and a \$1 pipe, you can purchase a tin for \$1.

Peter J. Bauer, our well known roller, takes things easy at his office 208 North Wabash avenue. Pete represents several large Pennsylvania cigar firms.

(Continued on page 32)



New Orleans Ends Most Excellent Business Year

Cigar Factories Close Season—Reduction of Forces Due After Holidays—Inventories Now in Order—Cigar Machines Enter Factories—Gothelf Lands Jung Lease.

NEW ORLEANS, La., Dec. 18.—The cigar factories of New Orleans, with few exceptions, report having done a larger measure of business this year than was the case in 1924, and at the present time are every available operative at work. The increase in volume of production will run from 10 to 40 per cent, depending upon the size of the plant. It would be unfair to draw distinctions, hence it must be stated broadly and truthfully that, despite some of the threatened burdens to the industry, and those which bear upon New Orleans cigar manufacturers, the industry, as a whole, has fared well.

Volume of business has increased appreciably during the year now reaching its close. Beginning the new year, however, a very material reduction in the output of the factories is anticipated. Firstly, there will be, quite naturally, a reduction in demand for the cigar factories' products until the pre-holiday purchases have been worked off, and things have stabilized themselves; and, secondly, there will be the enforced idleness of the factories themselves, due to the industry to be taken, as required by government regulations. This will throw out of employment, for the time being, hundreds of operatives whose services are now urgently needed, and who are profitably employed.

Machines Enter

Another factor that will contribute to lessen the demand for labor, is cigar making machinery. New Orleans is a "hard mode" cigar factory town, but the scarcity of good hands and the inconveniences to which the factory people are subjected, at times, by the whims and caprices of its operatives, has prompted the use of them—of no small size, either—regardless of the venture of making part of the product by machinery, a trial. This was an innovation here and during the period of the experiments it is quite reasonable to infer, will make some reduction in the number of operatives employed, so that, from present indications, there is an encouraging prospect that the will soon be ample cigar labor available.

The New Orleans jobbers unite in deciding that the conditions during 1925 were quite satisfactory, from the standpoint of the business transacted by them, and that they look forward to a continued prosperity during 1926. The business, as a whole, exceeded the anticipations of quite a number of them.

Gothelf Gets Jung Stands

New Orleans's newest, the Jung Hotel, with 325 outside rooms and 325 baths, at Cal and La Salle streets, has leased the franchise for its cigar stand privileges, will include cigars, novelties, candy and other accompaniments, to B. H. Gothelf, of Memphis, Tenn. Mr. Gothelf, though of middle age, is an old timer in the cigar business, and is well and favorably known in this city, where he was a frequent trade visitor as the representative of Tampa cigar factories. He has stocked the very attractive cigar stand of the Jung Hotel with choice merchandise from various local and outside factories, included among which are the Golden Galdos of the Pan-American cigar factory, now being widely distributed here.

Royal Guard Parades

The new Acquistapace factory, at 430 Natchez street, is drawing some attention to itself and to its chief product, the Royal Guard, by a unique, though not entirely novel, form of advertising. A stalwart individual arrayed in the showy garb of this military personage, with all the pomp and ceremony becoming one of his station in life, is parading the streets of the city to the awe of the little ones, who mistake the regally dressed counterpart of the Guard as a new form of Santa Claus.

Chairman Thompson and his assistant, Joe Martinez, of the legislative committee of the Cigar Manufacturers' Division of the Association of Commerce, after having surveyed the situation, have concluded that the excitement and bustle incidental to Christmas could not be overcome by even so important a matter as selecting sub-committees. They could not find anybody who had the time just now to attend. Five months will intervene before the next meeting of the General Assembly, so that the matter can well afford to wait until after the holidays.—CRESCENT.

Philadelphia Wholesalers Build Havana Turnover

PHILADELPHIA, Pa., Dec. 21.—In the three months just closing since the M. J. Dalton Company, of this city, took over the brands of D. Emil Klein Company, Inc., their turnover has materially increased. Work of the jobbers' salesmen here has been upon Emancipator, Hardon Hall and the Nottingham brands. In addition to this valuable account, the Dalton firm has the territorial sale of the Romeo & Juliet, through W. T. Taylor, the Partagas, from Robert E. Lane, and the Carolina, Cabanas and Manuel Garcia of similar high repute as imported cigars of established merit.

Florida Jobbers Double Their 1925 Business

MIAMI, Fla., Dec. 19.—Handling the distributing accounts here of A. Santella & Company's Optimo, the Waitt & Bond, Inc., Blackstone, the H. Fendrich, Inc., La Fendrich, and the Gonzalez & Sanchez lines, the local jobbing house of Monsalvage & Drane has more than doubled its business this past year. Florida retailers, of course, are doing more and more every day, and the consequent demands upon their wholesalers is enormous. It is anticipated, too, that the coming year will surpass the present high records. For there is no doubt the enticing climate of this state induces the outdoor life, and the resulting increase in smoking.

New Leaf House

A. L. Ullnick has opened offices at 147 Water street, New York, for the transaction of a leaf tobacco business. His telephone number is John 0174.

Morris Goes to Cuba

Checking his baggage for Havana, Morton Morris, of S. Ruppel, Inc., left last week for a few days in Cuba.

JUAN B. DIAZ

BRUNO DIAZ

ROSENDO PEREZ

Packings:

- San Juan
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- Puerto de Golpe
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- Guaymas
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MARK A. POLLACK, Inc.

Commission Merchants and Exporters

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Special attention given to American and Foreign Accounts

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SPECIALISTS IN PARTIDO

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Packers, Strippers and Exporters, Havana Tobacco

Specializes in Remedios, Vuelta Abajos and Partido

Consulado 91-93, Havana, Cuba

We give special attention to tobacco for the American and Foreign markets

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88 A. AMISTAD STREET HAVANA, CUBA

Leaf Tobacco

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PACKER AND LEAF DEALER IN

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100 Galiano Street Habana, Cuba

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ANGEL MENENDEZ S en C

Dealers in All Kinds of Havana Tobacco

Specializing—Remedios & Vuelta Abajo Tobaccos

SITIOS 11, HAVANA, CUBA

HIJOS DE DIEGO MONTERO

S. en C.

COMMISSION EXPORTERS LEAF TOBACCO

DRAGONES 106-101 HAVANA, CUBA

M. A. ANDRE

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168 WATER STREET NEW YORK

Havana 6 Corrales St. San Juan, P. R. 72 Tetuan St.

NEW YORK

SELGAS & COMPANY

IMPORTERS & PACKERS

Havana & Porto Rico Tobacco

Warehouses: 128 Water St. Havana—Consulate 138-140 Porto Rico—Manati

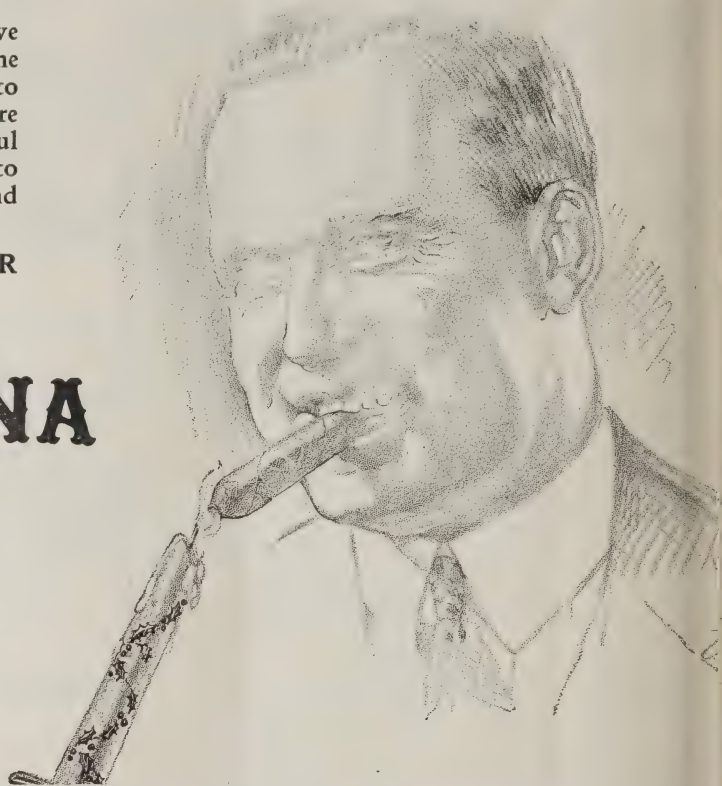
More than a wish—may we
MAKE this year a happy one
 for you by enabling you to
 participate in greater measure
 than ever in the wonderful
 prosperity that has come to
 all our friends both old and
 new.

**CONGRESS CIGAR
 COMPANY**
 PHILADELPHIA, PA.

LA PALINA

CIGAR

*made
 good*



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Packer of and Dealer in
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 Office: Cor. Duke and Chestnut Streets
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Packing Houses: Strasburg and Lancaster

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Cigar Leaf Tobacco

241 No. Prince St.
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Seedleaf Tobacco Growers Co.

All Grades
Pennsylvania Tobacco
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Lancaster County Leaf Tobacco

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J. M. MINKOFF, PROP.

All Types of Leaf Tobacco

210 W. Grant St. Lancaster, Pa.

We have the right tobacco for that cigar.
 Accurate, reliable service guaranteed.

N.L. NOLT & SONS

Packers & Growers of
LEAF TOBACCO
*Specializing in Pennsylvania
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 BAREVILLE, PA.

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Packers of
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 Tobacco Guaranteed Strictly Sound
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The Groff-Hildebrand Tobacco Co.
 24-26 E. Grant St. Lancaster, Pa.

York County News

York, Pa., Dec. 21.—Officers to be voted for at the January meeting were nominated at the meeting of the York County Cigar Manufacturers' Association held last Monday evening at Red Lion. The nominations were made by a committee appointed by the president, B. M. Hannigan. The candidates are: President, B. M. Hannigan, T. E. Brooks and H. L. Haines; vice president, Arthur McGuigan, L. Earl Grove and Roy Snyder; secretary, C. M. Ehhalt and Sterling S. Knisely; treasurer, Arthur S. Zeigler and Harry W. McGuigan.

To consider Sesqui Centennial Exhibit
An invitation to the York County Cigar Manufacturers' Association to exhibit their cigars at the Sesqui-Centennial international Exposition in Philadelphia next summer was extended by H. L. Wickersham, a representative of the exposition. The exposition will be in progress from June 1 to Dec. 1, 1926. Mr. Wickersham, who gave a detailed description of the proposed exposition and invited the manufacturers to exhibit as an association and as individuals. The question of participating in the exposition will be discussed at the next regular meeting.

President B. M. Hannigan presided at the meeting and Secretary Ehhalt read considerable correspondence pertaining to various features of the tobacco industry. This correspondence consisted of letters from many different parts of the United States.

The subject of tax reduction on cigars was brought before the members and results in an extended discussion, with numerous arguments advanced on both sides of the question. Those who participated in the discussion were T. E. Edwards, Brooks, C. S. LaMotte, J. Frank Strayer, David A. Horn, C. H. Horn, Secretary Ehhalt and President Hannigan.

"Among Those Present"

Members present were: Daniel Spangler, C. Miller, Charles Meads, C. S. LaMotte, B. F. Sentz, Harvey A. Waugh, E. Sentz, Charles Freedman, H. D. Zeigler, Paul Reichard, Thomas L. Ada, J. W. Lowe, J. Frank Strayer, S. S. Stabley, Herbert E. Smith, B. S. Strider, Curry G. McGuigan, Laury Sevi, C. D. Myers, J. C. Winter, C. A. Mill, Frank Snyder, Arthur McGuigan, David A. Horn, Perry A. Tschopp, William C. Frutiger, M. C. Downs, Arthur J. Thompson, T. Edward Brooks, John Kelly, Quay Minnich, Stewart H. Lavette, Sterling S. Knisely, Vernon D. Frey, Charles W. Horn, John Keller, Har. Fishel, W. H. Toomey, Arthur H. Lads, D. E. Wolf, Harry Wolf, L. Earl Grove, Pius Wolf, H. W. Himes, Jack Fishel, D. Curwin Kaltreider, Garver Strobeck, Jacob L. Shindler, H. E. Smith, Clair Sentz, Roy Smith, Aar. Huson, S. Edward Mate, Samuel Wirris, Charles H. Roseman, William

H. Myers, Clayton H. McGuigan, C. M. Ehhalt, secretary, and President B. M. Hannigan. J. W. Barnes, Greensboro, N. C., was a visitor.

Tax Bill Amendment Defeated

An amendment to the tax bill which would prevent a reduction in the tax on five cent cigars offered by Representative Franklin Menges, of the York-Adams Congressional District, was defeated in the House, according to a dispatch received from Washington, D. C.

General opposition to any alterations in the schedule of reductions fixed by the House ways and means committee and pressure by the tobacco interests to obtain reduced taxation on all tobacco products were behind the unfavorable vote on Representative Menges' amendment.

Under the terms of the amendment proposed by Representative Menges, the reduction in the stamp tax on five-cent cigars from \$4 to \$2.50 would not become law. It was the opinion of the author that the small cigar manufacturers of this district would be put to a disadvantage in competing with machine made cigars.

In a speech supporting his proposal, Representative Menges said the effect of the retention of the tax cut provision would not only throw out of employment some 20,000 workers, but would greatly injure the manufacturers of hand-made five cent cigars, most of which are produced in Red Lion, Wind-rose, Yoe and Dallastown.

Boxmakers Meet

Representatives of the Eastern Cigar Box Manufacturers Association from many cities in Pennsylvania and the east met at the Yorktown Hotel, this city, for the last quarterly convention of the year. The meetings were presided over by Allen Kauffman, of this city, in the capacity of president. The morning meeting was held with approximately 50 persons attending. There were discussions regarding fire insurance, transportation, the lumber industry and similar subjects. Following the morning session, a luncheon was served at the hotel. Immediately following the luncheon, there was another session which continued until 4 p. m. Representatives of the trade were present from New York City, Philadelphia, Baltimore, Reading, Allentown, Harrisburg, Lancaster and this city.

Revenue Stamp Sales

Cigar stamp sales for the week ending December 12 at the sub-office of the York-Adams division of the First U. S. Internal Revenue district of Pennsylvania at Red Lion amounted to \$28,048.95. This is probably the high water mark, for the rush for holiday cigars is about over. On the last of November the office had been open just nine months and during that time \$1,090,000 worth of stamps were sold there. There are more cigars manufactured in the vicinity of Red Lion than in any other part of the York-Adams district.

A Federal building for Red Lion, the

(Continued on page 32)

MT. JOY FARM PRODUCTS CO., Inc.

Growers, Packers and Dealers in

PENNSYLVANIA TOBACCO

All Lancaster County Grown MT. JOY, PA. Correspondence Solicited

HENRY MILLER'S SONS

309 RACE STREET, CINCINNATI, O.

Growers and Packers of

DOMESTIC TOBACCOS

Packing Houses: MELROSE, CONN. QUINCY, FLA. MIAMISBURG, OHIO

E. L. Nissly,

H. Roy Nissly,
ESTABLISHED 1885

E. Jay Nissly

LANCASTER TOBACCO COMPANY

Exporters of LEAF, STRIPS, SCRAPS,
CUTTINGS and SMOKING TOBACCO

Factory equipped with the latest improved machinery, for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.

Office and Factory:
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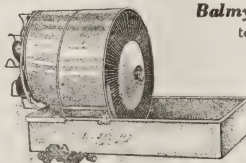
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1109 Pleasant Street

JANESVILLE, WIS.

LEAF TOBACCO

Specialty Wisconsin Tobacco



Balmy, Moist Atmosphere

to prevent the leaf from drying out—
to keep cigars fresh—

The American Portable Humidifier

For Nine Years

used by the leading Cigar MANUFACTURERS in all departments
where humidity helps production.

CIGAR JOBBERS and RETAILERS find it THE humidifier best suited
for use in humidors and stock rooms, large or small.

No mist, no spray, no noise.

Humidity evenly distributed and regulated.

40% of total sales are repeat orders

AMERICAN AIR PURIFIER CORPORATION

165 East 35th Street

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Striped Pennsylvania Fillers
ALWAYS ON HAND—PRICED REASONABLY

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INCORPORATED

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BULKED
FANCY
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ANDREW JENSON & SON

Packers of Wisconsin Leaf Tobacco

EDGERTON, WISCONSIN

Latest Equipment for Reweaving Seedleaf Types of Tobacco

CRAGGS & SMITH

Tobacco Manufacturing Engineers

Suppliers of all kinds and makes of Tobacco Machines; Cigarette paper, Tapes, Tipping material, Adhesives, Humidifying Systems (Rhode Island Humidifier), and all other kinds of cigar and cigarette manufacturing supplies. Domestic and Export.

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We serve sixteen tobacco companies. This proves beyond doubt our ability to handle shipments of tobacco. It would give us great pleasure to number you among our clients. We are able to serve you out of Atlantic and Gulf ports, with our own office or personal representative at each place. We handle shipments efficiently and economically. Soliciting your patronage, and trusting that we will have the pleasure of handling your shipments.

Recent Tobacco Exports From Hampton Roads

Reported by the Virginia Forwarding Corporation of Norfolk, Va.

From Norfolk

S. S. Manchester Merchant, Nov. 16; 400 tierces leaf tobacco for Liverpool; 125 hhd. leaf tobacco for Manchester.
S. S. Cold Harbor, Nov. 17; 762 tierces leaf tobacco for Manchester.
S. S. St. Anthony, Nov. 18; 10 hhd. leaf tobacco for Copenhagen.

S. S. Balsam, Nov. 17; 1013 tierces leaf tobacco for Cardiff; 72 hhd. leaf tobacco for Dublin.

S. S. Gaasterdyk, Nov. 18; 20 c/s plug tobacco; 450 hhd. leaf tobacco for Rotterdam.

S. S. West Canon, Nov. 19; 5 cases plug tobacco, 1337 hhd. leaf for London.

S. S. Bay State, Nov. 21; 215 cases plug tobacco; 3 cases smoking tobacco; 2167 tierces leaf tobacco for Liverpool.

S. S. Exeter City, Nov. 23; 1007 tierces leaf tobacco for Bristol.

S. S. Hanover, Nov. 23; 12 hhd. leaf tobacco for Hamburg; 32 hhd. leaf tobacco for Bremen.

S. S. Scotland Maru, Nov. 23; 14

hhd. stems; 12 hhd. leaf tobacco for Munkden; 200 cases cigarettes for Shanghai; 300 cases cigarettes for Dalny.
S. S. Belgian, Nov. 17; 517 tierces leaf tobacco; 6 cases plug tobacco for Liverpool; 26 hhd. leaf tobacco for Manchester; 1 case plug tobacco for Newcastle.

S. S. Bird City, Nov. 24; 118 hhd. leaf tobacco for Helsingfors.

S. S. Savannah, Nov. 25; 312 tierces leaf tobacco; 2 hhd. leaf for Glasgow.

S. S. Bolton Castle, Nov. 25; 1300 hhd. leaf tobacco for Shanghai.

S. S. Manchester Citizen, Nov. 25; 510 tierces leaf tobacco for Manchester.

S. S. West Pool, Nov. 28; 150 hhd. leaf tobacco for Bremen.

S. S. Artigas, Nov. 27; 2034 tierces leaf tobacco for Avonmouth.

S. S. Westerner, Nov. 30; 10 hhd. leaf tobacco for Rotterdam; 1 box tobacco samples for Rotterdam; 35 hhd. leaf tobacco; 1 box tobacco samples for Antwerp.

S. S. Seythian, Nov. 30, 1 case plug tobacco for Zurich, Switzerland; 10 hhd. leaf tobacco; 2 cases scrap tobacco; 9 hhd. leaf tobacco for Antwerp; 662 hhd. leaf tobacco for London.

S. S. Gorm, Nov. 30; 43 hhd. leaf tobacco for Oslo; 111 hhd. leaf tobacco for Copenhagen.

S. S. Lehigh, Nov. 27; 189 hhd. leaf tobacco for London.

S. S. Anacortes, Nov. 28; 1557 tierces leaf tobacco for Liverpool.

S. S. Bellflower, Nov. 28; 2002 tierces leaf tobacco for Avonmouth and 10 hhd. leaf tobacco for Avonmouth.

From Newport News

S. S. Papani, Nov. 16; 113 cases plug tobacco; 1 case smoking tobacco, 1172 pkgs. leaf tobacco for Sydney.

S. S. Belgian, Nov. 17; 287 hhd. leaf tobacco for Liverpool.

S. S. City of Shanghai, Nov. 18; 228 cases leaf tobacco for Wellington.

S. S. Bessemer City, Nov. 20; 474 hhd. leaf tobacco for Tientsin; 20 hhd. stems; 1582 hhd. leaf tobacco for Shanghai; 25 hhd. stems for Tientsin, 28 hhd. stems for Mukden.

S. S. Redbird, Nov. 20; 13 cases smoking tobacco for Havana.

S. S. City of Bedford, Nov. 14; 60 hhd.

stems; 1,000 hhd. leaf tobacco for Shanghai.

S. S. Yosevic, Nov. 23; 500 hhd. leaf tobacco; 952 cases cigarettes; 6 cases smoking tobacco; 20 hhd. stem for Shanghai; 2 cases cigarettes; 4 cases smoking tobacco for Peking.

S. S. St. Anthony, Nov. 18; 4 hhd. leaf tobacco for Helsingfors.

S. S. Gaasterdyk, Nov. 18; 15 hhd. leaf tobacco for Rotterdam.

S. S. Savannah, Nov. 25; 20 hhd. leaf tobacco for Bangalore.

S. S. Slavic Prince, Nov. 2; 10 hhd. leaf tobacco for Kobe; 108 hhd. leaf tobacco for Shanghai.

S. S. Bay State, Nov. 21; 607 tierces leaf tobacco for Liverpool.

S. S. Lehigh, Nov. 27; 141 hhd. leaf tobacco for London.

S. S. City of Lahore, Nov. 2; 18 cases cigarettes for Bangkok; 4 cases cigarettes; 20 cases smoking tobacco for Manila; 380 cases cigarettes for Nagapore; 2406 pkgs. leaf for Shanghai.

S. S. Anacortes, Nov. 28; 35 hhd. leaf tobacco for Liverpool.

S. S. Karimoan, Nov. 30; 3 hhd. leaf tobacco; 1 case tobacco sample for Seerahaya; 2 hhd. leaf tobacco for Belawan; 2 hhd. leaf tobacco for Medan; 295 hhd. leaf tobacco for Cebu.

A remarkable record of a remarkable tobacco

THIRTY-THREE per cent more Porto Rican cigars were imported by the tobacco trade of the United States during the fiscal year 1925 than in the previous twelve-month period. The recent Porto Rican harvest of leaf tobacco is practically sold out.

Merit is beating a path for Porto Rican cigars and tobacco. There is a very decided trend toward Porto Rican cigars and tobacco in this country.

Manufacturers, jobbers and dealers will profit by serving the demand of smokers for Porto Rican cigars, or cigars containing Porto Rican tobacco.

*We can tell you more about
Porto Rican cigars and tobacco.
Write for information.*

GOVERNMENT OF PORTO RICO TOBACCO GUARANTEE AGENCY

136 Water Street, New York

Telephone John 1379

F. LINARES, Agent

To protect buyers of Porto Rican tobacco the Government requires the affixing of a Government Guarantee Stamp to every box of cigars and every bale or barrel of P. R. tobacco leaving the island. Look for these stamps.

Tobacco at a World's Exposition

PHILADELPHIA, Dec. 19.—Tobacco growers and merchants will have unlimited opportunity to display the present state of that industry at the Sesqui-Centennial International Exposition beginning June 1, in Philadelphia.

The exhibit will be housed in the Palace of Agriculture which occupies eight and one-half acres of space in the Exposition grounds. Plans now being worked out contemplate exhibits from Virginia, Kentucky, North and South Carolina, Connecticut, Florida, Georgia, Tennessee, Pennsylvania, Ohio, Wisconsin, Porto Rico, the Philippines and Cuba.

The tobacco industries can boast of as interesting an historical background as any one which is purely American in origin. It is planned that each step in the cultivation of the plant, including the harvesting, curing and preserving shall be shown at the Sesqui. The difference between a light and a heavy tobacco, those which influence the quality of the leaf for cigars and cigarettes are rolled by machinery as well as by hand, and a host of other details well known to the tobacco trade but more or less mysterious to the tobacco using public will be made graphic for the benefit of the million who will visit the Exposition. Improved methods in handling and production will be manifest also.

It is the purpose of officials in charge of the Exposition exhibits to bring all the great industries together in an unrivaled showing of those articles of trade which give the United States its enviable position in the industrial world today. Therefore, they are endeavoring to cause the leaders in industry to the tremendous advantages to be gained by cooperation in this undertaking.

Exports Steady Increased Demand
The importance of the tobacco industry cannot be gainsaid. Pulpit and press have fought against its alleged evils but the industry enjoys steady increased demand. Statistics reveal that its growth within the last fifty years—since the Centennial Exposition in 1876—has been phenomenal. The last five years have seen the most rapid development of the entire country.

Tobacco exhibitors at the Sesqui will serve educational, patriotic and advertising purposes in presenting something without precedent in the history of exposition. Such a comprehensive survey will serve to focus attention upon the tremendous growth of an industry which has become so much a necessity as a social habit.

H. E. Wickersham, who has been associated with several previous national exhibitions, has been appointed chief of the Tobacco Industry Division of Agriculture at the Sesqui-Centennial Exposition, and is in charge of soliciting the cooperation of growers and merchants in the tobacco exhibit. Mr. Wickersham has already approached the official groups of growers, shippers and manufacturers and has been well received. Final arrangements for space must be made in January.

Dominican Export Crop Shows Decline

WINSTON, D. C., Dec. 21.—The early estimates of the Dominican export tobacco crop were for a crop of 5,000,000 pounds at the lowest and for a very good quality, says American Consul at Santo Domingo, reporting to the tobacco section of the Department of Commerce. He continues:

Exports of tobacco from the Port of Santo Domingo, since May have reached about 23,000,000 pounds; exports from the other ports have been heavier this year than last. The local railroad has at times found it impossible to move all the tobacco offered, and it was found neces-

sary to divert shipments from the Interior to other ports. It is probable that exports of tobacco of this year's crop from all ports have reached 30,000,000 pounds.

Dealers estimate that farmers have in their hands about 5,000,000 pounds and that there are in the hands of the various dealers and exporters not less than 10,000,000 pounds. Based upon the foregoing the total export crop should be about 45,000,000 pounds, though at the present rate of exportation much of this tobacco will not be exported this year.

As to quality, much is left to be desired. Hail did much damage to this year's crop just when it was ripe, and later, rains caused much damage when the tobacco was being gathered and cured. A large proportion of the crop has suffered much from the above causes.

Prices on the whole have been satisfactory to the farmers, 5 to 5 1/4 cents per pound for average grade at Santiago. This price has proved too high for the dealers and exporters and their profits have been small, while some had to suffer losses. Consequently today the demand is very light and farmers have had to accept lower prices than during the heavy crop movement.

Greek Tobacco Consumption Taxes Increased

WASHINGTON, D. C., Dec. 22.—The Greek consumption taxes on tobacco, cigars and cigarettes, whether of domestic or foreign origin, have been increased by a recent legislative decree says Acting Commercial Attache C. E. Dickerson, Athens, in a report to the Department of Commerce. The increased taxes which also applied to any tobacco on hand at tobacco factories whether in leaf, cut or packed in boxes, are as follows: First quality cut tobacco and cigarettes, cigars, and thin cigarettes, 172 (formerly 148) drachmas per kilo; Second quality cut tobacco and cigarettes, 132 (formerly 120) drachmas per kilo.

The forced loan tax of 20 per cent of duties and taxes is not levied on this increase.

On and after January 1, 1926, the two different qualities of cut tobacco are to be abolished, and it is understood that the sale of cut tobacco in packets will be prohibited after that date, with the exception that the possession and sale of boxes of cut tobacco now in stock may be permitted until two months after that date.

Manning Case Dismissed

WASHINGTON, D. C., Dec. 22.—Upon the recommendation of its Chief Counsel, the Federal Trade Commission has dismissed its complaints against Joseph P. Manning Company, a wholesale tobacco dealer of Boston, Massachusetts. Commissioner Thompson dissented to the issuance of the order. The complaint charged the respondent with discriminating in price between different purchasers of tobacco products.—L.A.M.M.

Checks Received Quietly

DANVILLE, Va., Dec. 19.—No great rush was evidenced here this week when the Tobacco Growers' Co-operative Association made its second payment on the 1924 crop. Many of the checks were for relatively small amounts, but there were some who received substantial sums on the eve of Christmas. Some of the checks are still here and have not been called for.—TETLEY.

Kuttner Comes From Tampa

While 'most everyone else is bound for Florida, A. Kuttner reversed the process and came north last week for a look at the leaf markets.

ELADIO MIRANDA

PACKER and STRIPPER OF INLAND
PORTO RICO TOBACCO
VEGA BAJA, PORTO RICO



STERN-MENDELSON CO., INC.

HAVANA & PORTO RICO TOBACCO
165 FRONT ST., NEW YORK

FRANCISCO BUXO

Grower, Stripper and Packer of

SAN LORENZO FILLERS OF PORTO RICO TOBACCO

San Lorenzo is located in Porto Rico's best tobacco sections.
SAN LORENZO, PORTO RICO

EDWIN A. BENJAMIN

Manufacturer of

PORTO RICAN CIGARS FOR JOBBERS

Prices ranging from \$22 to \$75 per M.
Package goods \$19 to \$25.

Caguas,

Porto Rico

KOHLBERG-GONZALEZ CO., INC.

Nothing Satisfies Like a Good Cigar.

PORTO RICAN TOBACCOS

144 Water Street, NEW YORK Tel. John 2821
Warehouses & Plantations: AIBONITO—COMERIO—GURABO

Cable "Coblas"

COBIAN SOLARES & CO., SUCS.

S. en C.

Growers, Packers and Strippers of Porto Rican Tobacco
Our Specialty Comerio Tobacco

Comerio,

Porto Rico

Cable: "Menendez" Bayamon

Code: A. B. C. 8th Ed.

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PACKER and STRIPPER of

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BAYAMON, PORTO RICO

RAMON MORAN & COMPANY

Growers, Packers & Strippers of

Porto Rican Leaf Tobacco—Exclusively Inland

MANATI, PORTO RICO

FRANCISCO GALENO CABAN

UTUADO, PORTO RICO

OWNER and PACKER OF

High Grade Porto Rico Tobacco

Exclusively Inland

ORTIZ HERMANOS

AIBONITO, PORTO RICO

Growers, Packers and Strippers of Exclusively INLAND

PORTO RICAN TOBACCO

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45 WATER STREET

NEW YORK

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IMPORTERS AND PACKERS OF

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Warehouses: HAVANA, CUBA

UTUADO, P. R.

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SOLA Y CO., INC

CAGUAS, PORTO RICO

Packers, Strippers and Dealers in

PORTO RICAN LEAF TOBACCO

NORBERTO GARCIA

UTUADO, PORTO RICO

Grower, Packer and Stripper of

INLAND PORTO RICAN TOBACCO

JOSE SILVA

Packer, Dealer and Stripper of

PORTO RICAN TOBACCO

Exclusively Inland

JUNCOS, PORTO RICO

CABLE ADDRESS "JOSILVA"

TADEMA INFINITO LORD BYRON

CLEAR HAVANA CIGARS

ARGUELLES, LOPEZ & BRO., Inc., Makers

General Office and Factory, TAMPA, FLORIDA
Boston Office: 522 PEARL ST., NEW YORK Warehouse: HAVANA, CUBA



DONATO VIGIL & CO.

Importers and Exporters of

LEAF TOBACCO

San Juan,

Porto Rico

It's **TOBACCO**
You need every week

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Tobacco from Porto Rico

<i>S. S. Porto Rico</i>	—Dec. 15	Barrels
Rosenstadt & Waller, Inc.	25	
J. Cohn Co.	7	
L. Hirsch	5	
Rosenstadt & Waller, Inc.	130	Bales
Madera Tobacco Co.	40	
I. Lewis Cigar Mfg. Co.	6 cases	
<i>S. S. San Juan</i>	—Dec. 15	Bales
J. B. Lichtenstein	85	
M. C. Winter Co.	15	
M. Winter Co.	135 barrels	
<i>S. S. Carabobo</i>	—Dec. 15	Barrels
Durlach Bros., Inc.	93	
Hamburger Bros. & Co.	57	
Rosenstadt & Waller	32	
H. Duys & Co.	50	
Stern, Mendelsohn & Co.	75	
J. Cohn & Co., Inc.	28	Bales
Durlach Bros., Inc.	88	
Congress Cigar Co.	59	
J. B. Lichtenstein & Co.	152	
H. Duys & Co.	28	
Stern, Mendelsohn & Co.	28	
Hamburger Bros. & Co.	22	

Tobacco from Havana

<i>S. S. Siboney</i>	—Dec. 15	Bales
General Cigar Co., Inc.	500	
I. Kaffenburgh & Son	200	
E. A. Calves & Co.	10	
H. Duys & Co., Inc.	28	
E. P. Cordero & Co.	5	
S. Rossin & Sons	200	
M. Schwarz	33	
American Cigar Co.	100	
J. Fernandez	6	Barrels
E. P. Cordero & Co.	21	
Waitt & Bond, Inc.	66	
S. Rossin & Sons	29	
Stern, Mendelsohn & Co.	42	
M. B. Pendas	5	
S. Ruppig, Inc.	96	
H. Oppenheimer & Co.	10	
American Cigar Co.	99	
R. Sichel	64	
J. A. Mesa & Co.	3	
J. Fernandez	1	
J. Marquisee & Sons	5	
E. Rosenwald & Bro.	96	
Hinsdale, Smith & Coe	80	
F. Miranda & Co.	5	
Waitt & Bond, Inc.	48	Packs.
General Cigar Co., Inc.	218	
M. Vega	4	
S. Rossin & Sons	20	
Bayuk Cigars, Inc.	265	
G. M. Beyea	73	
American Cigar Co.	1	
Yocum Bros.	26	
Hamburger Bros. & Co.	14	
J. V. Lago	2	

Tobacco from Rotterdam

<i>S. S. Yselydyk</i>	—Dec. 16	Bales
L. Schmid & Co., Inc.	10	
B. Stranders	3	
J. Willing Co., Inc.	16	
R. J. Kugelman, Inc.	8	
General Cigar Co., Inc.	154	
H. Duys & Co.	46	
E. Rosenwald & Bros.	7	
Consolidated Cigar Corp.	3	
R. J. Kugelman, Inc.	18 cases	

Tobacco from Manila

<i>S. S. Pres. Garfield</i>	—Dec. 19	Bales
National City Bank	43 bales	

Tobacco from Glasgow

<i>S. S. Athena</i>	—Dec. 16	Bales
Faber, Coe & Gregg, Inc.	10 cases	

Tobacco from Dominican Republic

<i>S. S. Iroquois</i>	—Dec. 16	Bales
W. Luckett	80 bales	
<i>S. S. Start</i>	—Dec. 16	Serons
International Banking Corp.	1000	

Tobacco from Liverpool

<i>S. S. Aurania</i>	—Dec. 15	Bales
Greenwald & Godfrey	1 case	

Tobacco from Belfast

<i>S. S. Galtymore</i>	—Dec. 19	Bales
G. A. Henshaw & Sons	220	

Tobacco from Bremerhaven

<i>S. S. Republic</i>	—Dec. 19	Bales
W. O. Smith & Co.	1	

Tobacco from Canton, China

<i>S. S. Hanover</i>	—Dec. 19	Bales
Industrial Leaf Trading Co.	12	

Tobacco from Haiti

<i>S. S. Haiti</i>	—Dec. 3	Bales
West Indies Tobacco Corp.	10	

Tobacco Stalks from Rotterdam

<i>S. S. Yselydyk</i>	—Dec. 6	Bales
W. S. Luckett	232	

Cigars from Porto Rico

<i>S. S. Porto Rico</i>	—Dec. 5	Bales
Bosch Bros.	31	
J. Klorfein	60	
H. Ottenberg	4	
P. R. Express Co.	1	
F. Bonilla	3	
United Cigar Stores Co.	44	
P. R. American Tobacco Co.	242	
Infanzon & Rodriguez	4	
Villar, Lanza Co.	40	
I. Lewis Cigar Mfg. Co.	2	
Madera Tobacco Co.	5	
P. Costa	189	
United Cigar Stores	8	
C. Schavrien	15	
<i>S. S. San Juan</i>	—Dec. 15	Bales
United Cigar Stores Co.	25	
P. R. American Tobacco Co.	65	
Infanzon & Rodriguez	12	
<i>S. S. Cornelia</i>	—Dec. 14	Bales
Bosch Bros.	184	

Cigars from Havana, Cuba

<i>S. S. Siboney</i>	—Dec. 15	Bales
Hotel St. Regis	1	
Alpers & Mott	2	
Capital Cigar & Tobacco Co.	2	
D. A. Schulte, Inc.	19	
T. H. Hart & Co.	5	
Estabrook & Eaton	3	
Central Union Trust Co.	40	
S. L. Bartlett	1	
Park & Tilford	2	
G. S. Nicholas & Sons	6	
Faber, Coe & Gregg, Inc.	16	
Park & Tilford	1	
T. Lanfort	1	

Cigars from Manila

<i>S. S. Pres. Garfield</i>	—Dec. 19	Bales
S. Frieder & Sons Co.	41	
C. H. Hilbert & Co.	25	
S. J. Freeman & Sons	25	
Philippine Tob. Co.	23	
C. G. Wilson Inc.	27	
H. Peabody & Co.	51	
S. Ferrer & Co.	4	
Austin Nicholas & Co.	3	
Southern Pacific Line	30	
Meritas Commercial Co.	4	
Hothorn Litzrodt Corp.	1	

Cigar Cuttings from Manila

<i>S. S. Pres. Garfield</i>	—Dec. 19	Bales
S. J. Freeman & Sons	1	

Cigars from Vera Cruz, Mexico

<i>S. S. Monterey</i>	—Dec. 14	Cases
Faber, Coe & Gregg	1	

Cigarettes from Liverpool

<i>S. S. Baltic</i>	—Dec. 15	Cases
Kinney-Duke Branch American Tobacco Co.	1	

Cigarettes from Glasgow

<i>S. S. Athena</i>	—Dec. 16	Cases
W. R. Grace & Co.	1	

Cigarettes from London

<i>S. S. American Merchant</i>	—Dec. 17	Cases
R. H. Macy & Co.	1	
Tyce & Lynch	1	

(Continued on page 32)

Baltimore Market

BALTIMORE, Md., Dec. 17.—Gieske & Nann, leaf tobacco merchants, make report as follows:

MARYLAND—Receipts increased to 516 hogsheads, and as sales totaled 1,282 hogsheads, the present unsold stock has been reduced to less than 2,000 hogsheads.

646 hogsheads of new crop ground-leaves have now come in, we must admit our early estimate of about 400 hogsheads was much too low. A few leaves sold up to 26½¢.

(10)—No receipts, sales 12 hogsheads.

Association Data

Leaf Tobacco Associations of Baltimore City issues these statistics for the week ending September 2:

Receipts, Including Reinspections

	Prev. Week	Weekly Total	Net to Date	Same Date 1924
Md and Del.	596	32,295	32,891	31,920
Ohio	433	433	433	851

TOTAL—596 32,728 32,324 32,353 32,759
Reinspections this week: Maryland, 80; to date Maryland, 971.

Deliveries

	Coastwise	For-ward	Total	Ohio	Total
This week	421	85	506	524	506
Previously	8,512	16,215	24,727	524	25,251

8,933 16,300 25,233 524 25,757

Stock in Warehouses

	Md and Del.	Ohio	Total
Stor Jan. 1.....	5,774	824	6,598
Rec to Jan. 1.....	31,920	433	32,353

37,694 1,257 38,951

Deliv since..... 25,233 524 25,757

Stor today..... 12,461 733 13,194

Sales

	Md and Del.	Ohio	Total
This week	1,282	12	1,294
Previously	28,864	287	29,151

30,146 299 30,445

Grd leaves to date, 646 hogsheads.

To Increase Maryland Tobacco Production

WASHINGTON, D. C., Dec. 19.—The Maryland Tobacco Plantations Company, whose executive offices are in the Transportation Building in this city, has organized to develop tobacco culture in Maryland, and a tract of special good tobacco land has been selected on which to produce a really high grade cigarette type of leaf, to help meet the heavy demand for Maryland tobacco.

The acreage acquired by the company will amount to about 800 acres to be planted and should be able to put on the market in less than one million pounds per year. The maximum production will be reached before 1928 and 1929. The company is contracting with the Growers' Association on the basis of delivery of 3 acres of tobacco in 1926, 600 in 1927, and the full 800 in 1928. It is receiving approximately 150 acres for necessary barns, housing and equipment.

The company is selling the acreage in lots from one to ten acres, delivering deed to the same, subject to a contract in which it provides management and marketing of the tobacco for five years. By this system it is able to control the grading and handling of the tobacco and expects to put it out under its own brand through the Association. The price it is asking for each acre with the necessary barns, equipment, etc., is, it is considered, rather low.

Soils

The acreage selected by the Maryland Tobacco Plantations Company was first passed on by recognized soil experts. In addition, practical tobacco men were consulted with reference to the possibilities of the tract from a production standpoint.

LA FLOR DE LA ISABELA

FACTORY, MANILA, P. I.

New York Office:
EMPANIA GENERAL DE TABACOS
DE FILIPINAS
80 Wall Street

San Francisco Office

J. B. HAYES & CO.
200 Bush St.

Climate

The climate of southern Maryland is peculiarly adapted to the growing of a high type cigarette tobacco. This is due primarily to the influence of the surrounding waters. Southern Maryland has over 200 days of growing weather and an ample rainfall for all growing crops.

Maryland Tobacco Culture

The growing of Maryland tobacco antedates the birth of the Republic by more than 150 years. In all that time no one has ever questioned the fine quality of the crop. Prior to the Civil War tobacco was raised by slave labor, and southern Maryland was known in story and song as a land flowing with milk and honey. Prosperity ruled.

The quality of Maryland's tobacco is known the world over for the richness and fragrance of its leaf. It is sought from the four corners of the globe, yet the supply has always been inadequate. France, England, Belgium, Germany, Italy, Spain—each one depends upon Maryland as her principal source of supply for high type cigarette tobacco.

Price More Than Trebled

In ten years the price of Maryland tobacco has more than trebled, yet in that time the State has not increased her production a single pound. The demand is far greater than the supply; southern Maryland could not satisfy the demands of the world's markets if she were to produce 100,000,000 pounds each year, or four times the amount of her present tobacco crop.

The world of commerce looks today to the fertile fields of southern Maryland for the answer, the one section which alone can meet the needs of a great industry. Thousands of acres, lying idle since the Civil War, can meet that demand, if modern methods of production are introduced. Nature holds, dormant in these sunny fields, potential wealth for those who seek it.—K. A. McRAE.

Greenville to Have a Tobacco Show

GREENVILLE, Tenn., Dec. 19.—The Greenville tobacco board of trade in session here recently, at offices of the Austin Company, decided to put on a tobacco show in Greenville November 23, 1926, and back it with \$1,500 in cash prizes. The chamber of commerce will cooperate and be responsible for advertising the show and F. G. Vickers, county agricultural agent, will assume responsibility for lining up the farmers in interest of the show. The event will be known as the Greenville Tobacco Show but will be open to all of east Tennessee, southwest Virginia and western North Carolina.

Election of officers was had at this meeting, resulting in the reelection of all the old officials as follows: Clyde B. Austin, president; W. A. Armitage, vice president; and F. T. Emerson, secretary and treasurer. A sales committee was appointed consisting of Royal Sands, buyer for the American Tobacco Company, C. W. Donaldson, buyer for R. J. Reynolds Tobacco Company, M. B. Lewis, buyer for Liggett & Myers Tobacco Company, F. T. Emerson, buyer for the Austin Company. The following constitute the membership and arbitration committee: J. M. Easterly, John Bernard, John Emerson and C. W. Donaldson.

It was also decided at this meeting to close the market from December 22 to January 4, for the holiday season.

Marquese Happy For New Year

Business almost complete for the 1925 season, Jack Marquese said he was fairly happy over the outcome, and he anticipates an even superior year in 1926.

HIGHEST QUALITY SPECIAL PROCESS

CIGAR BANDS and CIGAR LABELS

WM STEINER SONS & CO.
257-265 W. 17th ST. NEW YORK, N.Y.

QUALITY WORKMANSHIP

ESTABLISHED 1870

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., INC.

Established 1873 Manufacturers New York

Read Tobacco Weekly

"ADT" Tobacco Machinery

The "ADT" Tobacco Cutter

Class B—Model No. 1
for cutting all kinds
of Tobacco

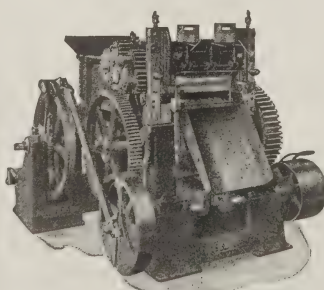
Large Capacity
Precision Cutting

The Machine with the
Crankshaft below
the Knife

Our Catalog No. 50 contains full details and illustrations of 88 Tobacco Machines. We will be pleased to send you a copy.

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Complete facilities
for cooperating
with the tobacco
trade in connec-
tion with its for-
eign business.

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52 Cedar Street, New York

PAUL M. WARBURG
Chairman

F. AEBOT GOODHUE
President

Hopkinsville Has Burley Tobacco Sales

HOPKINSVILLE, Ky., Dec. 19.—Farmers, business men and tobaccoists are elated over the success of the first Burley sales ever held on the Hopkinsville tobacco market, when 161,150 pounds sold on eight of the local floors at an average of \$14.80.

Although the average was low for Burley tobacco, the farmers are well pleased because the prices paid were considered high for the low grade of Burley offered. Nearly all of the weed was common and many growers said they received twice as much as they had expected.

Local business men are elated over the success of the Burley sale because it will not only increase the prestige of this market, but local dealers and manufacturers will process the Burley and prepare it for shipment to the concentration points of the big buyers. Hogsheads and other materials will be bought from local manufacturers and local la-

bor will be employed in the handling. The tobacco men consider the establishment of a Burley market here as being of the utmost importance.

There is said to be a large amount of fine Burley in the county and some of the larger buyers, who have always shipped their Burley to Central Kentucky for sale, say they will bring it to this market, as they consider the prices very good for the common grades. A large amount of the light leaf is expected next Saturday. The sales will continue every Saturday until the crop is sold.

According to J. W. Hancock, president of the Hopkinsville Tobacco Board of Trade, the largest buyers of Burley tobacco in the world were represented here and will continue to send their men here every week until the market closes. The buyers of the Burley were the R. J. Reynolds Tobacco Company, the Liggett & Myers Tobacco Company, the American Tobacco Company, the Southwestern Tobacco Company and E. J. O'Brien & Company.—UNDERWOOD.

Burley Association Gets Temporary Injunction

RICHMOND, Ky., Dec. 18.—A temporary restraining order was issued here in the suit of the Burley Tobacco Growers' Co-operative Association against the Home Warehouse Company, of which William E. Luxon is the chief stockholder, in which the Burley association alleges that Luxon, the company, its employees and agents, refused the inspectors of the association the right which the Kentucky law gives them to go upon the floors of the warehouse to inspect the posted list of names and addresses of growers and owners of tobacco, with a view to preventing the sale of association tobacco over loose leaf auction floors. The temporary restraining order was issued by the circuit clerk in the absence of Judge W. R. Shackelford from the county and prevents Luxon or his agents from interfering with inspection of the lists or of tobacco delivered to the warehouse floor until the case is heard on its merits by the court.

The plaintiff association states in its petition for a permanent injunction in the case that it has information of a reliable nature that the tobacco of members of the association who have pledged their crops to be sold by the association have been selling tobacco over Luxon's floor and that unless the injunction is issued more will do so in future; that it sent its field men to Luxon's house as was its custom since the enactment of the law referred to to examine the posted lists and that the warehouse company "unlawfully refused to allow plaintiff's agents to come upon the premises for the purpose of locating tobacco of its members or for the purpose of preventing such tobacco from being unloaded thereon."

The plaintiff association declares in its petition that the only purpose of Luxon's company in trying to prevent the inspection of the lists by the association's agents is that the defendant corporation desires to give to growers of tobacco who are members of the association and who have contracted their crops to it an opportunity to sell their tobacco over its floors without detection by the association or its agents and without opportunity of the association to prevent such illegal sales as it alleges have been going on on Luxon's floors. It is declared that unless the association's inspectors have such opportunity to inspect the lists as the law distinctly gives them it will afford ample opportunity to growers who want to violate their contracts with the association to do so.

The plaintiff declares that by virtue of its contracts with its members it has equities and property rights in all crops of tobacco grown or produced by its members, that it has a lawful right to go upon the warehouse floors of the defendant at any time during the delivery or sale of tobacco and that its agents, not only as such agents but as citizens of Madison county, have a legal right to go upon the warehouse floors and to inspect the notice required by law to be posted by such warehouses, "which are public warehouses affected with a public

interest and for the sale of tobacco at public auction."

The association declares further that it has no adequate remedy at law in such a case and that if the defendant's agents and employees, are not restrained from interfering with the association's agents going to the warehouse to inspect the lists and notices and the tobacco that is to be sold or being sold it will result in great and irreparable loss and damage to the plaintiff association.

The petition asks for a temporary restraining order, which was granted, a temporary injunction and on the hearing of the case for a permanent injunction restraining Luxon or any of his employees from interfering in any way with the association's men in the performance of the duties assigned to them by the association and which are permitted under the law of the State.—JAYESSA

Burley Tobacco Sales on the East Tennessee Market

GREENVILLE, Tenn., Dec. 19.—Brey tobacco sales on the east Tennessee end Abingdon, Va., markets:

Greenville

	Lbs.	Av.
Sales this week	1,024,616	\$19
Sales last week	635,768	169
Sales to date, 1923 crop	1,710,444	135
Sales to same date last year	1,418,620	62

Knoxville

Sales this week	331,318	197
Sales to date, 1923 crop	611,228	100

Morristown

Sales this week	153,158	24
Sales to date, 1923 crop	397,066	103

Johnson City

Sales this week	172,510	104
Sales to date, 1923 crop	285,808	185

Abingdon, Va.

Sales this week	166,006	740
Sales to date, 1923 crop	302,808	740
Total sales for section to date this year	3,107,354	Average price for the section to date, \$20.71

Sales this week were very lively. Prices on common and medium tobaccos very strong. Quality of the sales lively as good as last week, good many of the better growers holding their crops until after the holidays.

Prices as a whole are satisfactory to growers. General feeling that there will be an increase in acreage throughout section next season. We expect sales to continue heavy until our market closes for the holidays.

Smith Takes American Snuff Plant

MAYSVILLE, Ky., Dec. 19.—Bears the American Snuff Company will not operate on the local market this season the building formerly occupied by the will be used by S. B. Smith & Company, tobacco brokers and exporters. They will remove from the Arthur B. Jarvis factory here, and a portion of the old mill building will also be used by F. C. Burnett, former manager of the American Snuff Company in this territory.

DARK TOBACCO

The Dark Tobacco Growers Co-operative Association—a selling organization for 70,000 tobacco growers of Kentucky, Tennessee and Indiana, with headquarters at Hopkinsville, Ky., U. S. A.—offers for sale all types of tobacco grown in the entire Dark Tobacco District as mentioned to the right. All tobacco handled and graded by expert tobacco men; prices uniform.

FOREIGN OFFICE

In charge of Mr. W. M. Fallon (formerly with United States War Finance Corporation.) Sentinel House, Southampton Row, London, W. C. I., England.

LIMITED STOCKS OF 192, 1923 AND 1924 CROPS

Packed in Hogsheads, Air-Cured or Redd and Continental Order. Dry Leaf and Straws for English, Continental or Domestic Trade.

ALL TYPES

GREEN RIVER TYPE, Owensboro, Ky.
STEMMING TYPE, Henderson, Ky.
ONE-SUCKER TYPE, Bowling Green, Ky.
DARK FIRED TYPE, Hopkinsville, Ky.
Clarksville, Tenn., Springfield, Tenn., Paducah, Ky., and Mayfield, Ky.



PRINCESS PAT CIGARETTES

FEDERAL TOBACCO CORPORATION -CHICAGO-



San Francisco News

SAN FRANCISCO, Cal., Dec. 15.—The holiday trade is getting a fine headway in the retail trade. The jobbers have got their first of December holiday picking out to the trade, or mostly to the late orders are beginning to pour in. So already, the jobbing trade is able to tell about where it is at, and the story it tells is encouraging. The year started out in rather a discouraging way, and while a pick-up of trade was expected, this came on so slowly that there was little room to rejoice in it. But the time salesmen began to get busy on holiday packings, there was a revival in the retail trade that was very steady, and it has kept growing, so that a large degree of confidence has been placed in the confidence of the retail trade is rapidly coming into actual sales. So the report of most of the jobbers is that the aggregate of the year's business is well ahead of that of last year.

Joseph Rinaldo, President of the Rinaldo Cigar Company, states that they are closing the biggest year on record in good shape. A recent survey by the San Francisco Call of the popular brands of the city, reveals that the Van Camp is placed 91 per cent in the La Palma 72 per cent in San Francisco, and that in the list of self-branded Van Camp ranks third and La Palma fifth in the city.

After quite a spell of experiment the Rinaldo Company has concluded to discontinue its sub-depot in Oakland, and to ship the wagons direct from the San Francisco headquarters, as the ferry charges amount to less than the rental expense, and it is thus possible to supply the trade without the expense of a large reserve stock. They intend to power to retain an office there to receive hurry up orders and to facilitate business for those who wish to pay their bills on time.

L. L. Judell & Company, have been going strong for more than a week, after a strenuous Saturday before, they shipped out four mail wagon loads of cigar post orders and have been going strong ever since. Emil Judell reports that the worst is over. They have sold their entire holiday stocks, and are waiting the pleasure of the factories for material for later orders. Fortunately for the Alhambra trade, the President Lincoln just arrived with 720,000 from Manila.

The Garcia Vega headquarters has been busy place. The trade during the last eight months has grown a hundred per cent, and the Holiday orders ran strong. They were fortunate in receiving these early, so that they have avoided the delays due to the grand amide in Tampa.

Vilante Nieto states that they are enjoying a very fair holiday trade, and the year as a whole will average up well. They have had some difficulty in getting goods as fast as desired due to the delays in Tampa, because of the fact that the flood of incoming land-hungry hordes, and phenomenal shipments of provisions, and other goods as a result has blocked the freight depots that it has become a great problem to handle any cargo on time, outgoing as well as incoming.

Among the visitors to the city during the last week was Charles S. Finch. He is up to attend the funeral services for an old-time friend, A. A. Knox.

former cigar man in San Francisco, who passed away in Oakland a few days ago. But as he was formerly a San Francisco cigar salesman, he took time to visit a number of former friends. For several years he was with the Garcia y Vega in Los Angeles, and made a good record there. He has now joined the sales force of A. Sensenbrenner Sons, makers of the Santa Fe cigars, and reports a splendid trade in the down town section of Los Angeles. He states that the city has come back in great shape from its hard experience of last year, and the Santa Fe is going big, both in Los Angeles and San Diego.

L. T. Echenberg, in charge of the H. T. Judell distribution in San Jose, reports a wonderfully prosperous trade in the great fruit center. Wonderful crops of apricots and prunes, together with high prices, and thousands of dollars worth of other fruits and vegetables, have brought big sums of money into the valley, so that all business is up on the keen edge.

J. E. Ward is opening a new stand a little off of Market on First street, and fitting it up in classy shape. J. E. has been a cigar man "forever," though forever isn't by any means a century ago. He has always had abundance of friends, and knows pretty well what he is doing in his new cigar venture. He has twice before operated stands of his own, which he sold, and has recently been assistant Boquet Cohn in one of his chain stores.

Arthur Meyer, President of Michalitschke Brothers & Company, reports a gratifying success in the sale of the Perfection Malt cigarette paper, of which they have the sole agency. It is a very superior French product, and is receiving the favor of those who roll their own. Henry the Fourth, Meyers states, is still gaining many friends.

P. S. Hill Leadership

(Continued from page 3)

Tiffany, a crowning example of his art. There was never any thought of selling it—made solely as a work of art; an expression of what Tiffany & Company regarded as a masterpiece of artistry in silver.

The set is entirely hand-wrought and most elaborately chased. The motif of decoration is a ram's head and floral wreath, done in an adaptation of Byzantine classic and Louis XVI. The set is inscribed as follows: "Presented to Percival Smith Hill, President of The American Tobacco Company, by His Associates as a Token of Our Esteem and Affection, and to Bear Testimony of Our Appreciation of the Qualities of Our Leader, His Genius, His Energy, His Fairness, His Friendship; December, Nineteen Hundred Twenty-Five."

It is a most gratifying thought in the minds of the associates of Mr. Hill that he was entirely cognizant of the plan and the splendid expression. By rare good chance, when all arrangements had been concluded, and nothing but the formal presentation to be made, the gift and the idea back of it were brought to his attention. It was the golden hour of his leadership in The American Tobacco Company.

Gyory Back From Hungary Soon

After a rather extended visit to his old home in Budapest, Hungary, Frank E. Gyory, of Berriman Brothers, Tampa, will return to New York and Tampa about the first of the new year.



MARIE ANTOINETTE

A Specialty in Mild Havana Cigars

27 Sizes—MADE IN—27 Sizes

"Bought When Quality is Sought"

Descriptive Booklet and Samples Sent Upon Application

E. KLEINER & CO., Inc., Makers

320-322 E. 63d Street, New York City

CEDAR CAN LINING

PRESERVE THE AROMA OF FINE CIGARS

We Specialize in Cedar Linings for Cigar Cans

THE CEDAR PRODUCTS COMPANY

Philip L. Hans & Son, Proprietors

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SUMATRA

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Room 418, 186 North La Salle St.

CHICAGO ILL.

Glass Cigar Box Covers

Highest Quality—Lowest Prices

Our Style D Suits the Purpose

100	.....	15 cents each
250	.....	14 cents each
500 or more	.....	12 cents each

Includes Printing on Glass or Metal

Choice of Five Colors

Send for Sample.

GEBHARD MFG. CO.

Manufacturers

9-11 E. FAIRMOUNT AVENUE, NEWARK, N. J.

WILLIAM H. WHITNER

Importer and Packer of

LEAF TOBACCO

24-25 and 26 Wall Street

BINGHAMTON, N. Y.

Tobacco Merchants' Association Of The United States



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 Harvey L. Hirst, New York vice-president.
 Asa Lemien, New York, treasurer.
 Chas. Denkind, New York, counsel and managing director.

Imported Tobacco

(Continued from page 28)

S. S. Minnetonka —Dec. 14
 Hoole Service Co.1 case

Cigarettes from Porto Rico

S. S. Porto Rico —Dec. 15
 United Cigar Stores Co.1 case

Cigarettes from Bremerhaven, Germany

S. S. Republic —Dec. 19
 D. Sternberg1 case

Cigarette Paper from Marseilles

S. S. Pres. Garfield —Dec. 19

Cases
 Peter J. Schweitzer Inc.100
 To order76

Cigarette Points from Bremerhaven, Germany

S. S. Republic —Dec. 19
 American Blueflueveem, Inc.3 cases

Pipes from Glasgow

S. S. Athenia —Dec. 16
 A. P. Lundin2 cases

Briarwood from Italy

S. S. Liberty Land —Dec. 16
 A. & J. Vassas, Inc.640 bags

Pipes from Havre

S. S. Liberty —Dec. 19
 Thomas & Pierson10 cases

Oxford Offerings

OXFORD, N. C., Dec. 19.—Our sales for the week amounted to 598,232 pounds at a warehouse floor average of \$18.77. The low average is due, in part, to the fact that the warehousemen have, this week, been disposing of their stock and that some farmers are delivering their scrap. The scrap this year is very common, anything in the way of bright lugs and broken leaves having been tied up and sold in the bundle.

Our sales to this date last year amounted to 5,609,942 pounds at an average of \$24.95, the difference in average of course being due to the fact that many of the farmers crops, especially the late plantings were devoid of color and bringing a rather low price.

The market closed on the 18th, with bright tobaccos in as active demand as at any time during the season, and will resume sales on Monday, January 4.—W. A. ADAMS CO.

Wendell Average, \$20.58

WENDELL, N. C., Dec. 18.—Total tobacco sales for official week ending Dec. 18. 148,393 pounds; average price, \$20.58 per 100 pounds. Sold to date of 1925 crop, 3,289,668 pounds; average price per 100 pounds, \$21.23. Sold to same time last year, 2,119,298 pounds; average price per 100 pounds \$20.89. Market closes until January 4.

Hopkinsville

(Continued from page 19)

little realized what an important and far reaching step they were taking, and what might probably be the influence on prices, however, the directors met the demands of the membership and at the October meeting of the board a resolution was passed waiving the liquidated damage provision of the contract and leaving the individual member free to dispose of his crop in any manner or by any system he might choose; that is, deliver to the association, sell at the barn or by the loose leaf system.

When this action was taken it virtually removed the association as a factor in the market and made it impossible for it to exert an influence in favor of high prices, as it had done for three years. This action, which was taken absolutely on the demand of the members, had another effect that is of importance to every tobacco grower. It not only left the law of supply and demand to control prices on the new crop, but made that law applicable to the holdings of the association, which were at the time the resolution was passed almost eighty million pounds. On this tobacco it is impossible for the organization to maintain the graded price, and the equity of the members was therefore reduced.

"Large sales of this tobacco, almost 30,000,000 pounds, have been made since November, but a distribution to the members cannot be made until a large sales must go to the retirement of loans and not until all loans are paid will a distribution be made to the membership. And when the distributions and final payments are made they will not be on a basis as high as the original graded price, because the association must meet the present market price, which in many instances is below the original price

placed on this tobacco by the association. All members of the association must realize that their equity in the present holdings of the association must and will be governed by the trend of prices on the crop now being marketed."—UNDERWOOD.

Chicago

(Continued from page 22)

tories, and has many jobbers here handling his brands.

Traveling at full speed at 28 East Monroe street, the Miles Cigar Company is enjoying a large box business, and their holiday orders overshadow all past years. Rush orders for F. Garcia & Brothers, F. Garcia and La Pinta cigars have been sent daily to New York and Tampa. Alexander Heimbolt, controlled by this firm, is also selling well. Benson and Hedges cigarettes, in Walnut and nickel packings, have been heavily stocked, too.

Churchill's Showing

A large advertisement by Churchill's showed the towers of the Wrigley building, in which they are located. Three hundred ninety-eight feet below is Chicago's smartest smoking shop, and they show an array of smoking essentials and luxuries that no other shop in town can display.

Pipes and tobaccos from England, cigarettes from Macedonia, cigars from Cuba and Tampa, smoking accessories from Paris, and a large variety of good looking Christmas gifts awaits the smoker's pleasure.

Cartons of Between the Acts are all dolled up in holiday wrappings here.

Max Maier of Robt. J. Kugelmann & Company, New York leaf dealers, was a late visitor this week. Max left for the Twin Cities, then east to New York for the holidays.

Schulte's stores surprised the trade with a special sale of La Palina ten cent size.

Cigarette Deals

Murad week went over big, fifty Murads at seventy-five cents, with ten gratis, made a big hit.

Lucky Strike cigarettes are getting a big boost this week, a flat tin of fifty, decorated in Christmas greeting wrappers, is sold for twenty-five cents, the factory absorbing the tax.

With each two hundred Natural cigarettes ten Lucky Strike cigarettes are given gratis.

Louis Furstman, at 400 South Wells street, who recently bought this store, finds business very good. A recent arrival in six sizes of F. Garcia & Brothers cigars is now on display. Lou carries all the popular brands.

Blue Boar Xmas Container

Blue Boar in one pound tins, covered with a silver container, is being placed with the dealers as a holiday offering to the consumer. They are very pretty indeed.

All the stores offer the new Tuxedo deal. With one twenty-five cent tin a fifty cent W. D. C. Stanwix pipe is sold for thirty-nine cents.

A special Christmas box of Melachino cigarettes has been placed. The box contains one hundred of the No. 4, No. 8, and No. 9 sizes in cork, straw and plain tips. Valued at \$2.15 they are priced to sell at \$1.25.

Crown cigarettes are advertised in all the surface cars. Packed in holly wrapping Crown is the favorite packing this Christmas.

Fragrant Miltiades

A large newspaper advertisement, featuring Miltiades Egyptian cigarettes, says they are fragrant. The faintest scent of a lighted Miltiades proclaims the choicest Turkish tobaccos. All the retail stores have this cigarette on top of the counters.

A half page newspaper advertisement, featuring the flat tin box of fifty Lucky Strikes now being offered for twenty-five cents, tax free, appears in the Chicago newspapers. To win more friends the American Tobacco Company offers the smoker this generous deal. One tin

is sold to a customer, and only one order is allowed each dealer.

Ten More for Walgreen

As we reported a few issues back that the Walgreen Drug Company had invaded the Twin Cities, we can now confirm this report. They have taken over the seven stores of the Falc Drug Company, of Minneapolis, and the three stores of the St. Paul Drug Company and Lunde-Bergs Company of St. Paul. The merger of these stores with the Walgreen chain, now invades the entire middle west, involved a matter of about \$2,500,000.

Does He Smoke a Pipe?

A quarter page advertisement in the Chicago newspapers features Prince Albert tobacco with this heading: "Fid—somerly covered with merry Christmas trimmings, the pound glass jar of Prince Albert tobacco is in each demand."

Marlboro cigarettes are all done in holiday wrappers. For a mild smoke they have no equal.

Stop and Shop

At Tebbetts & Garland's 16 1/2 North Michigan avenue, the Christmas business is on in full force. Extra help has been taken on in all departments of this high grade grocery store. The cigar department, under the able management of V. K. Altschul, is doing the largest business in the store's history. Features in high grade cigars are Lae, Courageous, F. Garcia, Aresco on the line of fancy cigarettes, larger than any in Chicago, shows Benson and Hedges, Alfred Dunhill, Princess, Pat, and others of renown.—H. L. L.

York County

(Continued from page 25)

busy cigar manufacturing center is again being discussed. Congressman Franklin Menges visited the town short time ago and conferred with business men regarding a building to use as post office and revenue office. The cigar manufacturers pointed out the Congressman that the Red Lion revenue office for the size of the town holds the largest revenue receipts in the county. A petition will be circulated among the business men and later handed to the Congressman to be presented in Congress. While in Red Lion, Congressman Menges was entertained at dinner by C. S. LaMotte, president of the First National Bank.

The Frutiger building, Main street, Felton, occupied by W. C. Frutiger, operates a cigar factory, was so recently to Cleve M. Miller. Mr. Miller will in the near future take over the property and conduct a cigar factory.

A York man is reported to have recently visited the village of Clybourn county, for the purpose of locating a building in which to start a cigar factory. Whether or not he met with success is not stated. A number of Clybourn cigar makers are employed in factories at Goldsboro and other nearby towns. With a factory in the town, they could be provided an opportunity to work at home.

Laury Sevis, of M. H. Sevis & Company, cigar manufacturers, Spruvel, has returned from a business trip through the South.

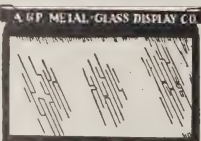
Earl E. Rost, cigar manufacturer, is improving rapidly after an operation at the York hospital recently for appendicitis. He expects to return shortly to his home.

D. Frank Kaltreider, cigar box manufacturer, Red Lion, who has been suffering from a carbuncle on the neck, is improving, but is still confined to his home.—YORK AD.

CLASSIFIED ADVERTISING

FRIEDMAN TOBACCO PROJECTS CORP., 469 Kent Ave., Brooklyn, N. Y., buys and sells cuttings, scraps, stinkings and let off any quantity.

Glass Lids Get You Better Display



WE offer the cigar manufacturing trade a new type Glass Cover for cigar boxes and cans—a double-beveled lid, riveted and strongly reinforced—at prices which will save you money and give you unequalled advertising value.

Write for sample and prices

A&P METAL-GLASS DISPLAY CO.

407-13 E. 91st St., New York

Telephone: Atwater 4353



To our Friends in the Trade

The Season's Greetings

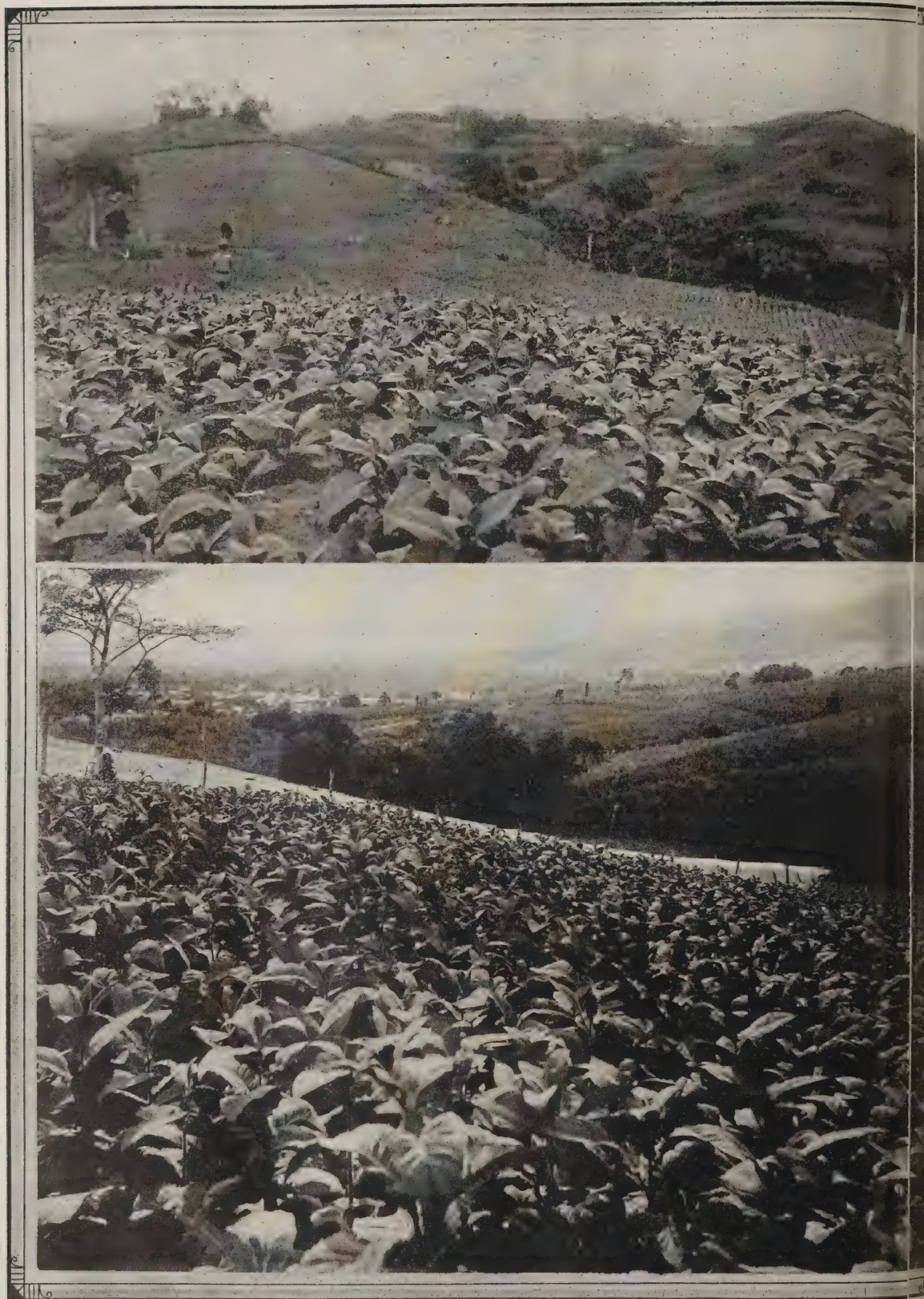


Santiago Iglesias Silva

Grower and Packer of
Best San Lorenzo Tobacco

San Lorenzo

Porto Rico



Beautiful tobacco fields on the plantation de Santiago Iglesia Silva, of San Lorenzo,

Porto Rico

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

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THE PORTO RICAN TOBACCO INDUSTRY



The Production of Tobacco, Cigars and Cigarettes in Porto Rico

One of Chief Products of the Island, Both as Agricultural Crop and Article of Manufacture—Attention Called to Prominent Features of Present Situation—
New Crop Much Better Than Last Year—Tobacco Industry Has Bright Prospects

PORTO RICO produces various articles of commerce, but tobacco is one of the chief products of the Island, and this is true both as an agricultural crop and as a manufactured article. In this brief review I will only call attention to some of the prominent features of the present situation.

The total value of both leaf and manufactured tobacco declined during the fiscal year ending June 30, 1925, from \$18,666,000 to \$17,840,000.

The value of the leaf product declined from \$3,900,000 to \$9,837,000. The value of the cigars and cigarettes increased, however, from \$45,000 to \$7,201,000.

The crop was a large one, but the quality was poor and as a consequence the price received was low.

New Crop Better Than Previous One

The crop this year is much better than last, and while not so large is more profitable to the producers.

The demand in the United States is better and the average price paid there is higher.

Cigars made from Porto Rican tobacco, or judiciously blended are undoubtedly of high quality, and this fact is being appreciated more and more by judicious purchasers.

Quality More Desirable Than Quantity

As previously stated, and have always insisted that as our area of land which should be devoted to tobacco is comparatively small, it is better to strive for quality rather than quantity.

The prospect for the production of high quality tobacco at a good profit was never so bright in Porto Rico as now, if the producers take the pains and care necessary to produce it.

Each year's experience demonstrates that tobacco does not pay under any circumstances to produce

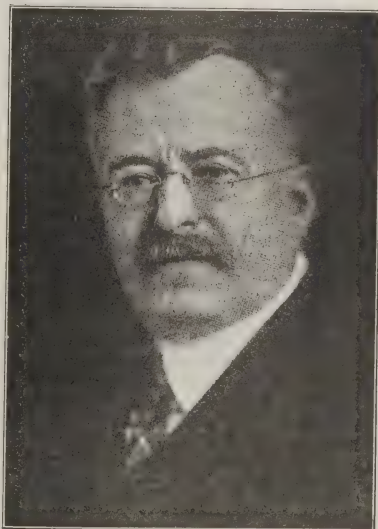
By **HON. HORACE M. TOWNER**

Governor of Porto Rico

duce and place on the market poor tobacco from the Island.

Porto Rico is Without a Superior

There is no other place where a high grade tobacco can be more profitably produced than in



HON. HORACE M. TOWNER
Governor of Porto Rico

Porto Rico, and I am pleased to realize that this is being understood and appreciated not only here, but in the States as well.

I think I am justified in saying that the crop, which will shortly be placed on the market from Porto Rico, may well be examined by careful buyers who desire superior quality.

Merit Fully Recognized and Appreciated

The producers and people generally of the Island greatly appreciate the interest and fair and satisfactory reports which TOBACCO gives regarding the tobacco product of the Island. I am sure I but state their desire when I express their obligation and thanks for such publicity and fair treatment.

Porto Rican Production, Imports and Exports

Total number of cigars manufactured in Porto Rico for exportation during the fiscal years 1923-1924	162,331,920
Total number of cigars manufactured for consumption in Porto Rico during the fiscal years 1923-1924	75,928,681
Total number of cigars manufactured in Porto Rico during the fiscal years 1923-1924	238,260,601
Leaf tobacco imported into Porto Rico during the fiscal years 1923-1924, pounds	4,797,742
Leaf tobacco imported into Porto Rico during the fiscal years 1924-1925	3,074,708
Porto Rico leaf scrap tobacco exported from Porto Rico during the fiscal years 1923-1924	23,343,048
Porto Rico leaf scrap tobacco exported from Porto Rico during the fiscal years 1924-1925, pounds	21,832,396
Foreign leaf tobacco exported from Porto Rico during the fiscal years 1924-1925, pounds ..	889,469

Tobacco Growing and Cigar Manufacture Important to Porto Rico

**Exports Increase Considerably—Forty Thousand Acres Planted Last Year—
About Twenty-Two Million Pounds Estimated in Current Crop—Guarantee
Agency Valued Factor—Replenishment of Soil a Problem—Tobacco Housing**



NEARLY two million dollars more in cigars and cigarettes were exported from Porto Rico during the last fiscal year, the exact figures for 1924-25 being \$7,201,051, while the figures for previous year were \$5,497,174.

Leaf tobacco poundage also showed a slight increase, from 22,721,286 pounds to 23,422,126 for the same fiscal period. But the value of the leaf declined in value from \$13,169,582 to \$9,837,591 this last fiscal year.

So the total exports of tobacco products from Porto Rico showed a total decrease from \$18,666,756 to \$17,038,642, which was not bad at all, considering the decrease of natural leaf values in the cigar making industry.

About forty thousand acres of tobacco were under cultivation in 1923-24, and the production was around twenty-eight million pounds. It was, however, for one of the largest crops ever raised upon the Island, a crop of rather inferior grade. Fully forty per cent was regarded in this sense, and the average prices were only between eighteen and twenty cents the pound.

Tobacco farmers therefore suffered severe losses in many cases, and the acreage this year has been materially reduced. But the present crop is of much better quality, and revised figures of crop acreage now place it at 32,973, with an estimated production of 20,409,100 pounds. Second or sucker crops are separately estimated at 2,100,900 pounds more, and this makes a total possibility of some 22,510,000 pounds of sun grown tobacco during the year.

Leaf Brings Good Prices

Improved cigar manufacturing conditions in the United States have brought better prices to Porto Rico for the new crop. Quality and demand have both been responsible for this betterment, and some prices have advanced to as high as thirty-six cents the pound. Later offerings have been sold at an average slightly less than this, going to thirty and thirty-three cents.

Just now the demand has slowed up somewhat, and lower prices are being offered, averaging twenty-eight to thirty cents the pound. But the general prices are at least an improvement over the preceding year, and the rather small Cuban crop is also a factor in maintaining the Porto Rican price right now.

Wrapper tobacco from the United States is about the only type that Porto Rico imports. Leaf imports to the Island totaled 2,946,507 pounds, with a value of \$645,331. Porto Rican wrappers are still rather unpopular with the manufacturers who make cigars for the American market, as the demand is for light, silky goods which the Porto Rican farmer is not now able to grow, with few exceptions.

One of these exceptions, however, is La Colectiva, where, with proper equipment, the tobacco is dried in a very short time, and the results are evident in the superior curing which makes for the acceptable class of wrapping stock so much desired.

Porto Rican cigars are daily increasing in popularity. They are popular because they so nearly approach the Cuban product, and at much lower cost. For the past three fiscal years the cigar production has substantially

By CARLOS E. CHARDON

Porto Rican Commissioner of Agriculture and Labor

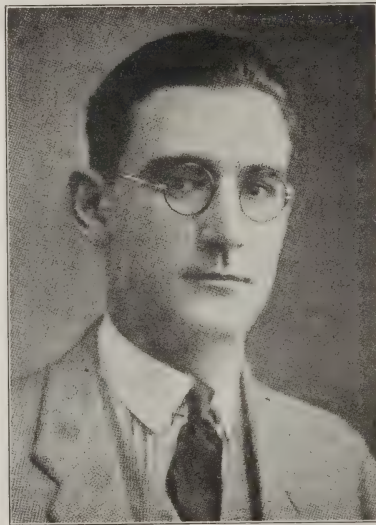
increased as follows: 1922-23, 218,017,000; 1923-24, 238,260,601; 1924-25, 266,572,209. This registers a twelve per cent gain over last year, and twenty-two per cent over 1922-23.

In the current year 196,572,000 cigars were exported from Porto Rico. These goods were valued at \$7,105,313, which was about seventy-three per cent of the total production of the Island.

Cigarettes manufactured in Porto Rico, it seems, do not increase. This year the production figures are 419,482,000, which compares with 406,110,000 manufactured in 1923-24, and 420,303,000 in 1922-23. Very few of these cigarettes are exported, as the native consumption is complete.

More American Cigarettes

From the United States, though, cigarettes are coming to Porto Rico in ever increasing



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numbers. In 1922-23, 154,550,225 came to the Island; in 1923-24, 243,324,750; in 1924-25, 284,581,520. They are, therefore, about doubling their popularity, even at the increased cost of the American article. This is explained by the appeal which the American goods make in superior quality, which the Porto Rican manufacturers have recently emulated.

In this last connection, it is now urged that Porto Rico grow its own cigarette tobacco from types popular in the United States. The former custom of restricting native cigarettes, to the by-products of the cigar factories, is undoubtedly losing favor.

During the session of the Porto Rican legislature of 1921, an act creating the Tobacco Guarantee Agency in New York was passed. This statute enables the manufacturers and the agency to guarantee Porto Rican cigars sold in the United States under the jurisdiction of the Treasury Department of the

Island. Frequent changes in management have injured the established work of the bureau, and it is now urged that the management be made permanent.

Throughout the tobacco growing on the Island the deforestation, due to the necessities of the business, makes the field present a desolate appearance. Vegetation has been destroyed to the hill-tops, and attention is now being directed to the reforestation of some changes in the Cayey, Id. and Comerio mountainous sections.

These changes are necessary because the destruction of the forests has already resulted in much less rainfall. At Cayey, where rain is required for the proper growth of tobacco, the removal of the forest growth has decreased the rainfall 12.7 inches in ten years, as contrasted with a similar period. In the Aibonito section it has decreased 9.5 inches.

Meteorological experts, however, say that Porto Rico is merely in the West India belt of decreased rainfall, which has been apparent in some years. Dr. O. Fassig, of the United States Weather Bureau in San Juan, believes the lack of trees has little to do with the Porto Rican shrinkage in precipitation.

Tobacco a Difficult Crop

It is the opinion of some Island authorities, though, that tobacco is not a desirable crop for the Island, anyway. It is pointed out that the soil requires much care at cultivation, and at the time of the usual planting season heavy rains frequently wash the topsoil to the river, leaving behind the subsoil and heavy sub-surface. Some experts are surprised that the torrential rains of November and December, do not entirely strip the tobacco lands.

Another reason indicated for the unsuitability of tobacco plants is the feeding of the vegetation. It is figured that a crop of ten thousand pounds relieves the soil of fifteen pounds of nitrogen, about seven and a half pounds of phosphoric acid, over seven pounds of potash, and about six and three pounds of lime.

This is contrasted with the light withdrawals of sugar cane, and it is indicated that the only present relief requires enormous quantities of fertilizer. Costs, however, eliminate the sufficient use of this necessity. Quantities to return to the soil the extent of tobacco. Under such conditions it is feared that the tobacco plantations will ultimately lose their fertility, and eventually be worthless for other crops.

Tobacco farmers also complain about credit facilities. Small growers cannot obtain money advances from the proper sources and they are therefore at the mercy of speculators and merchants, either as individuals or corporations. Short term contracts made with these lenders, expiring just before each year. When these terms expire, growers are practically obliged to sell the tobacco at almost any price the lender offers.

Prices paid to these farmers are even lower than the protective tariff, and the interest rates are out of reason. Small growers cannot endure such conditions, and the discontent of the planter is universal. Estimated losses to the grower are registered five per cent on classification and price fixed by the buyer, and resulting in joint

of \$3.50 to \$7.50 the quintal of leaf

Co-operative Movement

From these conditions is promised the cooperative associations, which are affecting some reforms for the coffee. Tabacaleros de San Lorenzo, Inc., Cayey and Aibonito have now joined to fight the old system, and to credit on an established basis from intermediate credit banks, now in operation in Porto Rico.

It is hoped, for the benefit of the farmer, these co-operative movements will continue to expand, but the farmers do not completely grasp the idea that "united they stand, they fall" in co-operative ideas of character.

Seed is another serious difficulty in the island. No uniformity of seed is apparent.

Perhaps two or three varieties of tobacco are grown on lands suitable for each sort. There are fully fifteen different types of tobacco known under as many local titles. Duplicity of seed is universal, but the confusion usually indicate hybrids.

Separate growth of these species is desirable, as it would eliminate the present confusion of growing numerous varieties in the field. Differences of quality in seed require serious treatment, yet they are usually neglected, cured, graded, packed, stripped and manufactured in bulk as Porto Rican tobacco.

Selection of seed is a necessity. Farmers either use seed from the second or third crop, and no attempt is made to get the best results from any especial type. First crops are frequently seeded, but varieties of seed are included, and the resulting cross is doubtful to the best interests of the farmer and the manufacturer.

Expert Investigation

Lack of departmental funds has hindered proper study and solution of the problem of tobacco. This year a tobacco specialist has been employed, and he has made a complete report to the division of agricultural experiment work. Several lines of investigation have been made, but the importance of seed selection was paramount. Intensive work has been accomplished at the Cayey model station, the center of the tobacco dissection. Additional work was done at Caguas, Ponce, Barrios, Gidra, Ciales and Morovis. Surrounding conditions seriously affect the cultivation, and the visible quality of the leaf is materially changed by the topography, the weather, and soil conditions. This is very true of tobacco from Comerio, Cayey, Caguas and other sections, where vastly different characteristics are found in the leaf. And one of the most important features has to do with the aromatic considerations.

Producers should therefore be instantly familiar with the quality points of the various grades in order that they may obtain the best grades for their individual blends. Investigation of this character seldom reaches the ultimate buyer, with resulting complaint. In the Government Tobacco Agency should take up this work, and inform the producer of the knowledge in hand. The curing of tobacco in the sheds is another serious problem. Building materials are scarce, and farmers are slow to construct necessary curing barns to accommodate their crops. Every three acres of tobacco need a curing barn. But very infrequently are such barns found.

Faulty Barns

Buildings in bad repair, and of original construction, are numerous. Ventilation is absolutely required. Without it, excessive moisture causes burning or salcocho,

and mold of the leaf. Ruin is the result of this fault.

When tobacco is left in the field too long after ripening, simply because of crowded barn space, similar damage occurs. Barns crowded to more than their capacity likewise do damage to their contents. And wind and rain get into the dilapidated structures where improper sides, doors and windows prevail.

So too much insistence cannot be placed upon the ideal housing of tobacco after it is harvested. Now, with the organization of the cooperative units, they are informing the planters of these requirements, and even the non-signing members are beginning to realize what they must do in this way.

Production and Exports of Cigars

Years 1907-1925			
Fiscal Year	Home Use	Exported	Total
1907	74,698,000	132,670,000	207,369,000
1908	76,984,000	103,782,000	180,766,000
1909	84,933,000	140,302,000	225,235,000
1910	92,700,000	151,724,000	244,424,000
1911	101,064,000	174,743,000	275,807,000
1912	111,683,000	169,766,000	281,449,000
1913	119,038,000	165,769,000	284,807,000
1914	112,712,000	150,364,000	263,076,000
1915	101,423,000	174,275,000	275,698,000
1916	109,130,000	159,249,000	268,379,000
1917	125,242,000	210,399,000	335,641,000
1918	106,647,000	181,780,000	288,427,000
1919	94,335,000	149,125,000	243,460,000
1920	98,024,000	223,316,000	321,340,000
1921	105,728,000	152,324,000	258,052,000
1922	77,513,000	140,504,000	218,017,000
1923	75,018,000	184,625,000	259,643,000
1924	75,926,000	162,332,000	238,258,000
1925	70,019,000	196,572,000	266,572,000

Production and Exports of Cigarettes

Years 1907-1925			
Fiscal Year	Home Use	Exported	Total
1907	347,722,000	10,460,000	358,182,000
1908	354,408,000	11,232,000	365,640,000
1909	365,526,000	11,244,000	376,770,000
1910	393,844,000	13,142,000	406,986,000
1911	459,710,000	11,760,000	471,470,000
1912	532,431,000	11,293,000	543,724,000
1913	464,861,000	8,908,000	473,769,000
1914	376,695,000	6,195,000	382,890,000
1915	339,080,000	12,021,000	351,101,000
1916	308,026,000	11,785,000	319,811,000
1917	349,043,000	9,571,000	358,614,000
1918	340,077,000	6,440,000	346,517,000
1919	426,582,000	20,112,000	446,694,000
1920	576,425,000	5,124,000	581,549,000
1921	411,717,000	5,738,000	417,455,000
1922	434,653,000	2,056,000	436,709,000
1923	417,307,000	2,996,000	420,303,000
1924	398,376,000	7,734,000	406,110,000
1925	410,102,000	9,380,000	419,482,000

Tobacco Leaf Exports—Years

1905-1925			
Fiscal Year	Pounds	Value	Ave. Price Cents per pound
1905			
1906			
1907	4,344,659	\$ 1,232,058	28.3
1908	8,402,286	1,996,055	23.7
1909	4,439,320	1,250,237	27.5
1910	4,176,172	1,258,317	30.1
1911	4,450,012	1,554,783	34.9
1912	5,456,571	2,320,130	42.5
1913	8,536,776	3,188,227	37.3
1914	9,244,490	3,206,610	34.6
1915	9,285,333	3,204,423	34.5
1916	8,084,914	3,033,149	37.5
1917	9,408,723	3,850,670	40.9
1918	17,196,323	8,982,130	52.2
1919	17,859,559	8,420,583	47.1
1920	20,507,566	13,416,388	65.4
1921	14,667,932	13,568,249	92.5
1922	22,452,588	9,002,767	40.1
1923	19,610,175	9,465,043	48.2
1924	23,422,126	13,169,582	56.2
1925	22,721,286	9,837,591	43.2

The American Colonial Bank of Porto Rico

Twenty-five years pass quickly. So quickly, in fact, that it seems but yesterday that the American Colonial Bank was established in Porto Rico. It was, though, in June, 1899, that the bank was founded, almost simultaneously with the American occupation of the Island.

It was in 1898, however, that the foundations of the bank were laid in a visit of investigation by Edwin L. Arnold, who reported upon the opportunities of Porto Rico from a banking standpoint.

Merchants and manufacturers upon the Island immediately subscribed to the stock of the American Colonial Bank, which was chartered under the laws of West Virginia. Paid-in capital of \$400,000 started the institution upon its course under the direction of William Schall, Jr., president; William Korber, vice-president; George I. Finlay, vice-president; Edwin L. Arnold, cashier.

In addition to the foregoing officials the directory was composed of K. H. Lundt, T. G. I. Waymouth, P. Santisteban, John G. Moore, Percy Chubb, Edmund Pavenstedt and C. M. Russell.

For the original quarters of the bank in San Juan a modern vault was obtained, and it was the only equipment of that sort upon the entire Island at the time.

During the first months of the bank's establishment the island of Porto Rico was severely injured by a disastrous hurricane. Another thing which retarded the early growth of the bank was the change from Spanish provincial currency to American money, and the accompanying change from the military to the civil government.

Rapid readjustments were made, however, and in 1900 business had increased to such an extent that deposits were \$755,000. This early statement may be contrasted with the figures for 1925, of \$8,246,147.11. Very soon after its organization, too, the bank was officially appointed as a depository for the United States Government.

This honor was immediately followed by the designation of the bank as depository of the Insular Government of Porto Rico, and it originated and developed in co-operation with the first treasurer of Porto Rico, a plan for receiving deposits from all parts of the Island to the account of the Insular Treasury.

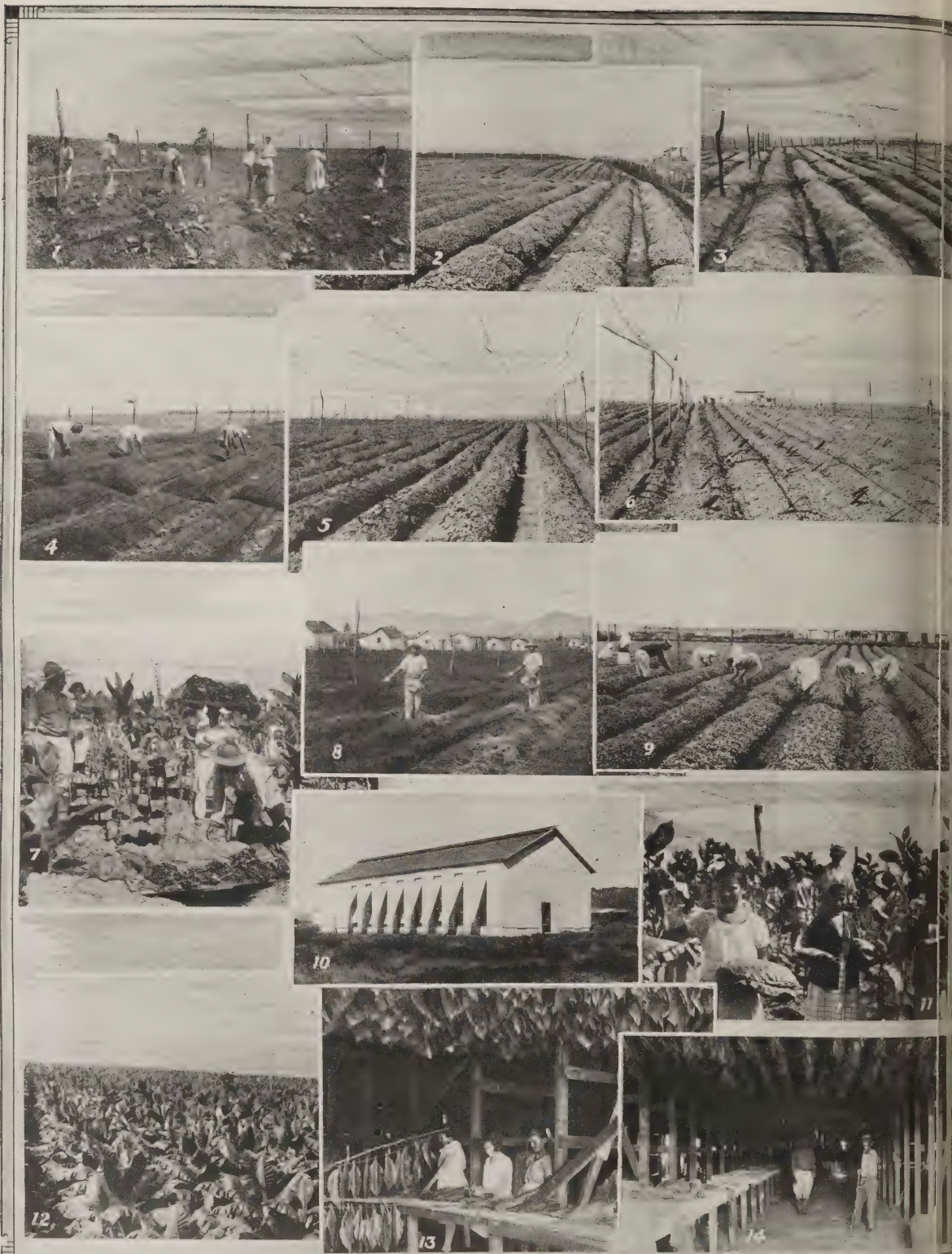
In 1907 the bank officers tried to convince the other bankers of San Juan of the advantages of a clearing house, and two years later it became a fact.

Banking facilities became so cramped for space in 1909 that the present building was constructed at the corner of Recinto Sur and San Justo streets.

During these pioneer days of the American Colonial Bank the imports of Porto Rico have grown from seven millions to more than two hundred millions. Branches have been established in Arecibo, where important fruit interests require modern banking conveniences, and at Mayaguez, where sugar, tobacco and coffee are all important considerations for better banking.

Another branch was shortly established at Caguas, where tobacco and sugar cane business occupy most of the district's interests. Then, too, at Ponce the branch is notable for its customers engaged in varied agricultural and mercantile pursuits. Santurce is the home of the most recent branch.

With all these banking houses in close harmony it can well be imagined that the total assets are now well on toward \$11,000,000. Capital is now \$1,000,000 and the original capital of \$400,000 is now an item of surplus.



Photos by Courtesy of Dr. George H. Chapman

Porto Rican Tobacco From Seed Bed to Barn—(1) Refertilizing and hoeing a field of young tobacco; (2) Tobacco seed beds under cloth, three weeks old; (3) Seed beds under cloth, with ground of cloth to prevent evaporation. This is removed as soon as the plants are a few days old; (4) Applying Paris green and flour to kill the mole cricket or changer in seed beds; (5) Shade tobacco is planted on top of these rows, with ditches between each row. This is made necessary by rain fall; (6) Old shingles are used to protect the replants from sun and rain; (7) Transplanting freshly picked tobacco to curing barn; (8) Fertilizing the seed beds. These are always made on new or virgin land; (9) Weeding the tobacco beds; (10) Type of new barns used for curing wrapper leaf; (11) Picking or priming the leaves; (12) Field of shade tobacco ready for the first picking; (13) Sewing the green leaves on la to hung for curing; (14) Many small charcoal fires are used to cure leaf tobacco and to prevent pole sweats.

Development of Porto Rico a Remarkable Result of Co-operation

Commercial Wealth of Island Largely Due to Tobacco and Its Products—Manufactures and Exports Rapidly Increase—Additional Capital Still Necessary—Governor Towner Well Informed on General Conditions—Irrigation Provided.

OFFICIAL statistics show that Porto Rico is rapidly advancing along the path to posterity. A review of the wealth and commerce of the island shows undoubted progress in many directions. Much remains to be done before the island reaches the ideal the Government has set for it and captious critics point to a few things that are not showing improvement. It must, however, be borne in mind that the development that is being carried out is based on self-help. Porto Rico is expected to work out her own destinies. In many respects, some matters must be left in abeyance until the most important ones are being handled. Keeping this in mind, and, studying the progress that the annual statistics show, it is attained, it must be seen that the Insular Affairs are being handled skillfully and successfully.

Banking Sound

Banking returns give a good indication of the progress of business over any definite period. Looking at the banking returns in Porto Rico for 1924, we find that the aggregate surplus and undivided profit of the insular banks was \$6,678. The amount of depositors' check-accounts on June 30, 1924, was \$20,728,188, compared with \$17,046,774 at the corresponding period in 1923. The figures show an increase of twenty-one per cent. The total savings account on June 30, 1924, was \$11,165,308, as compared with \$10,187,000 in the previous year. This shows an increase of more than six per cent. The assessed valuation of property on the island shown by the tax returns, is \$312,384,125, as compared with \$301,075,246 in 1923, and \$232,323 in 1914-15, and \$96,426,322 in 1912. The comparative figures showing the assessed valuation of property and the budget appropriation made by the government, eloquently of the rapid progress that is being made in insular wealth, commerce and prosperity. These figures show that there is a wonderful future for the island, that is, only time and good administration to go to fruition.

Trade Expands

External trade was valued at \$16,602,004 in 1924, and last year it amounted to \$177,650,164. Looking at the details of this foreign trade we find that it is developing rapidly in all directions. The largest portion is with the United States. Imports and exports are increasing every year. Trade with Canada shows a steady annual improvement. The foreign trade of Porto Rico in 1924 increased more than ten times that in 1901. Every year, since 1901, has shown an excess over the previous year, and this indicates that the progress of the island is steadily increasing. Coffee, sugar, tobacco and fruits are the chief articles of export. The coffee returns for 1924 show an increase in shipments in value amounting to 4,790,380 pounds, in comparison with the previous year, and the sugar returns show an increase of 16,618 tons.

Tobacco Exports Grow

Exportations of manufactured tobacco to the United States amounted to 23,298,048 pounds, valued at \$13,169,582 in 1924. In addition, 50 pounds were shipped to foreign countries. These returns show an increase in quantity of 431,069, and of \$3,495,073 in value, as

By Dr. ARTHUR SELWYN BROWN

compared with 1923. The largest quantity of unmanufactured tobacco ever shipped was sent abroad last year, and it brought higher returns than any previous crop. The average price paid for this crop in 1924 was \$0.563 per pound, or an increase of \$0.08 per pound over the preceding crop.

The number of persons engaged in the leaf tobacco industry was 13,337, as compared with 11,962 in 1922. There were also 6,294 persons engaged in the manufacture of cigars and cigarettes in 1924. The output of cigars and cigarettes last year was 643,284,000. This was a little below the preceding year, but the decline was compensated for by the increased values of the products.

Improved Quantity and Quality

Tobacco experts report that in the course of time, both the quantity and quality of the tobacco crop can be improved. Only more scientific growing is needed. There is a steady improvement in this; but, as the majority of growers are small farmers, time is required to induce them to change their methods.

Porto Rico, like Jamaica and other West Indian islands, offers splendid inducements to tobacco growers who will undertake the culture of tobacco on a large scale with the most advanced methods. The climate and soils of the islands are not inferior to any in the world for tobacco growing, and these are steady markets with attractive prices for all well-grown and prepared leaf.

More Capital Required

Lack of capital, on the part of growers, is one of the drawbacks in Porto Rico. The Governor draws attention to this in his last report, in which he states that: The tobacco market is never stable. Its fluctuations have induced the habit of making advance contracts for delivery at prices which are far below the market when deliveries are made. These contracts are otherwise disadvantageous in their terms to the growers.

Advance payments for future delivery, and loans for fertilizers and other expenditures are made at high rates of interest. In this manner the growers become largely in debt; and, finding it difficult to extricate themselves, mortgage their lands and sometimes their crops to save themselves from disaster.

The Federal Farm Loan Act is an advantage in this respect, and gives farmers opportunities for obtaining long-time loans on their lands at far lower rates than they previously had paid. It is hoped that the Federal Intermediate Credit Act will soon be extended to Porto Rico. This will enable the tobacco farmers to obtain short time credits on their crops at lower rates than are at present obtainable.

Changes Necessary

Improvement in growing, curing and management, better marketing facilities and better credit arrangements are necessary for the development and extension of tobacco production in Porto Rico. These essentials it would appear, can be best secured by co-operative efforts among all those who are engaged in tobacco production and its manufacture.

The tobacco growers and manufacturers of Porto Rico may thus take full advantage of the opportunity which is theirs to place Porto Rico among the first as a tobacco producing country,

so far at least as quality is concerned. There is no tobacco in the world better than the Porto Rican product. It is easy to make that apparent by united effort and wise management. The world's markets are always open for the best; and Porto Rico can furnish the best to the profit and prosperity of its producers.

Governor Towner Informed

These remarks of Governor Horace M. Towner are sound. Experts, who know the island, will agree with him. A recent report on the tobacco prospects of Jamaica contains precisely similar remarks. Both of these fine islands have splendid outlooks as producers of the finest cigar leaf. Capital, skill and scientific planting are all that are necessary to enable them to produce large crops of the finest cigar tobacco.

Cigars are the Porto Rican tobacco products that have attracted the widest popularity. They have a distinctive appearance and flavor which, in the opinion of many experts, equal those of Cuban cigars. These cigars are sold on their own merits and they are becoming as well known in the world's markets as Havana, Sumatra wrapped and Manila cigars.

Good tobacco seeds, culture and tobacco curing do not alone make good cigars. Many men must contribute labor to the making of fine cigars. There must be good administrative officials, good schools to develop intelligent laborers, good roads and good transportation. Porto Rico has secured these.

Investigations in Progress

Governor Towner frequently reiterates the insular Government's interest in the tobacco industry. In a report he said: "The Insular Government, through its Department of Agriculture, is making careful investigation of soils, seed, cultivation, fertilizers and diseases, and is bringing its investigations and tests to the knowledge and assistance of the tobacco growers throughout the island. A constant improvement in both the growing and the handling of the product is evident, and it is quite certain there will be a constant improvement in the quality marketed."

"A tobacco guaranty stamp is provided by law as a protection to the buyers against frauds practiced by unscrupulous dealers, who endeavor to sell low-grade tobacco on the reputation of the Porto Rican product. So far the results have been fairly successful, and both the seller and the buyer are being protected under the operation of the law."

"A tobacco growers' association is organized in the Island, and is being managed by experienced, conservative men whose purpose is to carefully guard the interests of the producers so that no discredit shall come to the high quality of Porto Rican tobacco. At its best there is no better tobacco grown anywhere than is grown in Porto Rico, and it is a great satisfaction to those interested in the prosperity and general welfare of the island, that such fact is being generally recognized."

Better Roads Help Tobacco

The construction of roads has naturally benefited every branch of agriculture. Tobacco culture has been particularly benefited by them. They have opened up many new acres for tobacco growing, and have made the marketing of the crops easier and cheaper.

Quality of the tobacco crops has been greatly

improved by better seed selection, the opening up of new soils, and improved curing practices. The crop is now raised on many new fields in all sections of the island. New methods of fertilizing, curing and fermenting, practically suited to conditions, have built up the reputation of Porto Rican tobacco considerably.

The trade statistics of the island show a steady increase in manufactures and agriculture. The census returns show there has been more than a tenfold increase in the value of the Island's products in the past decade.

Porto Rico Good Customer

Porto Rico, with an area of 3,435 square miles, a population of 1,183,173 and a large foreign commerce, affords fine markets for American products. The chief imports into Porto Rico from the United States comprise rice, wheat flour, automobiles and supplies, coal, cotton goods, machinery, preserved fish and fruits, steel and metal, lard, pork, meats, cheese, oils, paper and prints.

The exports to the United States from Porto Rico, which pay for the purchases made in America, comprise tobacco, raw and manufactured; raw cotton, fruits and nuts, sugar, coffee, molasses and si up, hides and skins, cigars and cheroots.

Every year marks increases in most of the island's trade statistics. Progress is shown to be widespread and on a very sound basis and warrants the encomiums of ex-governor Arthur Yager, who said in reviewing the Island's progress under the American administration: "These two decades of progress made by Porto Rico under the American flag, taken generally, constitute a record which I believe can not be equalled by any people anywhere in the world in the same length of time."

Porto Rican Co-operation

"It is a record creditable alike to the Porto Ricans themselves and to the great free Republic to which they owe allegiance. Much of it is due to the liberality and generous aid of the great American Government and people, but most of the credit is due to the splendid co-operation of the Porto Ricans. The people of the island have eagerly availed themselves of every opportunity offered them for improvement."

Commerce is largely dependent upon good communications and good roads. The administration in Porto Rico is quite alive to the importance of roads, and, for years, has been carrying out numerous improvement plans which have resulted in giving the island some of the finest and most picturesque roads in the world. Many of the roads afford motorists fine excursion routes. The main road between Caguas and Cayey and Guayama is justly celebrated for its scenery.

Flamboyant Scenery

Beyond Caguas the road passes for some distance across the fairly level valley, the roadway bordered by glorious scarlet flowered flamboy, or poinciana trees, that form an arch of living fire across the highway. Gradually it commences to rise toward the mountains that loom ahead and presently it is winding in serpentine curves round and round the towering mountain-side. In a short space it rises far above the valley, and looks down upon sparkling rivers, broad green fields, verdure filled valleys and sweeping hillsides far beneath.

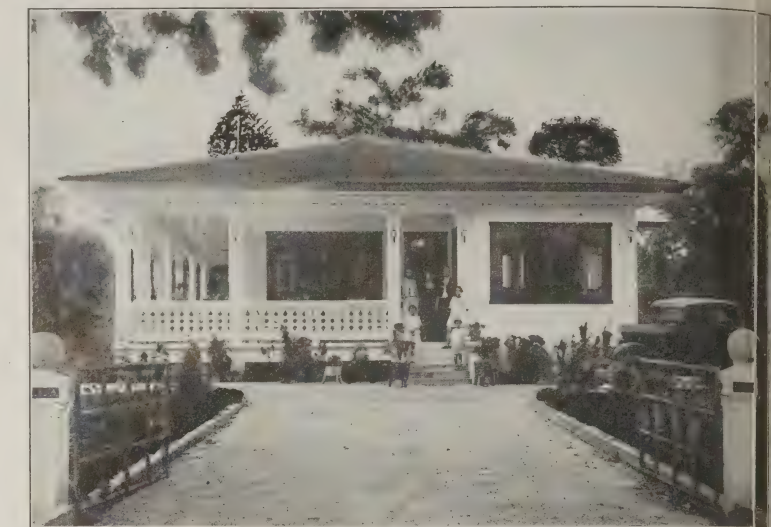
Steadily the road climbs upward, spanning deep barrancas on ancient Spanish bridges, curving along the very brinks of precipices, rounding jutting mountainsides and frowning cliffs, road making that is a marvel of engineering skill and a monument to the thorough work of the old Spanish engineers.

Road to Cayey

Although the grade is nowhere steep, the ascent of the mountain is so sharp that within a distance of some fifteen miles the traveler attains a height of over two thousand feet, and

on the descent one's ears ring and hum with the rapid change of atmospheric pressure. Here and there along the road may be seen beautiful tree-ferns, symbols of high tropic altitudes, while tropical vegetation in various forms—air-plants, orchids, trailing ferns and gorgeous flowers—greet the tourist at every turn. After reaching the summit of the divide, the road

leads rapidly down to the emerald valley, wherein nestles the little red-roof town of Cayey, with the large military barracks prominent on a low hilltop in the foreground.



The magnificent tropical home of Santos Buxo, leaf tobacco dealer at San Lorenzo, P. R.

Just before the town is reached a road branches off to the south towards Guayama, and passing this, it joins the narrow streets of Cayey. The town was founded in 1774, and has a population of about 17,000, and is at an elevation of about 1,300 feet above the sea. The town is cool, healthy and clean, and surrounding country is devoted mainly to tobacco and coffee growing.

Roads in Every Direction

Throughout the Island, the main roads are connected with the sea ports and smaller settlements, with splendid branch roads which inter-turn in all directions. It is now possible to motor throughout the entire islands.

Irrigation Provided

Irrigation and sanitary works have been carried out with the same thoroughness as the road building, and all parts of the island have been assured ample water supplies, telephone and telegraph communications. All of these fine services tend to advance agricultural settle-

ments, and lead to more intensive farming operations.

They also have wonderful psychological effects in promoting the social well-being and industrial activities of the populace. Common people are usually healthy and industrious. Not so many years ago, the people of Porto Rico were not classed among healthy and energetic nations.



Tobacco stripping house of Rosenstadt & Waller, at Ciales, P. R.

well known, and as we intimated above, it is only a question of time when Porto Rican tobacco will have a world wide reputation for high quality.

There is prosperity in the island at present, and the people have the satisfaction of knowing that, in the immediate future, they share the satisfaction of seeing Porto Rico become one of the richest commercial centers in the West Indies.

Present and Future Prospects of the Porto Rican Tobacco Crops

Second Place Accorded Porto Rican Tobacco Production—Sugar Chief Competitor—Tobacco Makes Few Wealthy Planters—Reasons for Agricultural Complaints—Unprogressive Methods Revised—Considerable Hope for Improvement

AS SHOWN by statistics, tobacco holds second place in our productive wealth. It may be thought by those who examine the statistics that the tobacco men in our Island should also be in the second line of our wealth, sugar men occupy the first place.

The tobacco men should be, in accordance with the principles of sound logic, the owners of the lands destined for the cultivation of tobacco or lessees of said land. They who plant the crops and sell them, and that should be the natural thing.

But if among the sugar men there is a profit, benefit, progressive, regular and equitable, there is no such thing among the tobacco men. I say, and I wish I could say producers, it would be the fair and suitable word; however, I would like to make this essay as possible for the translation which it is necessary to make of it.

The profit which the sugar cane business brings in our Island is sufficient to pay a reasonable percentage within the capitalistic order obtaining; inasmuch from the planter, owner or lessee of the lands for the cultivation of tobacco, to the mill, central, or hacienda where it is turned into sugar for consumption and exportation, the commission merchant, dealer or the jobber, and those of lesser importance, such as the workman, all earn proportionally.

Tobacco and Sugar

On the other hand, sugar cane does not receive the same care and attention, nor the same services as tobacco. It is true that the cultivation of tobacco is more rapid than that of sugar cane. The planter sees and feels the results of his work quicker; but, at the same time, he has to chance with his capital and his work is more often than the sugar planter does.

On the basis of the sugar business in Porto Rico is stable and reliable, and its evolution is regular and methodical. Its output has a sure outlet and certain sales; and its price since the 1921 crisis, has not had any great fluctuations. It may be said that, with the reduction of lands and a conscientious cultivation, at the price of \$3.50 per 100 pounds, the planter does not lose any money, and will not be ruined. Moreover, if a production of 350 to 400 pounds per cuerda is obtained, the planter will get a profit at the above price, taking into consideration the wages earned by the workmen on the sugar plantations, and the other expenses of cultivation, cutting of the cane and delivery to the mills.

The cultivation of the sugar cane is enthusiastically done in view of the facilities the planter has to accomplish it, either as far as making a contract with the mills is concerned or in raising the price etc.

The sugar business in Porto Rico has brought happiness and tranquility to many homes, and has given wealth and easy life, great comfort and many pleasures, which civilization, like a poor man, has always lavished upon an abundance of money. Sugar is an article of prime necessity, a food product. Civilized humanity cannot do without it. Its consumption is assured forever.

What Is Tobacco?

On the other hand, tobacco is neither a prime necessity nor a food product, and there are those who affirm that its consumption is not of any definite. Some men will smoke any-

thing which has the appearance of tobacco, even though it is of inferior quality, as long as it lights, the fire does not go out, and it makes plenty of smoke without much effort on the part of the smoker. And such a smoker, who has lost his good taste, prefers a cheap cigar of inferior quality.

Other smokers, who are not in the above category, and who have not reached this pathological state, cannot consume cigars of excellent quality and high price for lack of means, and they have to keep up the habit by smoking a cheap product, even though it be of low quality.

The Porto Rican workman may very well say that the last person with whom the tobacco has to deal is the buyer. The tobacco grower every year plants his tobacco without any optimistic anticipations, without illusions, as if compelled to do so by a tyrannical and unavoidable force. He is always obsessed by pessimism, which leaves him only when the crop obtains a price



M. MELENDEZ MUNOZ
Noted Author and Writer

which is satisfactory to the ambition which may mean his whole life, and which he has put to this kind of work year after year, crop after crop, always hoping.

Few Rich Tobacco Men

The tobacco business has not made men rich in our country. Many small freeholders who, a few years ago, were enjoying a happy and peaceful life, today are only workmen without any other means than the daily wage they earn. Unstable, changeable and subject to violent speculations, this business is like a game of chance, in which the banker always wins and the gambler loses—namely, the planter.

What are the reasons? The motives? They may be easily found, by a cursory examination of its history, and the present situation.

First—The planter seldom obtains in the market a price which covers his total expenses and leaves to him a margin of profit which will compensate his efforts.

Second—The so called tobacco lands in Porto Rico are progressively becoming poorer.

Third—In his desire, in his stubborn struggle to obtain in any one year the best price, the saving price, the planter uses for tobacco, in this country, all the available land he has in his estate suitable for tobacco.

Fourth—The better part of these planters do not alter the parcels of land which they prepare for the cultivation of tobacco.

Fifth—The cultivation is made in rotation when it should be made otherwise. The same land is used every year for the planting, which decreases the production annually.

Income and Expenses

Sixth—With this system, the production outlays are in inverse ratio to the production, as the greater the expenses the smaller the production; and, naturally, the product is more expensive.

Seventh—The cultivation is also defective; and while during the past few years some progress has been made, the planter is still negligent in the selection of the seeds, and in testing the land so as to determine its value as regards the use of fertilizers; nor does he use animal traction for the planting.

Eighth—As the spirit of association, which is the foundation of every business, industrial or agricultural enterprise, has taken hold of our people rather late, it may be said that these planters mutually conspire against each other's interests. This is not done, however, premeditatedly or with evil design; but because, believing, as they do, that by working individually and obeying, so to speak, a suicidal and anachronistic egotism, they work against each other and against all the others.

Ninth—All those who are engaged in some kind of agricultural pursuit in Porto Rico know approximately at the start at what price they will sell their products. With such a basis, nearly always certain, they can decrease or increase their expenses in proportion to the probable price. The tobacco planter has never worked in Porto Rico with such an outlook.

Tenth—The cultivation of sugar cane in Porto Rico, for example, with good seeds, suitable lands and the necessary attention, has very little to fear from the meteorological agents of the torrential rains or long dry spells.

Irrigation Effective

Irrigation has overcome the defects of dry periods. Injurious rains are not frequent on the coast of the Island, where most of the sugar plantations are located.

The cultivation of tobacco requires special atmospheric conditions. All excess is detrimental. It does not require too much rain nor continuous dryness, neither abundant humidity or steady heat. And, as it well known, the planter has no control over these agents. Ah, if he only could control them!

Good weather is not very common for the tobacco planter in Porto Rico. The specialists have already marked down chronologically the good crops they have had, naturally in good years. This good weather is not humanly controlled; it is simply when it rains that the tobacco requires humidity, and the sun shines when it requires heat. In other words, the tobacco planting in our Island requires humidity when it is sown, sun when it has taken root, rain again when the plant begins to grow, until it has attained its full growth, and a period of steady dryness while the tobacco ripens and is gathered. This would be ideal weather, which our climate, however, does not frequently offer

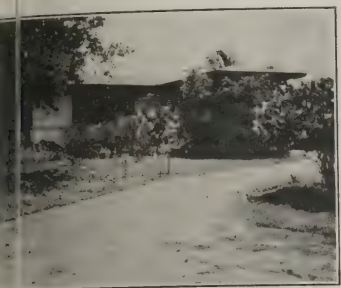


Interesting Porto Rican warehouse scenes at the Corozal and Naranjito plants of Maurice Winter & Company. (1) Packing; (2) Corozal warehouse; (3) Stripping in Naranjito plant; (4) Office; (5) Stripping at Corozal; (6) Stripping plant; (7) Drying; (8) Stripping; (9) Building; (10) Tobacco shipment; (11) Packing.

farmer, since the destruction of our fort in the interior of the Island. Although the planter may buy everything, or weather, his crops are good or bad according to said climatic conditions.

Crops and Prices

Twelfth—It has been observed that the crops are, i. e., one year they are good, and the



Procal home of "Manny" and Armando Selgas, at Manati, Porto Rico

car bad. But the price of the tobacco of good crop does not indemnify the planter for the losses he sustains during the bad year, his product is of bad quality. This theory is by citing an example: The average price of the 1923-1924 crop was \$15. The price of 1924-1925 was \$30. Therefore, the averages of the two crops has been

Twelfth—The buyers of this product insist on maintaining a price which does not compensate the planter; and, as he works under the conditions already outlined, he has no other solution than to sell his crop at the price he is offered, which he is compelled to do in order to settle his debts, and he has to retrace again the road as the man without a country.

Thirteenth—The crops are either very abundant, or also bad when they are abundant, or scarce when they are good.

Fourteenth—The planter has not suitable premises at his plantations to store his product. If he had the tobacco in his possession he might be able to sell it at the best price he could get for it.

Fifteenth—Generally, the planter contracts financing knowing that the amount allotted him will not cover his planting, cultivation and gathering of the crop in the proper manner.

Market Trend Ignored

Sixteenth—The present situation of the agriculturist-tobacco man brings to him a number of difficulties for the developing of his agricultural production; and, at the same time, it affects the market trend, inasmuch as having always in mind even up the losses sustained in the previous year, he does not limit his planting to the requirements, nor does he reduce his planting so as to obtain a better price.

Seventeenth—The plantings are nearly always extensive, because the planter lets himself be influenced by the unwise thought of always being able to plant more.

Eighteenth—Under the above conditions he cannot control his plantings, or, in other words, he cannot give to them proper attention, and is interfered by the conditions with detriment to the good quality of the crop, and the price he can obtain for it.

Nineteenth—The cultivation of tobacco requires a fixed, unrealizable absorbed investment in proportion to the importance of the crop. This investment is represented by what is called the rancho, or establishments used to dry tobacco.

It is figured by the experts in this country that on each five cuerdas of tobacco at least one hundred feet long by thirty-six feet in width and eighteen or twenty

feet high, is required. The cost fluctuates from \$1,000 to \$2,000, depending on the material used for its construction. From some time past now, planters have been replenishing their ranchos, made of domestic wood, by others made of wooden walls and zinc roofs.

Loans on Properties

Nineteenth—At present, the largest number of the rural properties, which are used for the planting of tobacco, are mortgaged with commercial banks, the Federal Land Bank, and with merchants of this Island.

Twentieth—The tobacco planter has no open credit, sure and ample, with the banks, the merchants, etc., and he cannot plant without mortgaging his crop in advance.

Twenty-first—These credits are mostly limited by the money lenders to supply weekly to the planter the amounts which he may have invested during equal periods of time for exploitation or planting. It is to be thought that if the money lender does not allow the planter a certain margin for his personal expenses, he must of necessity take some of his own accord. Other additional charges are to be attended to



Traveler Palm. This is the only one of its kind on the island of Porto Rico. It stands in the spacious grounds of Selgas Brothers, at Manati, and it will yield a quart of water every day.

by the planter for his own account, seeking for the funds wherever he may be able to obtain them. He has thus to buy the fertilizer and material which he uses for the planting.

This is the situation at present of the better part of the tobacco planters in Porto Rico, briefly outlined. If it were written with ample time available and without omitting important facts, it would offer material for an important book, which the planters themselves would be sure not to read or to buy.

Porto Rican Market

Porto Rican tobacco has so far had an unfavorable, uncertain, unstable and almost hostile market. Although the Porto Rican-American Tobacco Company has endeavored for many years to make it known, and build for it a reputation in the American market, it has taken a long time to acquire the importance and standing it deserves.

The northern manufacturers do not use it by itself, nor to inform the consumer what proportion is used with tobaccos of other sources. Thus our tobacco was mixed with Cuban, domestic, Philippine and God knows what other kinds of tobacco. But the consumer did not know it because he always bought "Havana cigars."

The benefit derived from this classification was not realized by the Porto Rican planter, who was advised to produce good and cheap fillers for the mixtures, as his tobacco had no other application in the tobacco industry.

Possibly it is not true that during all this time many manufacturers have accumulated wealth, as has always been said, but we know

that many planters have been ruined, and they are known in this country.

The future may change. The planter may not be willing to wait for the future, nor be with the necessary power to influence it.

Coming to the Front

The northern manufacturer already uses our tobacco without hiding its identity. Its individuality has imposed itself. The consumer wants it, and asks for it. It already has its own name created around its personality.

And the manufacturers already begin to come to Porto Rico to buy it, eliminating the intermediaries or agents who did them the favor to buy the tobacco for them, and to the planter still the greater favor of allowing him to pursue his agricultural life.

The planters have begun to associate themselves, to constitute substantial centers of production, and when they all realize the great and positive advantages which they may derive from an association, undoubtedly they will become members of it, thus forming a powerful group which will be able to develop productive activities and will benefit all of them.

Constituting these associations or agricultural syndicates by zones or districts, and with the advantages of the Intermediary Credits of the Federal Bank, the tobacco growers may be the real owners of their crops, and will be in a position to sell to the highest bidder.

Under these circumstances, the future presents a new and original prospect to the grower and the tobacco manufacturer, and the day will arrive soon when they may deal directly to their mutual advantage.

Rudolf F. Fels

Practically all the largest cigar manufacturers in the United States have resident buyers in Porto Rico, and they find it absolutely essential to employ highly trained men. These buyers are usually experienced tobacco men, understanding the ways and language of the people,



RUDOLF F. FELS
Famous Tobacco Man

and they travel thousands of miles over the island, inspecting the crops, the packings, and selecting the right types of leaf for their individual requirements.

One of the foremost buyers, and a representative of one of the largest factories in the United States, is Rudolf F. Fels. He buys for this one plant more than a million dollars' worth of Porto Rican tobacco every year. In addition, Mr. Fels is a king of coconut dealers, handling many thousands of this commodity which is another valued Porto Rican product.



Beautiful scenes on the Miramontes estate of J. D. Stubbe in the Cidra section of Porto Rico. Note the wonderful growth of the tobacco from the seed to several weeks old. "Miramontes Villa" in the center.

Selection And Improved Porto Rican Cultivation Required

Some Expert Knowledge Already Available—Mixed Varieties of Seed are Costly Errors—Selections Must Be Made for Various Soil Necessities—Uniform Field Tobacco Difficult to Find—Old Implements Give Way to Modern Tools

By J. D. STUBBE

S ELECTION of seed is one of the most important questions regarding tobacco culture in the Island of Porto Rico. Of course, we cannot be expected to plant only one kind of seed in Porto Rico, inasmuch as we vary this according to location and soil, as well as for that to be sun grown, or under glass.

Reference to tobacco under cheese cloth, may say that this kind of tobacco is exclusively grown by the Porto Rican Tobacco Company, and this company is giving special attention to the selection of seeds. They have a special department, the management of Dr. Chapman, who is constantly studying the different varieties, and have begun to select seeds for sun grown tobacco, the seedlings of which they send to those farmers who are under contract with them.

It would be very convenient that tobacco of one variety should be grown in one district; otherwise any pure variety rapidly degenerates through the contact of other plants in the neighborhood.

In most of the cases I have seen different varieties of tobacco on the same field; and, especially this year, it can be more observed under conditions have not been so favorable to develop all varieties at the same time. The consequence is that some seedlings of one variety are well grown, and others are not, and the farmer gets an unequally grown field, which greatly hampers the harvesting and the outcome of tobacco quality. There are dozens of different kinds and none of seed, I may say; and, in fact, some largely mixed.

Opportunity for Experts

The Department of Agriculture in Porto Rico, under the very able management of Mr. Chardon, can find right here a great field of work, providing our farmers with selected seeds, produced by experts on our Granjas.

Porto Rico can produce good tobacco, and no doubt that all of it will find ready buyers if the farmers can sell their product for more than twenty-five to thirty cents per pound. This is a great advantage for boom-timber and ten cent cigars, for which, at present time, I may say, there is an unmet market.

To obtain a more uniformity in the quality of tobacco in Porto Rico, it would be possible that farmers of the different districts come together; and, instead of each one individually making his own seed beds, they could make their beds under cheese cloth, and use the same variety for joint account. In that way, a more uniform tobacco can be produced, which is to the greatest advantage to the manufacturer. The yield will be greatly increased, and the cost, of course, decreased.

Perhaps Mr. Chardon is the man who can do this in his hands, or Rafael Ma. Gonzales, president of the Porto Rico Farmers' Association, may start this propaganda among the farmers.

Money Saved in Seed

Seed beds should be made, as I said, under cheese cloth, and near rivers or creeks, to ensure easy installation of irrigation can be used, so the producing of seedlings can be carried under any circumstances.

Can ensure that much money can be saved in

that way, and at the same time the farmers are sure that they can get the right seed at the desired time.

I wrote in TOBACCO two years ago about the preparation of seed beds, and I have never failed to obtain my seeds at the right time, even under the most unfavorable weather conditions. Following these instructions there can be no failure.

New Chapman Seed

For this crop Dr. Chapman has produced a new seed which he has cultivated with the utmost care for the last three years, and he is now trying out this seed in the different districts, and as far as it can be judged, the plant shows a wonderful development. Of course, this tobacco has to be harvested and cured to know definitely if it is a desirable quality or not.

The quality of our Porto Rican tobacco is improving every year; and, in consequence, the number of manufacturers in the states using our weed is constantly increasing. This improvement can be kept up, not only by employing modern agricultural implements for the preparation of the land, and the cultivation of the plant, but principally by selecting pure seed from healthy plants.

Old Implements Gone

It is astonishing how quickly the old implements, especially the wooden plows (arado de palo y de clavo), have disappeared in the tobacco growing districts.

The modern hillside plow is sold every year by the hundreds now. Special cultivators are driven by mules or oxen, replacing to a great extent the man work, and even the ditches are dug by modern implements. The aim of the farmer is to prepare the land better and cheaper, but he is neglecting this very important matter of good and pure seed, as cultivation and the kind of seed go hand in hand with the quality and yield. It is impossible to obtain these two factors if the right variety of tobacco is not planted. The varieties of our tobacco count by the hundreds, and each farmer has, or at least pretends to have, a specialty.

One kind of seed which gives satisfactory results in one section may be a complete failure in another. The same happens with tobacco grown on flat or hilly land, or inland or coast land, on "tierra caliente or fria" (warm or cold land). Sometime ago I conferred about this matter with our Commissioner of Agriculture, Mr. Chardon, who is already doing some seed selection work on the government farms, and has instructed his inspectors to look out for better seeds.

Uniform Tobacco Scarce

A field of tobacco, sun grown, with uniform variety of tobacco, is very seldom seen. With rather few exceptions, all fields are badly mixed with all kinds of tobacco. It will be necessary to begin to grow pure varieties, so as to obtain pure seed. The fact is that the tobacco fields generally develop very unevenly, in spite of having had the same cultivation, fertilization, and precipitation. There is no question that this uneven growth may be also due to soil conditions, most of the time to excess of acidity. But this can be rectified by employing hydrated lime or sulphate of magnesium, etc. Other causes may be, when seedlings are used,

that they have grown too large, or have become too old, and if fertilizer has been poorly applied.

The manufacturer will be greatly interested in buying uniform tobacco of the same taste and good burning; therefore, a great step forward can be made in selecting the seed.

Uniform seed always gives uniform growth, and uniform growth means uniform yield, and this regulates, of course, to a great extent the income of the farmer from his tobacco.

If the yield is good as well as the quality, the farmer can sell his product at lower prices, and make profits. Buyers can then produce cheaper cigars, and this surely will represent larger sales; and, in consequence, larger demand.

The future of the tobacco of Porto Rico on a larger scale is assured if the manufacturer can be supplied with good tobacco that will allow him to produce a five and ten cent cigar. Therefore, a much larger production will hardly affect the prices the manufacturer can offer our farmers.

Porto Rico's Leaf Tobacco Exports

Exports of leaf tobacco and scrap from Porto Rico by fiscal years since 1916 are reported officially as follows:

Fiscal Years	Pounds	Value
1916-1917	9,408,723	\$3,850,670
1917-1918	17,196,323	8,982,130
1918-1919	17,859,559	8,420,583
1919-1920	20,507,566	13,416,388
1920-1921	14,667,932	13,568,249
1921-1922	222,452,588	9,002,767
1922-1923	19,610,175	9,465,043
1923-1924	23,343,048	11,500,000
1924-1925	22,721,865	9,837,391

Cigars Made in Porto Rico for Consumption During Fiscal Year 1924-1925

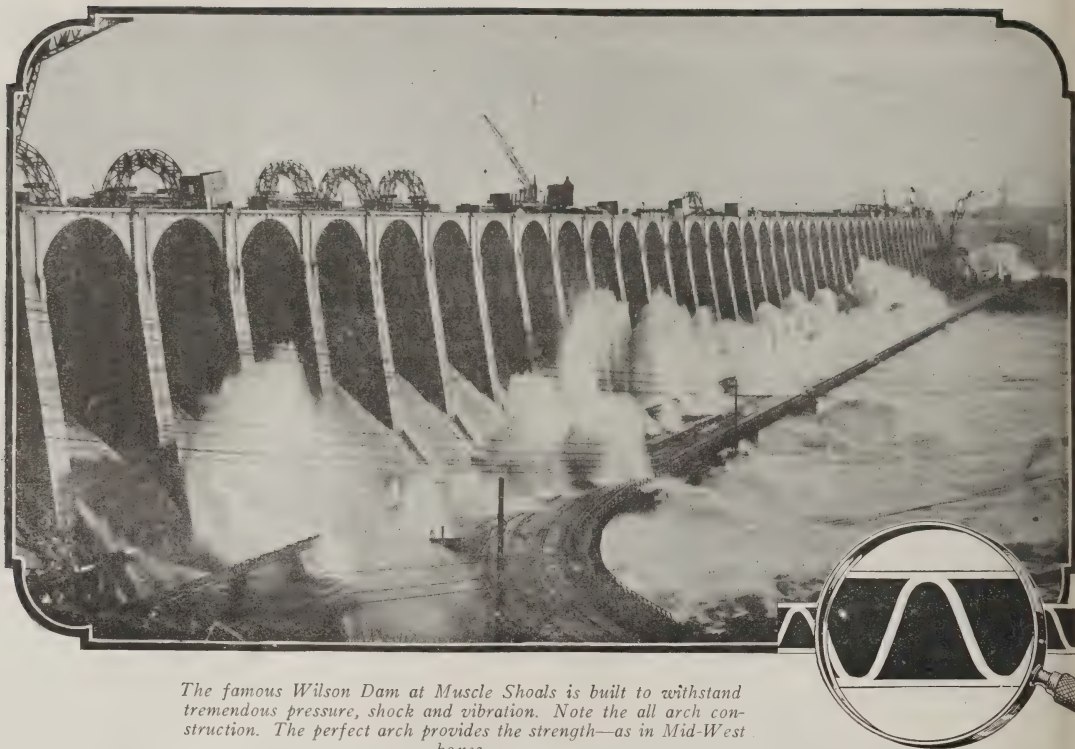
Month	Cigars
July	5,651,160
August	6,926,844
September	4,318,004
October	6,419,155
November	6,148,522
December	8,918,909

Month	Cigars
January	4,875,942
February	4,386,131
March	6,106,828
April	4,371,242
May	5,834,932
June	6,061,540

Cigars Made in Porto Rico, for Export During Fiscal Year 1924-1925

Month	Cigars
July	18,907,000
August	16,534,000
September	15,411,000
October	25,459,000
November	17,182,000
December	15,456,000

Month	Cigars
January	11,714,000
February	12,989,000
March	14,520,000
April	17,334,000
May	14,786,000
June	16,261,000

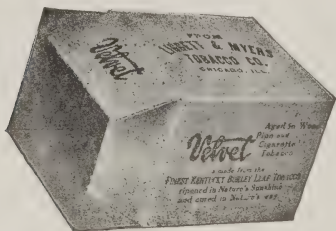


The famous Wilson Dam at Muscle Shoals is built to withstand tremendous pressure, shock and vibration. Note the all arch construction. The perfect arch provides the strength—as in Mid-West boxes.

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st Ciales District As A Prospective New Field For Tobacco Growing

Not Really Virgin Tobacco Soil, But Center of Improved Types—Seed Selection Important—Early Planting Suggested—Fertilization Brings Better Results—Low Tops Produce Larger Leaf—Finer Barns Available—Prevention of Insects

By M. LEON LUGO

READERS looking at the heading of this article may think that leaf tobacco has never been grown in or about Ciales, Porto Rico, but this is not true, because statistics show that for many years this section has been growing tobacco successfully. But what the writer means by field refers to new methods adopted recent time, which, of course, will bring grades of leaf, and an increase of pro-

duct. The Ciales district of Ciales comprises, be- surroundings, all the fields around the Morovis, Manati, the southern part of Ciales, and the ward in Florida, of the vicinity of Barceloneta. There we might find the land to be planted at nearly four hundred acres, under the direction of seven or eight tobacco dealers and manufacturers who are financing the tobacco growers.

The largest part of the planting will be in the district of Morovis, and great care has been taken in selecting seeds and preparing land for this section, really, is entirely new, and growers are interested in harvesting a good crop of leaf.

Advocate Early Planting

A marked tendency of the majority of leaf tobacco is to plant late in the Ciales district; this is in the months of January and February, a campaign accomplished by agents of the Porto Rican Leaf Tobacco Company, the tobacco firm on the Island, has succeeded in getting growers to plant earlier, during the months of November and December. In an effort to plant earlier, this company raised the price of selected seed in their five acre seed field at Ciales, and gave it to planters without limitation. The seed is of the Virginia variety, the best known in the Island. Another phase of the work with which this company is co-operating is in the use of good fertilizers, putting great attention to the proportion of ammonia, potash, and phosphoric acid in this soil. No doubt that the use of good fertilizers, together with the selection of seeds, will bring this year a crop of good quality, big and sound leaves measuring over eight inches, and a yield of eight hundred to a thousand pounds per acre.

Experience has shown to us that no matter how good the soil is, and no matter how much attention is given to the plants, people can never raise good crops unless special attention is given to the selection of seeds and the use of the proper kind and amount of fertilizer. A remarkably good yield is obtained if plenty of fertilizer is used, about nine hundred pounds of fertilizer are all around this district.

For Low Topping

Purchasers will be satisfied this year when they find that most of our tobacco growers have decided to top low; that is, leaving the plants with twenty to twenty-four leaves, thus bringing a crop of good sized leaves, some measuring eight inches long, as the writer has observed. The opinion as to the question of topping is divided, for some believe that topping should be done when the plant is beginning to blossom, the system surely will bring short, thin and light tobacco, which is undesirable, especially for fillers.

Much attention was given last year to the construction of drying barns in this section. Formerly barns were so constructed that they drew air from running freely from one side to the other, on account of being too low.

Farmers had to bear great losses on account of damages caused by crowding the tobacco plants in this kind of barn, and by failing to give the proper ventilation and heat during the process of drying. The leaf injured in this manner is called Sanciochado, meaning boiled or cooked, and practically all tobacco injured this way has no value, as it loses all the aroma and has a coarse texture.

It is rather interesting to observe that the insect troubles have been checked. Most of the tobacco planters in the Manati section wrap the young plants with the leaves of the mamey tree to prevent insects, particularly La Changa, from eating them, but this system is disappearing by the use of a mixture of paris green with low grade flour. The mixture is spread over the ground around the plants after they have been sowed. Other insects attack the leaves when they are tender, especially the flea beetle and a few kinds of worms; many farmers are using now a mixture of 30 per cent arsenate of lead with slacked lime or dust, which is dusted over

the leaves according to their needs, thus exterminating the pests.

Finally comes the process of curing leaf tobacco in warehouses. The Porto Rican Leaf Tobacco Company practically established methods in Porto Rico for curing leaf tobacco, and this company has well trained personnel under the direction of tobacco experts especially for this purpose. The tobacco is brought into the warehouses, and it is classified in different grades; it is piled in bulk of one hundred to two hundred quintals or hundredweights, and given a fermentation as high as 128 degrees Fahrenheit, in closed rooms. These bulks are changed whenever the temperature reaches this point until the leaf is properly cured.

Cigar smokers will find sweet aromatic mild cigars when they are made with fillers from Ciales, Morovis and Florida, and this is found by smoking cigars manufactured by the Porto Rican American Tobacco Company. They are genuine of Porto Rican tobacco, and with a great proportion of leaf grown in this district. The reader should try a Restina or a Ricora, and he would be smoking some of our Ciales leaf tobacco.

What Happened the Thirteenth?

When Gilda Gray, the silver screen star, returned from Porto Rico the other day on the Steamer San Lorenzo she didn't say a word about what happened in Caguas on Sunday, December 13. Perhaps she didn't say anything because she didn't know a darn thing about what occurred at the plant of Congress Cigar Co.

But Manager Frank Becerra and his communicants of the Sunday services on the thirteenth could have told Gilda and her troupe of performers a much better story than that of Aloma of the South Seas, which was filmed in Porto Rico with all the local color and vast expense of a picture that made the Famous Players Corporation so proud.

What makes Mr. Becerra proud, however, is the efficient plant of the Congress Cigar Company, which he exhibited to his guests. And it is really one of the most important reasons why that familiar slogan, "La Palina has made good!" is so familiar to smokers all over the country.

So, while the church bells were ringing in Caguas on this lucky Sunday of the thirteenth, an unlucky pig was being roasted upon the grille of the famous La Mallorquina. If the

pig was unlucky the guests of Manager Becerra were not, for the entire congregation rattled their plates, knives and forks to the accompaniment of the suitable hymns which were sung, and the sermons which were delivered by the following who were surely there: Julio Janer, the tobacco grower; Pedro Sola Colon, the dealer and grower; R. Garcia Cabrera, of the American Colonial Bank; J. Vercher, of the Territorial Bank; E. Janer, the Cayey tobacco grower; Doctor G. Fernos, the dentist; J. Vendrell, the attorney of the company; R. Villar, Jr., the capitalist; Doctor Lastra, F. Golderos, Charles Schneider, manager of the Catano plant; A. Alcala, warehouse manager; Antonio Marquez, Jr., cashier; Julio Veray and S. Soto, of the office staff.

When nothing remained of the unlucky pig but his curly tail all the guests arose en masse, and in a viva voce vote they most enthusiastically and sincerely expressed the opinion that the thirteenth was not such an unlucky date after all. Moreover, it was whispered that the Congress Cigar Company was more than lucky—in fact, fortunate—to have a manager at Caguas who knows so much about the tobacco business—and so much about roast pig!



The delighted "bunch" of Roast-Pig feasters owe their enjoyment to Manager Frank Becerra, the handsome chap in white standing, fourth from left

ELADIO MIRANDA



PACKER and STRIPPER of INLAND
PORTO RICO TOBACCO
 VEGA BAJA, PORTO RICO

ALONSO RIERA & CO

PACKERS
OF PORTO RICO

LEAF TOBACCO
IMPORTERS AND EXPORTERS

San Juan, Porto Rico

CABLE
JARIÉRACO SAN JUAN
A B C 5TH EDITION

The Oldest Tobacco Firm in Porto Rico

Address: "PEDCOSTA" New York

Cable Address: "COSTACOS" Juncos, P. R.

Pedro Costa
TO RICAN OFFICE
JUNCOS

**Grower
Packer
Stripper**

Porto Rican Tobacco
NEW YORK OFFICE

Statistical Tables Showing the Tobacco Acreage and Production

Comparative Statement of Leaf Tobacco Imported and Grown in Porto Rico—
Exportation of Leaf Tobacco—Manufacturing of Cigars for Consumption and
Exportation—The Total Amounts of Inspection Fees and Administrative Fines.

			Increase 1924-1925 over 1923-1924	Decrease 1924-1925 compared with 1923-1924
	1923-1924	1924-1925	1923-1924	1923-1924
Leaf Tobacco:	<i>Acres</i>	<i>Acres</i>	<i>Acres</i>	<i>Acres</i>
Planted and cultivated	37,396	45,318	7,922	.....
	<i>Pounds</i>	<i>Pounds</i>	<i>Pounds</i>	<i>Pounds</i>
Crop during the year	26,177,418	27,318,680	1,136,262	.....
Tobacco imported into Porto Rico	4,797,742	3,074,708	.....	1,723,034
Porto Rican Leaf Tobacco exported	23,343,048	21,832,396	.....	1,510,652
Leaf Tobacco exported .....	.....	889,469	.....	.....
Porto Rican Leaf Tobacco used in cigars in Porto Rico	2,834,370	3,269,000	434,630	.....
Leaf Tobacco used in cigars in Porto Rico	1,920,730	2,063,440	134,710	.....
Amount of leaf tobacco manufactured	4,763,100	5,332,440	569,340	.....
Leaf Consumed In Porto Rico:	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>
Manufactured from Porto Rican Leaf Tobacco	45,365,016	55,389,342	10,024,326	.....
Manufactured from a mixture of Porto Rican and imported leaf tobacco	116,265,701	141,012,838	24,747,157	.....
Manufactured from imported leaf tobacco	701,203	150,800	.....	550,403
Amount manufactured for exportation	162,331,920	196,553,000	34,221,080	.....
Leaf Consumed In Porto Rico:	<i>Number</i>	<i>Number</i>	<i>Number</i>	<i>Number</i>
Manufactured from Porto Rican Leaf tobacco	3,163,311	6,948,534	3,785,223	.....
Manufactured from a mixture of Porto Rican and imported leaf tobacco	70,528,397	61,162,910	.....	9,165,487
Manufactured from imported leaf tobacco	2,436,973	1,907,765	.....	529,208
Amount manufactured for consumption	75,926,681	70,019,209	.....	5,909,472
Amount manufactured during the year	238,260,601	266,572,209	28,311,600	.....

Total amount derived from cigar inspection fees\$ 6,220.55
Total amount derived from tobacco inspection fees 26,409.75
Total amount derived from administrative fines 324.60

Grand Total\$32,954.90

Farm Prices" of Tobacco In Porto Rico

often in the compilation of crop statistics
reports or other purposes the "aver-
age price" is an approximation, an esti-
mate, that may be very close or other-
wise on aggregate and actual sales in every
district of the Island, shown by trans-
actions recorded, obtained in many places and
authorized authoritatively as being correct, the

average price per pound paid for tobacco, in-
cluding Boliches, to the Porto Rican farmer
during the past nineteen years:

<i>Crop</i>	<i>Av. Selling Price Per Lb.</i>		
1907.....	\$.1447	1914.....	.1727
1908.....	.1469	1915.....	.2005
1909.....	.1578	1916.....	.2439
1910.....	.1897	1917.....	.3438
1911.....	.2135	1918.....	.2624
1912.....	.2260	1919.....	.3184
1913.....	.2207	1920.....	.5406
		1921.....	.2193
		1922.....	.2476
		1923.....	.2970
		1924.....	.2050
		1925.....	.3107

Cable Address:
Madera, New York
Code A B C 5th Ed

TELEPHONE: JOHN 5960

MADERA TOBACCO COMPANY

DEALERS IN ALL KINDS OF
LEAF TOBACCO

PORTO RICO TOBACCO
OUR SPECIALTY

SAN JUAN, P. R. and NEW YORK

Tobacco from
CONNECTICUT
PORTO RICO
FLORIDA
GEORGIA
HAVANA



222 PEARL STREET

NEW YORK

Tobacco from
PENNSYLVANIA
TENNESSEE
VIRGINIA
KENTUCKY
OHIO

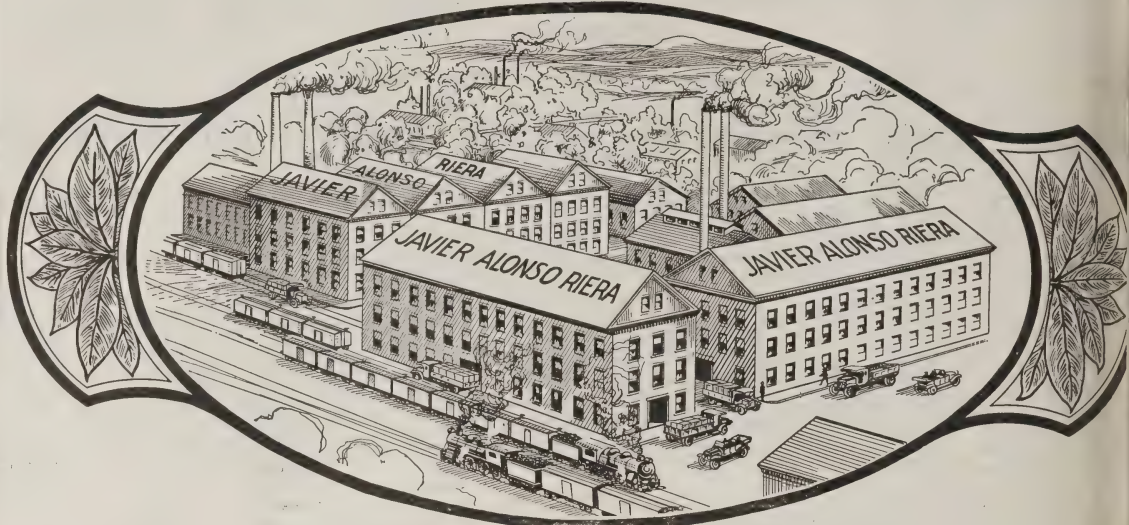
CABLE "COMBATE" PORTO RICO

P. O. BOX 39

CODE A.B.C. 5th EDITION

COMBATE TOBACCO CORPORATION

JAVIER ALONSO RIERA, Pres.



GROWERS, PACKERS AND STRIPPERS OF

PORTO RICAN LEAF TOBACCO

GROWN IN THE SECTION OF CAYEY, AIBONITO, COMERIO, CAGUAS AND JUNCOS

Main Office

Stripping Plant
JUNCOS14 TETUAN STREET
SAN JUAN, PORTO RICON. Y. Office
118 MAIDEN LANE

Cable "Menendez" Bayamon

Code A. B. C. 5th E.

VICTORIANO MENENDEZ

Packer and Stripper of

Porto Rican Tobacco

(Exclusively Inland)

BAYAMON, PORTO RICO

What Federal Banking Law Do For Porto Rican Tobacco Planters

Six Per Cent Supplants Previously Unnatural Rates—Conditions of Wastage Caused Banks' Establishment—Restrictive Rules Control Loan Liabilities—Benefits Enumerated—The Intermediate Credit Corporations Make Loan on Crops

By **NOAH SHEPARD**

Chief Appraiser

ACTS set forth herewith are for the purpose of showing what the Federal Land Bank is doing for the tobacco planters of Porto Rico; but, in reality, the benefit afforded the tobacco planter is equally available to all farmers, and has been used to the extent of over seven hundred millions of dollars up to the present. About one and one-half millions is the total of the tobacco men, loaned at 6 per cent interest. The difference between the rate of 6 per cent and the higher rate prevailing prior to the establishment of the bank, represents a considerable saving for the farmer. This is impossible to calculate, but it may be conservatively estimated at least 36, and perhaps 50 per cent of the interest of all the money borrowed for agricultural purposes. A large portion of this was withdrawn from the Island in the form of interest to foreign capitalists, and a portion which was economic waste.

Established in 1922

The operations of the Federal Land Bank in Porto Rico may be best formed by a brief review of farming conditions prior to the establishment of the bank here in 1922. At that time the farmers' only source of credit was cash, outside of short term mortgages, small private loans and crop factors loans, a limited amount in sixty-day bank loans. The legal rate of interest is 12 per cent, but the actual rate may best be described as X plus variable.

Agriculture cannot be carried on in Porto Rico without advance credit. The large sugar planters credit wholesale. They, in turn, make loans available to the cane planters, who are customers of their mills.

The coffee and tobacco planters borrow from the rest of their produce. Obtaining funds from a source entails the obligation to tie the value of the crop to the lender, limits competition in the market to those who have access to the loan. To such an extent has this restriction that although all of our products are sold abroad, they have been largely sold by the farmer through local middle-

Causes of Conditions

contain short time loans, restricted margin in sovereignty, financial upheaval caused by change in money basis after the American War, and a very severe cyclone in 1899, together with the exorbitant interest mentioned, all had their share in reducing the farmers of Porto Rico to a very poor financial condition, enhancing the cost of produce and wasting profit. Moneys that had gone into farm improvements and extension were necessarily used for interest charges.

The result has been a gradual shrinkage of prosperity. With diminishing crops and increasing interest burdens the farm laborers suffered a rate of pay that has not risen since the increased prices.

As a consequence the best laborers sought life in the cities. Only the less able remain in the country, with their capacity for work falling as their life's hardships increase. Monetary punishment of the farm owner, retirement of farm laborers from the rural zone, and withdrawal of farmers' sons from agricultural pursuits have all retarded the development of the

science of farming to such an extent that only the splendid growing climate and remarkable soil fertility of Porto Rico have enabled the farmer to survive.

Lack of working funds reduced the acreage of cultivation and tax and interest on idle lands added to the farmers' already heavy burden. Meanwhile, depreciation on his buildings and equipment outraced his ability to repair.

Federal Remedy

Such was the situation when the Federal Land Bank commenced operations. The description has not been overdrawn; the conditions have not been entirely overcome, but they have been ameliorated, and will be eventually remedied.

Much of the farmers' troubles have been ascribed to the market, but our products enjoy a good demand; therefore it seems the difficulty lies not with the lack of market, but rather with the inability to reach the real market. This should be unhampered by selling obligations to lenders, free from the handicap of wasteful cost of production, so that the produce may be laid down at a fair price to the buyer and yet represent a fair return to the seller. Such a thing, however, can only be accomplished through the action of the Federal Land Bank and Intermediate Credit Bank.

Briefly stated, the business of the Federal Land Bank is to lend money to farmers for farm purposes only, taking farm lands as security for loans maturing in twenty years. Six per cent interest, with convenient amortizations so arranged that by the payment of an annual amount equal to slightly under 8.8 per cent of the face of the principal, at the end of twenty years, makes the borrower entirely clear of the mortgage debt.

Wise Restrictions

The wisdom of the framers of the law establishing this bank is evident by the restriction placed upon the borrower in regard to the use of the money loaned. Thus it may be only used: First, to purchase land; Second, repairs to or construction of improvements; Third, purchase of live stock, fertilizer, seed, implements, machinery, equipment; Fourth, to pay debts.

Money must be used for the purpose for which it has been borrowed: thus preventing:

- "Loose lending,
- "Loose spending,
- "Sad ending."

By far the larger part of the bank's operations in Porto Rico has been the satisfaction of old high interest rate mortgages. The item next in importance has been the loans for repairs to and construction of improvements.

Crop Loans

It will be noticed that no provision has been made permitting the Federal Land Bank to lend money on crops, gathered or about to be gathered. That is where the Intermediate Credit Bank begins its function as an institution that will lend money, for a year's time at 6 per cent, to a farmer on a note backed by a lien on his crop.

The Intermediate Credit Bank operates through what are known as Intermediate Credit Corporations. It is so arranged that a group of farmers in any locality may incorporate with a

paid in capital of not less than \$10,000, which capital they loan to members of the association at a very slight increase over what money will cost the corporation when borrowed from the Intermediate Credit Bank at about 6 per cent.

Money Used Over Again

As soon as the corporation has laid out sufficient funds the accumulated notes are discounted by the Intermediate Credit Bank, and the money is used over again. The process is repeated. As a safeguard to the borrower and the lender, money can only be procured on the basis of a demonstrated need, in such sums as required to operate, and under such restrictions as to insure its 100 per cent utility.

Beneficial Provision

Various credit corporations are now functioning in Porto Rico. Those operating for tobacco have provided excellent warehouses. They are so organized as to advise with planters and supervise field work; preventing the attempt to grow tobacco on unsuitable land or in excess of curing capacity.

The benefit which they will afford the tobacco planter enumerated chiefly are: 1—Cheap money; 2—No entangling conditions; 3—Liberty to sell crop to other than a lender; 4—Scientific supervision in the field and the warehouse; 5—Economy in the purchase of supplies; 6—Abundance of selected seed; 7—Expert quality classification; 8—Supervision that will prevent production extravagance and field waste; 9—Prevention of loss from inexpert handling of cured leaf; 10—A sure and steady fund with which to meet obligations and enable calculation so as to do the things that need to be done at the time they should be done.

The foregoing should enable the planter to warehouse a good quality crop at comparatively less expense than heretofore, and sell it to the advantage of the buyer and profit to the grower.

Facilities Open to Producers

The prime motive for the establishment of the Intermediate Credit Bank has been to afford the agricultural industry the banking facilities open to every other business. This is not only accomplished, but a further step is being made to stabilize the producer and facilitate the buyer. Then the buyer who comes to Porto Rico for the 1926 crop will be sure of an even chance in an open market, at a good crop of superlative quality tobacco that was grown under favorable economic conditions. It will be saleable at a fair price, free from any attempt at unnatural price manipulation, and this stock of tobacco will be displayed in a good warehouse, easy of access.

J. B. Lichtenstein & Co.

For several years the firm of J. B. Lichtenstein & Company has been handling Porto Rican tobacco. Because of the excellent attention of their Porto Rican manager, Manuel Bao, of Ponce, their tobacco has been in good demand, and the sales duplicating, so establishing the fact that their packings are of the finest that Porto Rico produces.

They obtain their tobaccos from the very best sections of the Island. This firm has been established for more than half a century. J. B. Lichtenstein, Jr., is considered one of the most expert tobacco men in the country. He visits Porto Rico and Havana regularly.

ORTIZ HERMANOS

AIBONITO, PORTO RICO

Growers, Packers and Strippers of
Exclusively INLAND

PORTO RICAN TOBACCO

ALFREDO ALONSO

COAMO, PORTO RICO

Grower, Packer, Stripper and Exporter of

Porto Rican Inland
Leaf Tobacco

Donato Vigil & Co.

of the most progressive firms in the to-
business of the island of Porto Rico is
Donato Vigil & Company, 11 Comerico
near the San Juan wharves. Besides
Vigil the firm is composed of Jose and
lo Vigil. Fernando was but recently ad-
partnership, and is already proving to
ued addition to the staff. A New York
also maintained at 162 Water Street.
do a general tobacco business through-
this island and they are most reliable young
excellent standing and credit. Business
the past year has been most satisfactory,
the immediate prospects for 1926 are indeed
cellent.

Step On It!

few minutes in any group of people,
ecially young people, the expression is
ed or action, action—more action!
ork or in pleasure the immediate desire
eed! To illustrate this desire the motor
ase "Step on it!" is worn threadbare with
ction.
i heard, now, in manufacturing centers
ovi the land. To get more production, to
me sales volume, to get out the deliveries,
all the same—step on it!
uring the recent holiday rush this remark
usually universal. From strippers to
aps the various factories in the tobacco
ost stepped-on-it until the gas was gone!
resulted, of course, in unexampled busi-
ness. Never, perhaps, in the available records
the tobacco trade has such an enormous
now occurred in such a short season.
curred, too, after a very dismal Spring
Summer, after a slow starting Fall. But,



DONATO VIGIL

JOSE VIGIL

FERNANDO VIGIL

when it gained momentum, the production and
sales charts raced one another to the finish.

And it was in the home stretch, also, that the
step-on-it youngsters accomplished some won-
derful things. One of those instances is related
in this issue of TOBACCO.

It tells of the delivery difficulties of a promi-
nent New York cigar manufacturer, and how
the step-on-it methods of his staff got the goods
out in really more than jig-time.

Step-on-it is more than a slogan. It is a

native born element of every American's make-
up. When the occasion arises he steps right
on it, no doubt of that, and he brings back what
he steps on, every time!

Cigarette Imports Into Porto Rico

Cigarettes imported into Porto Rico during
the following fiscal years were:

1922-1923.....	154,550,225
1923-1924.....	243,324,750
1924-1925.....	284,581,520

Directory of the Registered Cigar Manufacturers, Leaf Tobacco Dealers and Strippers in Porto Rico

Aguada

López Román, Colón St.
Colé Badillo, Colón St.
Álvarez, Bo. Rosario.

Aguadilla

otierrez, San Carlos No. 33.
rés Más, Progreso St.
ner. Tob. Co., Comercio St.
ar Firpo, J. de Diego St.
ni Díaz Hdez, Fuerte No. 6.
nd Nieves, Bo. Montaña.
én Medina, Barbosa St. No. 85.
lal Pérez, Bo. Ceiba.
inc Ruiz, Barbosa St. No. 76.
Ávedo, Progreso St.

Aguas Buenas

rdin, McKinley St.
irínclán, McKinley St.
ald Ramírez, Torres St.
nic López, S. Torres.

Aibonito

iel Velázquez, Tamarindo St.
Slé, Baldorioty St.
Toz Calderón, Betances St.

Anasco

o Sepulveda, Principal St.
ez Castro, Almendras St.
uín Bastides, Afasco Arriba.
el Guzmán, Sol St.
Gili Sepulveda, Victoria St.
González Navarro, Hernán Cortés

Arecibo

lic Abrufías, Río Arriba.
sti Aguila & Co., Santana.
sti Bros., Río St.
Rueroa & Co., Gonzalo Marín.
eni Cruz Fernández, Pinta 10.
ñojoito & Co., Santana.
ez Bonet, Río No. 16.
 Sánchez, Bajadero.
tin & Comp, Tanamá.
ez Comp, Tanamá 55.
and Muñoz, Magallanes,
on gartua, Palma No. 20.

Gregorio Cruz, Camblache.
José Pérez Borday, Magallanes.
Enriqueta Rodríguez, Colón St.

Arroyo

Luis Rodríguez, Sol St.
Vargas & Sánchez, Valentina St. 29.
Pascual Gómez, 4 Galles.
Ramón Carrión, Morse St.
Mariano Carrión, Morse St.
Bernardino Berrios, Guásimas.

Barceloneta

Higinio de Jesus, Fda. Adentro.
Juan Amador, Fda. Adentro.
Rosa de León, Fda. Adentro.
Juan Maldonado, Fda. Adentro.
Pedro Ruiz, Fda. Adentro.
José M. Santiago, Fda. Adentro.
Desiderio F. Vanga, Fda. Afuera.

Barranquitas

Pablo Rosario, Muñoz Rivera St.
Manuel Alvelo, Río St.
Luis Suro, Orocovis.
Euclides Rivera, La Pica.
Felipe Carro, La Pica.
Alfredo Alvarez, La Pica.

Bayamon

Guillermo Tirado, Comerio St.
Manuel J. Ramos, La Vega St
Manuel Trujillo, Toa Baja St.
Saturnino Cortés, Viuda Alegre St.
Ramón Matheu, Comerio 203.
Luis G. Fontané, V. Alegre.
Ramón Alicea, Comerio St.
Juan Salgado, Comerio 300.
Juan Román Reyes, Toa Baja St.
Gil del Río, Santa Cruz.
Anastacio Reyes, Maceo St.
Apolinar Resto, Condado "A".
Pablo Ramírez, V. Alegre.
Román del Pino, Toa Baja St.
P. R. Ame. Tob. Co. of P. R., Betances
St.
Antonio Ortiz, Vega San Miguel.

Gregorio Olmo, Dr. Veve St.
Joaquín Muñoz, Dr. Barbosa St.
Julio Meléndez, Comerio 44.
Neomuceno Meléndez, Recreo No. 2.
Hilario Martínez, Comerio St.
López Joaquín, Barbosa 71.
Luis López, Dr. Veve.
Rita Lampon, Comerio St.
Aurelio Guzmán, Dr. Veve.
José Cintrón, V. Alegre.
José Vicente Cabrera, Comerio St.
Virgilio Ayala, Condado.
Erasmo Andujar, Vis'a Alegre.
Pablo Toro Toro, Maceo St.

Cabo Rojo

Pablá Toro Toro, Maceo St.
Aciselo Toro, Quiñones No. 39.
Eugenio Segarra, Miradero.
Carlos Rivas, Angel Franco St.
Ismael Mendoza, Monte Grande.
Aristides Irizarry, Daldorioty.
Carlos Cruz, Rossy St.
José Berenguer, M. Rivera St.
José Acosta Pagán, Baldoriot St.

Caguas

Oscar Alvarez, M. Rivera.
Antonio Arroyo, R. Belvis.
Eduardo Benjamin, R. Belvis.
C. W. Boom, R. Belvis No. 53.
J. M. Burgos, Bo. Turabo.
Juan González, Betances St.
Martín González, Dr. Goico.
Hernández Juan Castro, R. Belvis St.
Serafin Inclán, R. Belvis St.
Cruz Madera, C. Aguilera 50.
Flor Muñoz, Acosta.
Juan Ortiz, Las Marías.
Acisela Osorio, Las Marías.
Feliciano Reyes, C. Aguilera.
S. Rivera, C. Alonso 17.
Jesus Rodriguez, Río Cañas.
Ricardo Rodríguez, Betances St.
Pedro Delgado, Sto. Domingo.
Félix Solá, J. Sicardó.
Vázquez & Hernández, Salida a Sn. Lor-
etizo.
Clotilde Jiménez, Savarona.

Camuy

Ernesto Santiago, Puen'te.
Manuel Santiago, Puen'te.
Juan Ríos Cordero, Membrillo.

Carolina

Ramón López, Bo. San Anton.
Aurelio Flores, José de Diego.
Eusebio Díez, N. Font.
Rafael Valdés, Bo. San Anton.

Catano

Julio Ochart, Tren St. No. 71.
Octavio Rivera, Carretera No. 74.
Jesus Melot, Wilson No. 18.
Julio Maymí Jr., Amparo No. 23.
Ramóna Latallade, Santa Marta.
Lucas González, Pilar St. No. 8.

Cayey

Salustiano Paulo, M. Romeu.
Bosch Hermanos, Bo. Toita.
Jaime Agrinoni, Bo. Toita.
Manuel García, Palmer.
Narciso Meléndez, Las Flores St.
Enrique Mendoza, Bo. Toita.
José Porto, N. Giménez No. 29.
Rivera & Vázquez, Bo. Punta Brava.
Benito Nicolau, Bo. Corchado.
José Torrent, M. Rivera St.
José M. Vicente, Asunción No. 39.
Villar Lanza & Co., Bo. Toita.
Clemente Mirach.

Ciales

Gregorio Durand, M. Rivera.
Pedro Andujar, San José St.
Cristino Negrón, Palmer St.
Juan Robles, Betances St.

Cidra

J. Candefas & Co., M. Barrios St.
Erasmo Vázquez, Unión St.

(Continued on page 37)

Cable "Josilva"

JOSE SILVA

Packer-Dealer and Stripper

of

Exclusively Inland

Porto Rican Tobacco

Juncos, Porto Rico

P. SOLA COLON



Grower, Packer and Leaf Dealer

Porto Rican Tobacco

AGUAS BUENAS

P. O. BOX 174

PORTO RICO

Cigar Manufacturers

(Continued from page 35)

Callo, Unión St.
Unión St.

Corozal

Milonado, Bou St.
Luz, Carr. Toa Alta.
Gacia, Gándara.

Coamo

o Igán, Bo. Sta. Catalina.
Ri os, Mercedes St.
osa San Tomás.
G man, Dr. Veve St.
tar Ramos, Mercedes St.
arada, Fuerte St.
io usada, 9 de Agosto.

Ceiba

Giérrez, Principal St.
Riles, Limones St.
Culebras
co rignoní, Castelar St.

Comerio

o umirez, Libertad No. 5.
Rlriguez, Georgetti St.
o Cían, Georgetti St.
Dorado
o S Meléndez, San Quintín.
o rcia, Méndez Vigo.

Fajardo

arro, Iglesias St.
Dí P. Vega Baja.
im ex, San Rafael St.
l Morales, Unión No. 29.
Pézo, Victoria St.
Pé, San Rafael St.
o S González, Unión No. 39.
o Suño, San Rafael No. 36.
o rcia, Igualdad No. 79.

Guanica

arastein, Ensenada.
mp, 25 de Julio.
ies, 25 de Julio.

Guayama

Wázquez, Palés St.
Cinovas, San José St.
ca, Valencia St.
Aurós, Duques St.
arina, Baldorioty St.
Sapos, Mirasol St.
eg Flores, Baldorioty St.
l ven, Jobos St.
ro odriguez, Grand Stand.
ra, Luis Venegas St.
rez, Jobos St.
las, Calimano.
Canovas, Barcelona.

Guayanilla

Evvarria, Bo. Sitios.
ila Bo. Sitios.
Jdan, Bo. Sitios.
o odriguez, M. Rivera St.

Guaynabo

eco donje, Geo. R. Coltón.
do tiora, Bo. Río.

Guarabo

Ar. Tob. Co., Aurora St.
o ndelario, San Antonio No. 6.

Hatillo

lón, M. Rivera St.

Hormigueros

in Vélz Rodríguez, Mateo

Humacao

lad Duffresne St.
o sanovas, Otero St.
al g Co., Georgetti St.
Guémez, Font Martelo.
Mos, M. Cruz St.
Mere, Ensanche.
a lón, Desengaño St.
e lentino, P. Peñas Cruz.
nejo Maldonado, José Lores
o vera, Las Delicias St.
el orales, Georgetti St.

Isabela

Méndez, Progreso St.
Nías, Bo. Guayabos.
onjez Badillo, Progreso St.

Jayuya

Eduardo Iglesias, Principal St.
Juan Zamora, Bo. Sama.
Segundo Reyes, Bo. Jayuya Abajo.
Eduardo Rodríguez, Bo. Collores.
Tomás Rivera, Bo. Collores.
José A. Rivera, Guillermo Esteves.
Juan de Jesús López, Bo. Jayuya Abajo.
José Torres, Mattei.
José Ma. Hernández, Bo. Collores.

Juana Díaz

Félix V. Acosta, Lincoln St.
Hermínio Alvarado, Dr. Veve St.
Ramón Domínguez, Lomas.
Pablo Rodríguez, Tijeras St.
Florencio Torres, Guayabal.
Francisco Torres, La Vida St.
Juan Torres, Guayabal.
Hermínio Ortiz Torres, Guayabal.
Pedro Torres, Guayabal.

Lajas

Felipe Valle Concordia.

Juncos

Salvador Silvestre, Almodóvar.
I. J. Lewis Cig. Mfg. Co., Bo. Mamey.
Jesus González, Gurabo Arriba.
Federico González, G. Arriba "Mango".
Clemente Colón, M. Rivera St.
Nicolás Ayala, Corchado St.
Guillermo Robles, Betances St. No. 33.
Eliodore Robles, Celis Aguilera St.

Lares

Pedro Candelario Hno, Bo. Lares.

Las Piedras

Ramón M. Rodríguez, Bo. Montañés.
José Ramirez, Principal St.

Loiza

Juan Rosado, Mediana Baja.
José Matos, Corchado St.
Julían López, Mediana Alta.
José Jiménez, Automonía.
Dionisio Bonilla, Automonía.

Luquillo

Federico Cabrero, Principal St.
Juan Vélez, Principal St.

Manatí

José Silva Ortiz, Betances St.
M. Santana & Co., Eduardo Georgetti.
Carmelo Rodríguez, Fco Alvarez.
Pedro C. Franceschi & Co., Eduardo Georgetti.
Eulalio Salgado, Eug. Sánchez López.
José Rivera, Ensanche.
Sixto Morales, Corches St.
Alejo Galau, Ensanche.
Juan Figueroa, Fco Alvarez No. 48.

Maunabo

Ruperto Rivera, San José St.
Higinio Ortiz, Muñoz Rivera.
Juan C. Fonseca, Muñoz Rivera.
Santiago Correa, Concepción Maura 60.
Salvador Carrillo, Comercio St.
Antonio Ortiz, M. Rivera St.

Morovis

Andrés Ruse, Ruiz Belvis.
José Seda García, Ave. Buena Vista.
Vicente Ocasio, Carmen St.

Mayaguez

Robustiano González, S. R. Palmer.
José C. Vicente, Liceo 45.
Augusto Vélez, Concordia 113.
Cándido Santiago, Bo. Dulce Labio.
Saul J. Roura, Concordia.
Claudio Rebollo, San Antonio 7.
Tomás Pérez, Libertad.
Octavio M. Padilla, Post 120.
Daniel Morales, San Vicente St.
Ramón Montalvo, Liceo 5.
Etnislaio Méndez, Concordia 74.
Marc. Lejeune, Comercio St.
Infanzón & Rodríguez, Santiago Veve St.
Andrés Gutiérrez, Aguila 40.
Arnold Doval, Quintana St.
Francisco Cuevas, Menadich 3.
José Baez, Salud St.

Naguabo

Andrés Astacio, Antonio Ríos St.
Cristina Ayala, Quinones St.
Alejandro Correa, Ruiz Rivera St.

Gregorio S. Garcé, Mario Braschi.
Dionisio González, Bo. Río Blanco.
Genaro Haddock, Ruiz Belvis St.
Daniel Ramirez, Bo. Ucares.
Belén Ramos, M. Rivera St.
Rosendo Ramos, Ruiz Belvis.
Angel Rivera, Bo. Dagua.
Santos Rodríguez, Mario Braschi.
Guillermo Traviess, M. Borge St.

Naranjito

Maximino Rivera, Principal St.
Rafael Morales, Principal St.
Silvestre Grau, Georgetti St.
Alejandra García, Principal St.

Patillas

Conrado Rodríguez, A. Ricci.
Juan Soto Vega, Bo. Bajo.
Julio Serviá, Nueva St.
Mauricia Santiago, Bo. Bajo.
Regino Rodríguez, Aurora St.
Regino Lebrón, Florino St.
Félix de Jesús, Octavio Rivera.
Domingo del Cerro, A. Ricci St.
Modesto Castro, Bo. Bajo.

Pennelas

Claro Santiago, Bo. Coto.
Gumersindo Mercado, Metilla St.
Juan Millán, Ensanche 51.

Ponce

Euclides Schmidt, Tumba La Vieja.
José A. Urban, Int. Ramírez 58.
Ramón Rodríguez, Villa St. 17.
Hipólito Rodríguez, Corral Viejo.
José Rodríguez, Tumba La Vieja.
Victoriano Rodríguez, Cantera 81.
P. R. Ame. Tob. Co. of P. R., Con-cordia.
Rafael Pérez Palomo, Las Martínez
José Pagan, Mach. Abajo.
Juan Orsini, Cruz St.
Muñoz & Rivera, Vives St.
Madera Tob. Co., León & Tricoche.
Belisario Lugo, Industrial St.
Jovino López, Bolillos St.
Rafael Rivera Lozada, Coto St.
Manuel Cordero, Bo. Machuelo.
Domingo Cordero, Bo. Canas.
Juan Collazo, Ramírez & Arenas.
Pablo Gelabert, Cruz & Campeche.
Carlos Saliche, Cruz St.
Cirilo Avilés, Buenos Aires 23.
Gregoria Burgos, Comercio 24.
Rómulo Cordero, Huar No. 62.
Sabino Quiles, Flores St.
A. Santiago & Comp, León & Tricoche St.
Francisco Santiago, Machuelo Abajo.

Quebradillas

Agustín Zamot, Bo. Cocos.
José Cordero Ríos, Bo. Cocos.
Clemente Morales, Hospital St.
Gertrude Mejías, San José St.

Rincon

Arturo Urrutia, San José St.
Nicolás Vargas, Comercio St.
Miguel Moreno, Comercio St. No. 6.

Rio Grande

Avelino Quidgley, Cruz St.
Félix Osorio, Pueblo Nuevo.
Miguel Méndez, Palmer St.
Flor González, Mameyes 20.
Dionisio Feliciano, Zarzal.
Angel Delgado, Palmer St.

Rio Piedras

Juan Villafañe, Hato Rey.
Fidel Mijeno, Sábana Liana.
Lorenzo Torresola, Capetillo.
Felipe Osorio, Hato Rey.
Eulalio Osorio, Hato Rey.
Manuel R. Negrón, Capetillo.
Galo Montes, Buen Consejo.
Ramón León, Buen Consejo.
Marcelino Laureano, Monacillo.
Leopoldo Hernández, M. Rivera St.
Domingo Feliciano, Bo. Capetillo.
Manuel Castro.
Jesé Castro, Capetillo.
Gregorio, Cabrera, Hato Rey.
Angel Banuchi, Capetillo 2.

Sabana Grande

Sinforoso Vélez, 255 Julio St.
Francisco Vega Vélez, Gen. Henry St.
Genaro Sepulveda, Betances St.
Onofre Lugo, J. M. Quinones.
Juan Gallardo, Mc. Kinley St.
Ramón Alicea, Muñoz Rivera 50.

Salinas

Ramón Ramos, San Miguel.
Sandalio Márquez, Unión St.
Margarita Matos.

San German

Ernesto Ramirez, Del Río St.
José Valle, Jovilla.
Tomás Rivera, Luna St.
Jacobo de Castro, Amor St.
Alejandro Baez, Comercio St.

San Juan

P. R. Ame. Tob. Co., Pta. de Tierra.
P. R. Ame. Tob. Co., Marina.
Teodoro Reverón, Vista Alegre Pta. de Tierra.
Rodulfo Rivera, Ribot 12, Santurce.
Plácido Rojas, Ave. Pesante, Sant.
Ramón Sánchez, Cerra Andino.
Manuel Santiago Comercio 16.
Prudencio Torres, Obrero 16, Santurce.
Ramón Torres, Ave. Cortijo, Sant.
José Villafañe Torres, Bo. Obrero St. 17.
Rafael Toro, Tadeo Rivera.
Miciardo Vega, Estrella 27, Sant.
Rafino Viñas, Stop 16-12.
Ramón V. López, Torre La Vega.
Félix Figueroa, Bo. Obreros.
J. Román & Co., P. de León 233, Stop 24.
Reyes & Rolón, Pedro Sánchez 51.
Pedro Díaz, Terrenos de Rexach.
Martín Lasa, Carr. No. 71, Sant.
Juan López, Luis M. Moczó, Sant.
José Sánchez Martínez, Republica, Sant.
Daniel Miranda, Seboruco, Sant.
Diego Montes, La Perla.
José Muñoz Villafañe, San Agustín 98, Pta. Tierra.
Ramón Nieves, Tranquilidad.
Salvador Ortiz, Bo. Obrero, Sant.
Ignacio Rosario Plaza, Buenaventura 28.
Julio Agosto, Bo. Obrero.
Manuel García, Alfonso St.
Antonio Berrios, Baja Mar, Stop 7.
Antonio Bidot, Bo. Obrero St. 16.
Combate Tobacco Corp., Tetuán St. 14.
Braulio Cortés, Monserrate, Sant.

San Lorenzo

José Borges, Dique.
Martín Borgos, M. Rivera.
Zacarías Borges, Las Flores.
Cayetano Contreras, Paja St.
Asunción García, E. S. Sánchez.
Juan C. González, Las Flores.
Hernández & Vázquez, Georgetti St.
José López, Pavia St.
Ramón Iglesias, Pavia St.

San Sebastian

Ramón Cardona, Nueva St.
Manuel Pérez, Esperanza St.

Santa Isabel

Manuel Valle, Bo. Felisa.
Salvador Vega, M. Rivera.
Luisa López, Muñoz Rivera.

Toa Alta

Tomás Prado, Bo. Contorno.
Antonio González, Alfonso 13-19.
César Romero, Muñoz Rivera St.
Damián Nieves, Palmer St.
Alejandro Negrón, Marina.
Jacinto Fernández, Bo. Contorno.

Toa Baja

Francisco Meléndez.
José Montañez, Candelaria.

Trujillo Alto

Alfonso de León, Marina St.
Carlos Viera, Oeste St.

Utua

Francisco Velázquez, Aguayaba.
Eduardo Artau, Bo. Salto Arriba.
Alfonso Vargas, Bupas St.
José López & Co., Plazuela Baldorioty.
Ismael Otero, Buena Vista.

Vega Alta

Fernando Román, I. Seijo.
Andrés Rosado, Georgetti.
Emiliano Nevares, L. Vega St.
Antonio Alvarez, Las Mercedes.

Vega Baja

Leonard Avilés, Bo. Pugnado Afuera.
José Colón, Baldorioty St.
(Continued on page 45)

Cable Address:
MILLACH

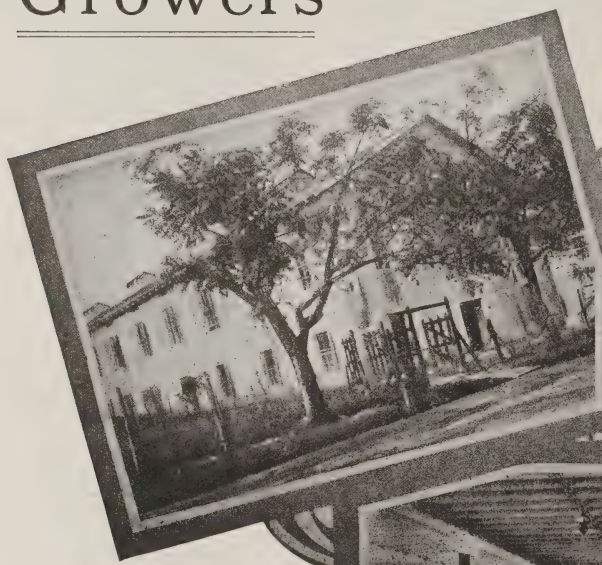
Code: Western
5th Letter

DURLACH BROS., INC

Specialists

Growers

Packers



HIGH
GRADE

PORT
RICAN

LEAF TOBACCOS

The Guarantee Stamp on a barrel or bale of tobacco guarantees the tobacco contained in it to have been grown on the Island of Porto Rico.

D.B. on a barrel or bale of tobacco is an additional guarantee that the contents are High Grade INLAND grown Porto Rican Tobacco.

Our Customers Know It

CAGUAS
Porto Rico

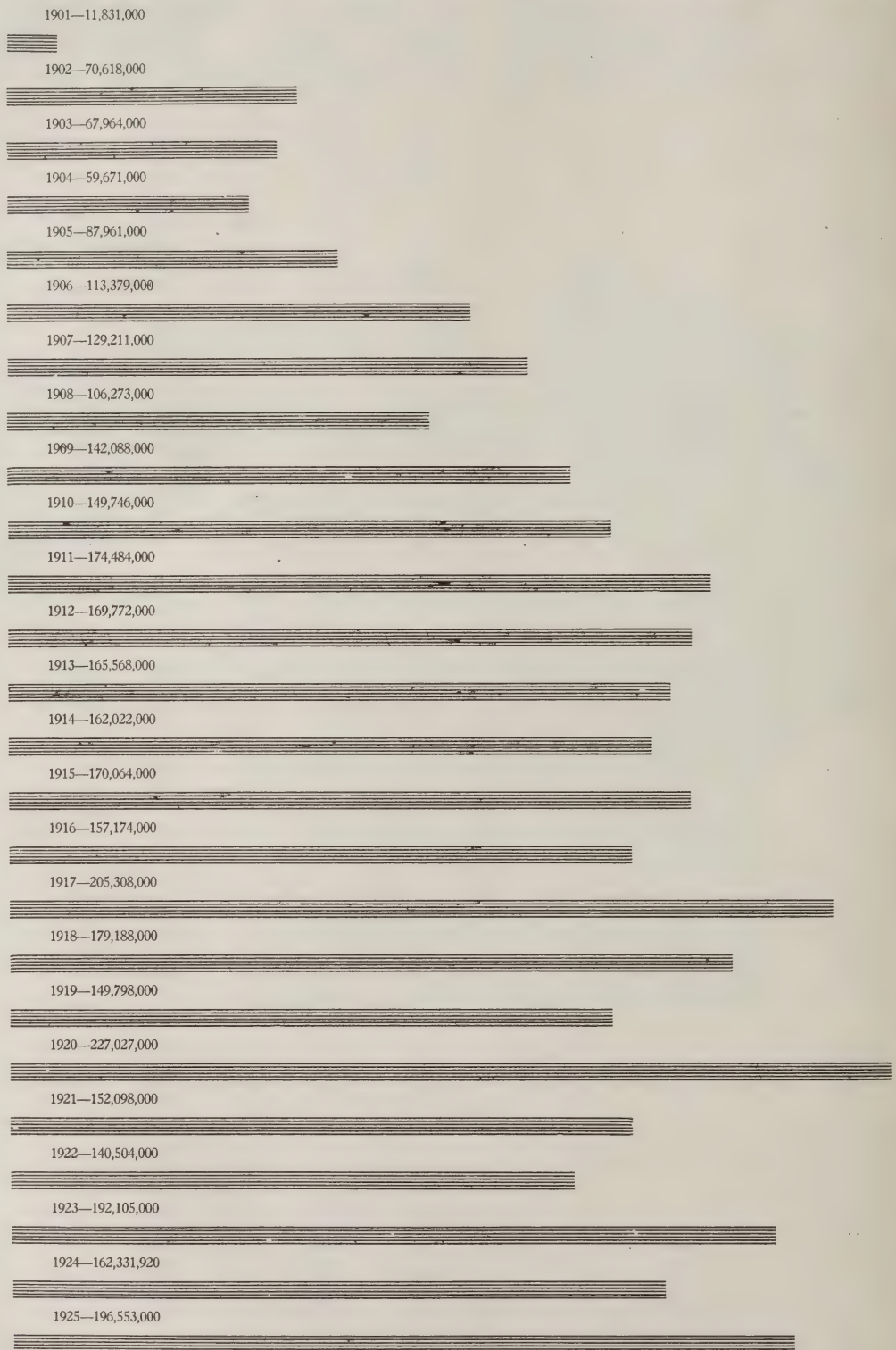
New York Office
181 Water Street

ue of Porto Rican Tobacco Land Tabulated for Five Fiscal Years

Tabulations of Acreage and Average Value Per Acre by Municipalities

Municipality	Fiscal Year 1920-1921		Fiscal Year 1921-1922		Fiscal Year 1922-1923		Fiscal Year 1923-1924		Fiscal Year 1924-1925	
	Acreage	Average Value \$100.00	Acreage	Average Value \$115.00	Acreage	Average Value	Acreage	Average Value \$150.00	Acreage	Average Value \$450
San Juan	1	100.00	3	100.00	1	\$100.00	...	...	...	...
San Pedro	331	97.35	596	99.67	541	98.22	570	95.37	781	67,220
San Juan	1,471	98.71	1,586	99.56	1,146	80.17	1,570	99.18	1,693	178,380
San Juan	724	55.57	771	60.45	761	60.29	707	58.57	744	49,260
San Juan	80	90.25	93	92.42	85	91.41	122	92.58	120	11,145
San Juan	496	71.20	533	72.32	559	71.94	589	70.50	698	48,185
San Juan	210	53.17	217	56.70	207	57.03	78	56.09	87	5,475
San Juan	24	133.54	32	125.16	6	134.17	12	108.75	6	805
San Juan	14	151.79	14	151.79	14	151.79	14	151.79	14	2,125
San Juan	2,329	128.71	2,516	122.45	2,606	120.64	2,792	117.27	2,994	344,645
San Juan	38	130.00	42	124.29	36	125.83	34	121.47	49	5,960
San Juan	...	...	3	75.00	3	75.00	3	75.00	3	225
San Juan	2,841	133.78	3,030	132.98	3,143	130.39	3,279	130.41	3,598	487,995
San Juan	191	87.98	107	87.19	174	90.89	179	93.13	186	19,585
San Juan	3,693	87.10	3,804	88.20	3,627	90.10	3,829	85.59	4,080	332,820
San Juan	1	60.00	20	103.50	55	115.82	75	98.27	124	9,370
San Juan	2,738	80.67	2,756	81.50	2,593	81.82	2,596	80.82	2,572	210,781
San Juan	125	92.44	144	27.60	120	86.67	135	87.93	183	18,890
San Juan	3	100.00	13	253.25	15	236.67	12	270.83	...	...
San Juan	6	50.00	10	110.00	10	110.00	4	200.00	4	800
San Juan	2	75.00	2	75.00	...	...	...	...	...	...
San Juan	18	81.39	22	87.95	24	105.21	24	105.21	20	1,725
San Juan	186	116.80	211	112.35	205	112.71	408	79.89	345	20,295
San Juan	1,050	161.82	994	165.56	873	177.37	951	162.44	1,063	170,810
San Juan	485	85.00	422	81.69	406	80.90	386	79.47	396	31,710
San Juan	28	152.50	20	152.50	28	152.50	28	152.50	28	4,270
San Juan	4	72.50	2	63.00	3	243.33	12	132.08	5	315
San Juan	30	150.33	44	145.80	48	137.29	49	138.37	58	7,270
San Juan	50	101.00	80	107.00	51	107.06	85	97.88	90	9,230
San Juan	2	100.00	5	130.00	3	150.00	3	150.00	3	450
San Juan	717	128.16	649	127.60	595	121.89	606	122.16	610	76,207
San Juan	9	133.33	9	133.33	9	133.33	9	133.33	9	1,200
San Juan	2	100.00	2	100.00	2	100.00	...	...	...	...
San Juan	91	23.08	33	92.73	33	92.73	11	81.82	11	900
San Juan	82	85.06	83	85.00	82	85.06	82	91.46	84	8,310
San Juan	...	...	...	...	...	...	...	...	...	...
San Juan	268	97.36	293	98.89	188	110.00	194	107.45	196	21,255
San Juan	18	64.72	19	63.42	9	77.22	9	77.22	8	635
San Juan	1	50.00	1	50.00	1	50.00	1	50.00	1	50
San Juan	194	93.99	201	98.37	144	95.52	129	103.37	138	14,530
San Juan	10	100.00	10	100.00	...	...	...	...	...	...
San Juan	512	100.18	532	99.86	512	100.68	673	86.36	664	57,385
San Juan	71	146.12	71	146.13	77	137.86	78	138.65	78	10,815
San Juan	1	100.00	8	62.50	8	62.50	8	62.50	6	200
San Juan	9	37.77	...	...	...	...	...	...	...	...
San Juan	21	104.29	23	103.91	25	101.80	24	102.92	26	2,670
San Juan	...	...	...	...	...	...	...	...	...	...
San Juan	30	105.00	17	102.82	25	132.00	15	100.00	77	6,470
San Juan	214	98.97	217	98.53	220	99.95	200	97.90	200	19,820
San Juan	10	100.00	10	100.00	10	100.00	10	100.00	13	1,600
San Juan	111	116.17	110	114.95	110	114.95	99	129.44	101	13,985
San Juan	1,848	69.52	1,824	70.86	1,721	67.68	1,879	68.28	2,009	144,645
San Juan	...	...	...	...	...	...	...	...	...	...
San Juan	77	106.49	83	104.52	108	100.14	159	126.29	142	18,300
San Juan	15	96.67	77	199.35	77	199.35	77	199.35	77	15,350
San Juan	1	110.00	1	110.00	1	110.00	1	110.00	1	110
San Juan	298	82.50	338	99.39	326	98.24	303	95.50	452	42,265
San Juan	2	80.00	3	86.67	3	86.67	6	77.50	8	645
San Juan	63	94.92	69	98.65	90	92.89	76	98.55	84	8,210
San Juan	...	...	...	...	...	...	...	...	...	...
San Juan	23	196.74	23	198.74	23	196.74	23	196.74	21	3,275
San Juan	570	83.44	538	83.75	518	85.71	499	87.63	527	44,895
San Juan	22,442	\$100.47	23,420	\$101.59	22,260	\$100.86	23,720	\$99.72	25,488	\$2,553,918

Chart Showing Number of Cigars Exported from Porto Rico During the Fiscal Years 1901 to 1925.



A Year Hence

you will be taking inventory.

What will your books show for 1926?

Will some of your cigars have cost you more to make than you can sell them for?

Do you know what other manufacturers are doing in like cases?

They are using Porto Rican tobacco—an imported, tropical leaf.

It pays no duty, and consequently is cheaper in price.

Grown in the mountains, it combines the quality of low land tropical tobacco with a certain finer quality due to higher altitudes.

Porto Rican leaf is not a substitute; nor is it a subterfuge.

It has individual merit.

Government of Porto Rico Tobacco Guarantee Agency

136 Water Street
New York City

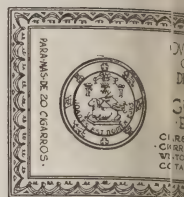
F. Linares
Agent

Telephone
John 1379

GOVERNMENT

Tobacco and Cigarettes

Information Regarding
Manufacturers
Furnished Upon Request



For cigarette

Study These Stamps—The Only Stamps

Information Regarding

Packers

Furnished Upon Request



For Leaf Tobacco

GOVERNMENT TOBACCO GUAFAR

OF PORTO RICO

Guarantee Stamps



Information Regarding
Leaf Dealers
 Furnished Upon Request

Colicco

Be Used According to the New Law



n orto Rico

Information Regarding
Jobbers and Retailers

Furnished Upon Request

PORTO RICO

NTTEE AGENCY

Telephone John 1379

THE GUARANTEE STAMP ACT

Is for Your Protection — Become Familiar With It

(EXCERPTS FROM THE NEW LAW)

TO PROTECT PORTO RICAN TOBACCO AND CIGARS AGAINST FRAUD AND ADULTERATION BY MEANS OF A GUARANTY AND ADVERTISING AGENCY IN THE CITY OF NEW YORK, UNITED STATES; THE ISSUE OF GUARANTY STAMPS DETERMINING THE ORIGIN OF THE TOBACCO, AND BY ADEQUATE EXPERT INSPECTION; ESTABLISHING AN INSPECTION FEE TO DEFRAY SUCH EXPENSES AS THE APPLICATION OF THIS ACT MAY OCCASION; TO IMPOSE CERTAIN PENALTIES FOR THE VIOLATION OF THE PROVISIONS OF THIS ACT; TO REPEAL ACT. NO. 14, APPROVED MAY 13, 1921, AND FOR OTHER PURPOSES.

* * *

To develop and maintain an intensive advertising and propaganda campaign in the market of the United States for the purpose of making the Porto Rican tobacco widely known in the United States.

* * *

Guaranty stamps shall be furnished gratis and an inspection fee shall be charged only in the manner following: Every dealer, manufacturer, stripper of tobacco in Porto Rico shall pay an inspection fee of twenty (20) cents for each hundred pounds of tobacco or fraction of one hundred pounds sold, used or shipped by him during the month.

* * *

Only one guaranty stamp shall be issued for hand or machine-made cigars manufactured in Porto Rico when such cigars are made wholly of Porto Rican tobacco. The guaranty stamp used on cigars manufactured wholly from Porto Rican tobacco shall bear the inscription in English and Spanish: "Cigars manufactured in Porto Rico from Porto Rican tobacco." Special guaranty stamps shall likewise be issued for leaf or stripped tobacco scraps or cuts for export, the origin of the tobacco to be clearly expressed as follows: To each original barrel, bale or package there shall be affixed a stamp bearing the following inscription in English and Spanish: "Tobacco harvested in Porto Rico"; Provided, that the guaranty seal or stamp shall be affixed in such manner that the barrel, box, bale, package or sack can not be opened without necessarily destroying the guaranty seals or stamps.

* * *

The tobacco farmers shall be exempted from the provision of this law, provided that the tobacco has been harvested by themselves and sold in Porto Rico in its original form.

* * *

To establish relations with the tobacco growers of the Island, and chiefly with any legal bona fide tobacco growers' association that may at present exist or be organized hereafter, as well as with the principal dealers of the United States or of Porto Rico in said product, and whenever required by any of said parties said agency shall act as intermediary further to guarantee one and the other of them; Provided, however, That the Government of Porto Rico shall in no case be responsible for losses or damages suffered in transactions where said agency intervenes.

* * *

Said agency shall keep a careful register of such agriculturists and tobacco growers' associations of Porto Rico, and of dealers in the Island or in the United States, as may have utilized, or are utilizing its services, as well as of all such transactions in which it has in any manner intervened, and such register shall serve as reference in case of any application for information by any interested person or association.

*Additional information about the Guarantee
Stamps or Porto Rican Tobacco on request.*

GOVERNMENT OF PORTO RICO TOBACCO GUARANTEE AGENCY

F. LINARES, Agent

136 Water Street.

Telephone: John 1379

New York, N. Y.

Cigar Manufacturers

(Continued from page 37)

Olmeda, M. Rivera.
Silva Ortiz, Barina St.
Rosario, Aldea Casani.
Baldorioty St.
Vicente, Aldea Casani.
Torres, M. Padilla St.

Vieques

Bermudez, Buena Vista.
Cordero, Sta. Bárbara 16.
Feijó, San Felipe 8.
López, Cañón 20.
Nieves, Buena Vista St.
Rivera, San Felipe.
Rosario, San Juan St.
Saldaña, Buena Vista.
Villaveitia, San Juan 41.

Villalba

Zayas, Villalba Adajo.
Rodríguez, Villalba Abajo.
Guzmán, Hto. Pco. Arriba.
González, Villalba Abajo.
Colón, Bo. Vacas.
Aponte,

Yabucua

Mario Dávila, F. Degetau.
S. López, Calvario St.
Matos, Baldorioty St.

Yauco

Nazario, Lo. de Mayo.
Vicente, Matei Llueras.
Torres, 25 de Julio No. 40.
Quiones, Tendal.
Hernando, Buena Vista.

Registered Leaf Dealers

Arecibo

Co., Sucs., S/C., Río St.

Catano

Alvarez, Carretera St.

Bayamon

González, Toa Baja St.
Menendez, Comercio St.

Catano

Cigar Co., Palmer.

Caguas

Boom, R. Belvis No. 53.
Díaz, Bo. Turabo.
Bros., Inc., Salida Cayey.
Hamburger Bros. & Co., Campo Alegre.
Inclán, R. Belvis.
Rosenstadt & Waller, Corchado.

Cayey

Bros., Bo. Toita.

Coamo

Colón, 9 de Agosto St.

Isabela

Miguel Guevara, Bo. Bejucos.

Juncos

Livis Cigar Mfg. Co., Bo. Mamey.
E. Castro, Algarín St.

Manati

Sels & Co., Mc. Kinley St.
Baldorioty, Juan R. Ramos St.
López Alvarez, Georgetti St.
Hnos. & Co., Baldorioty St.

Mayaguez

Infanzón & Rodríguez, Santiago Veve St.
Rivera, M. Rivera St.
Amer. Tob. Co., Concordia St.
Méndez, León St.
Tobacco Co., Guadalupe St.

San Juan

Vigil & Co., Comercio St.
Riera & Co., Tobacco Palace.
Tob. Corp., Tetuán St. No. 14.
Amer. Tob. Co., Puerta de Tierra.
Leaf Tobacco Co., Puerta de Tierra.
Infanzón & Co., Santurce (Seboruco).
& Co., Tetuán No. 72.

Rio Piedras

Kohlberg, González & Co., Hato Rey.

Yauco

Juan Vicens, M. Rivera No. 53.
Francisco Catalá, 25 de Julio St.

Registered Tobacco Strippers

Arecibo

Luis Ubiñas, Plaza Mercado.
J. B. Colón & Co., Cervantes St.
Roses & Co., Sucs., Rosado St.
Pérez & Fuertes, S/C., Plaza Mercado.
Marcial Díaz, Bo. Santana.
Lugo & Co., Bo. Arenalajios.
Leopoldo Santisteban, Bo. Hato Abajo.

Bayamon

Prudencio González, Toa Baja St.

Catano

Congress Cigar Co., Bo. Palmer.
Fernando Alvarez, Carretera St.

Bayamon

Rodríguez Hevia & Co., Bo. Nuevo.
Victoriano Menéndez, Comercio St.

Barceloneta

Ramón Morán & Co., Bo. Garrochales.
Selgas & Co., Bo. Florida.
Antonio Méndez, Bo. Garrochales.

Caguas

Fernando Alvarez, R. Belvis esq. Padial.
C. W. Boom, R. Belvis St.
Congress Cigar Co., Bo. Tomás de Castro.

Benigno Díaz, Bo. Turabo.
Durlach Bros. Inc., Salida a Cayey.
Juan Jiménez Sauri, Dr. Rufo St.
Victor Caraballo, Bo. Sto. Domingo.
Hamburger Bros. Co., Campo Alegre.
Juan Jiménez Rosa, Bo. Sto. Domingo.
Lorillard & Co., Salida San Lorenzo.
Alberto López & Co., Vizcarondo St.
S. Ortiz, Dr. Rufo St.
Antonio Rojas & Co., Las Flores St.
Rosenstadt & Waller Inc., Salida a San Lorenzo.

Solá & Co., Dr. Goyco St.
E. Sánchez & Co., Salida a Cayey.
José Silva, Salida a Cayey.
Benigno Díaz, Bo. Beatriz.
Hamburger Bros., Dr. Goyco St.
Benigno Díaz, R. Belvis St.
Durlach Bros. Inc., Salida de Cayey.
Congress Cigar Co., Bo. Río Cañas.

Cayey

Bosch Bros., G. Contreras St.
Francisco Echavarría, Bo. Toita.
Victoriano Menéndez, Bo. Toita.

Coamo

Alfredo Alonso, 9 de Agosto St.
Antonio Passalacqua, 9 de Agosto St.
Fco. Umpierre Carmona, Bo. Vega Redonda.

Corozal

Valiente & Co., Bou St. No. 2.

Guaynabo

A. Rojas & Co., Carazo St.

Gurabo

P. Solá Colón, Bo. Rincón.
Kohlberg González & Co., Bo. Rincón

Isabela

Miguel Guevara, Bo. Bejucos.
Miguel Guevara, Bo. Bejucos.
José Cardona Piquet Comercio St.

Juncos

José Silva, Libertad St.
Francisco Mujica, Betances St.
Francisco Franqui, Barreras St.
Arturo Costa, M. Rivera St.

Las Piedras

P. R. Am. Tob. Co., Principal St.

Manati

José Ayala, Bo. Tierras Nuevas.
Marín Alvarez, Bo. Tierras Nuevas.
Manuel Acevedo, Bo. Coto Sur.
Cortés Hnos. & Co., Baldorioty St.
Valentín Durán, Baldorioty St.
J. Grau Sandoval, Bo. Coto Norte.

Santiago González Bo. Tierras Nuevas.
Marcelino Hoyos, Gloria St.
Ramón Huerta, California St.
Manuel Hernández, Bo. Tierras Nuevas.
José López, McKinley St.
Félix López Alvarez, Georgetti St.
Ramón Morán & Co., Bo. Bajura Adentro.
Ramón Morán & Co., Baldorioty St.
Ramón Morán & Co., Quiones St.
Ramón Menéndez, McKinley St.
José Meléndez, Bo. Tierras Nuevas.
Baudilio Rodríguez, Juan Ramón Ramos St.
Eduardo Rosa, Ensanche.
Otilio Sandoval, Bo. Coto Norte.
Selgas & Co., McKinley St.

Morovis

Juan Amezaga, Carmen St.
Josefa M. Fontán, Carmen St.
F. Machargo & Co., Progreso St.
Octavio Maldonado, Principal St.
Andrés Rusc, Comercio St.
Jovito Rodríguez, Bo. Monte Llano.
Jovito Rodríguez, Comercio St.
Selgas & Co., Progreso St.

Naranjito

Valiente & Co. S/C, Principal St.
Valiente & Co. S/C, Principal St.

Ponce

Manuel Bao, Villa St.

P. R. Am. Tob. Co., Guadalupe St.

Santurce

F. Denizanz & Co., Monte Flores.
P. R. Am. Tob. Co., Pumarada St.
Fernando Alvarez, Monserrate St., No. 4.

San Lorenzo

Infanzón & Rodríguez, Eugenio Sánchez López.
Santiago Iglesias Silva, Eugenio Sánchez López.

Las Piedras

Santiago Iglesias Silva, Principal St.

San Lorenzo

Durlach Bros., Inc., S/C, Colón St.
Francisco Buzó José de Diego St.

Toa Alta

Fernando Alvarez, José de Diego St.
Sucs. Huertas González, Bo. Ortiz.

Utua

Roses & Co., Sucs., Republica St.
Hamburger Bros. & Co., Maceo St.
Norberto García, Antonio R. Barceló.

Vega Baja

Manuel Jiménez, Carretera.
Fernando Alvarez, Betances St.
Félix López, Bo. Algarrobos.

Setting the Pace for Another Active and Prosperous Year

MINNEAPOLIS, Minn., Dec. 19.—C. F. Newhouse and C. B. Van Vliet have purchased the cigar business of Charles A. Calkins at 2706 East Lake street, this city.

YETTER, Iowa, Dec. 19.—Danahou Billiard Hall suffered a loss of \$5,000 by fire to its cigar and billiard equipment. Fully covered by insurance, and business will be resumed very shortly.

SEATTLE, Wash., Dec. 15.—Metson Cigar Store has opened up at 1423 Sixth street, this city.

RAMSEY, Ill., Dec. 19.—George Lecas will open a cigar and confectionery store here in about one week.

CROSSVILLE, Tenn., Dec. 19.—W. D. Hedgecoth is to remove his cigar and billiard business to a new location here very soon. He is now in the market for new fixtures.

MINONK, Ill., Dec. 19.—William Hodson has purchased the interest in the cigar and confectionery business of his partner, formerly operating under the title of Hodson & Ehrmann.

FENNIMORE, Wis., Dec. 17.—Oscar Anderson is to open a cigar and confectionery business here shortly.

SEATTLE, Wash., Dec. 15.—Washington Cigar Store is to open in this city at 1900 Second avenue.

WATERLOO, Iowa, Dec. 19.—Joseph Wilimich has purchased the cigar business of Arthur A. Stitz.

WOODLAWN, Ia., Dec. 19.—C. N. Corbello suffered a severe loss by fire to his cigar and auto supply stock last week.

ALEXIS, Ill., Dec. 19.—Edward Beard and Lee McKelvey have opened a cigar and billiard business here in an established location.

GRAND ISLAND, Neb., Dec. 18.—Saratoga Billiard Hall suffered a loss of \$1,500 by fire to its cigar and billiard equipment. Business will be resumed in about two weeks.

JEFFERSON, Ia., Dec. 17.—B. L. Reynolds has purchased the cigar business of Henry Brock.

CERES, Cal., Dec. 15.—L. R. Kelly has

purchased the cigar and confectionery business of George B. Cortright.

NILES, Mich., Dec. 19.—C. S. Overcash and Floyd Goodsell have purchased the Main street cigar store of James C. Dailey.

COUNCIL BLUFFS, Ia., Dec. 18.—L. W. Sheffer suffered a loss of \$25,000 by fire in his cigar and billiard business at 30 Pearl street.

MODESTO, Cal., Dec. 15.—George Allen is to erect a new store, and open a new cigar and confectionery business.

LIGNIER, Ind., Dec. 19.—Turnock & Shephard have succeeded C. S. Turnock in the cigar and billiard business here.

BEMENT, Ill., Dec. 19.—Millard Fairbanks and Marion Braucher have purchased the cigar and confectionery business of Michael Ross.

OSKALOOSA, Ia., Dec. 18.—Floyd Dean is to open a cigar store here at 215 West High street in about one week. He will install new fixtures.

TURLOCK, Cal., Dec. 15.—I. C. Reed has purchased the cigar and confectionery business of the Kelly Lunch.

WATERLOO, Ia., Dec. 19.—Arthur Stitz announces that he will continue his cigar store at Fourth and Water streets, this city. He sold his other store, in the Black Hawk Bank Building, to Joseph Willemek on December 1.

PARIS, Mo., Dec. 18.—W. B. Sebastian, owner of the Paris Cigar Company, has purchased the F. M. Moss store building on Main street. Mr. Sebastian is to remove his cigar factory to the new location.

PROVIDENCE, R. I., Dec. 21.—Union Tobacco & Candy Company, Inc., of this city, has been chartered in this state. Capital is 250 shares without par value. Incorporators are Percy W. Gardner, A. L. Sawyer and E. B. Gee.

PHILADELPHIA, Pa., Dec. 21.—J. Glassman has purchased the cigar business of Samuel Singer, 3027 West York street, this city.

WHEELING, W. Va., Dec. 19.—Miller & Campbell suffered a loss by fire to their Martin's Ferry cigar business when

(Continued on page 49)



Quality Counts!



Among the biggest sellers on the market today are CIGARS blended with

PORTO RICO

Our reputation for Stripped and Booked Porto Rico Fillers from the BEST INLAND sections has been materially enhanced by the exceptionally fine quality of the present crop.

The limited quantity of fine Tobaccos should prompt manufacturers to cover their wants

NOW

STERN-MENDELSON CO., Inc.

Packers of Havana and Porto Rico

165 Front St.

New York



Cigar Men To Ask Greater Reduction on Taxes

T. M. A. Conference to Demand Full Fifty Per Cent Cut—Important Men in the Industry Seek Further Relief from Burdensome Load.

Following the conference in the office of the Tobacco Merchants Association in New York last week, the following special Bulletin was issued by Managing Director Charles Dushkind: The new Revenue Bill having been passed by the House of Representatives, we now come up for consideration in the Senate.

As passed by the House, the Bill provides for a reduction of approximately Twelve Million Dollars in the existing cigar taxes with a provision for retreating the tax differential upon floor vote on hand on the date when the new law become effective, while the Special Manufacturers' Tax is completely eliminated.

Grateful as we are to the Ways and Means Committee for its action in providing a Twelve Million Dollar reduction, we feel that this is entirely inadequate to provide the stimulus that the Cigar Industry needs for its rehabilitation.

Thus at a meeting held today, our Cigar Conference has resolved to appear in the Senate for a further reduction in the Cigar Taxes.

We feel that our original plea for a 50% reduction of the tax rates upon all classes of cigars was fully justified by the existing conditions in the Cigar Industry. In fact, the Ways and Means Committee reported that "apparently the tax was so high as to depress the business and reduce the revenue to the Government."

Accordingly with the invaluable aid and co-operation of the Tobacco Growers Tax Committee headed by former U. S. Senator Joseph W. Alsop of Connecticut and of the N.C.T.A., headed by Mr. Jerome Waller and Mr. Joseph Madselson and, of course, with the co-operation of the trade and the trade press which has been so enthusiastically extended in this tax reduction campaign, when the Bill was before the House and which we know will be renewed with still more vigor and energy in our present task, we shall present to the Senate Finance Committee an appeal for the adoption of our original schedule entailing a 50% reduction upon all classes of cigars.

To succeed in this movement, we must have the wholehearted support and co-operation of the trade, for the real force behind such an appeal is usually developed only when the legislators hear from the trade. So, we most urgently suggest the following:

Write at once to the Chairman of the Senate Finance Committee, and if you own State is represented on the Senate Finance Committee, write also to the Senator of your State on the Finance Committee. It would also be wise to write to the U. S. Senators from your State even though they are not members of the Senate Finance Committee.

And may we not add that it is unnecessary to write any lengthy letters. We are suggesting no form letter because any individual letter written in the writer's own style is of far greater weight than a uniform letter. A brief statement urging favorable consideration of our appeal for a further reduction because of the inadequacy of the reduction granted in the House Bill will serve the purpose.

We earnestly hope that every recipient of this circular will write at once and send us copies of same together with any replies that they may receive.

A complete list of the U. S. Senate Finance Committee as well as of the entire Senate Body is appended. All letters should be addressed Senate Office Building, Washington, D. C.

And lastly, since it is hardly possible for us to reach everyone interested in the Cigar Industry by mail, we urgently suggest that you pass this on to other members of the industry who may not be in our mailing list."

The Senate Committee on Finance

REED SMOOT, of Utah, *Chairman*.
George P. McLean, of Connecticut.
Charles Curtis, of Kansas.
James E. Watson, of Indiana.
David A. Reed, of Pennsylvania.
Richard P. Ernst, of Kentucky.
Robert N. Stanford, of Oregon.
James W. Wadsworth, Jr., of New York.
William B. McKinley, of Illinois.
Samuel M. Shortridge, of California.
Burnfield McL. Simmons, of N. C.
Andrius A. Jones, of New Mexico.
Peter G. Gerry, of Rhode Island.
Pat Harrison, of Mississippi.
William H. King, of Utah.
Thomas F. Bayard, of Delaware.
Walter F. George, of Georgia.

List of U. S. Senators

Write to these at once:
Alabama—O. W. Underwood, J. T. Heflin.
Arizona—H. F. Ashlurt, R. H. Cameron.
Arkansas—J. T. Robinson, T. H. Caraway.
California—H. W. Johnson, S. M. Shortridge.
Colorado—L. C. Phelps, R. W. Means.
Connecticut—G. P. McLean, H. Bingham.
Delaware—T. F. Bayard, T. Coleman Du Pont.
Florida—D. U. Fletcher, P. Trammell.
Georgia—W. J. Harris, W. F. George.
Iowa—Wm. E. Borah, F. R. Gooding.
Illinois—W. B. McKinley, C. S. Deneen.
Indiana—J. E. Watson, A. R. Robinson.
Idaho—A. B. Cummins, S. W. Brookhart.
Kansas—Chas. Curtis, Arthur Capper.
Kentucky—R. P. Ernst, F. M. Sackett.
Louisiana—J. E. Ransdell, E. S. Broussard.
Maine—B. M. Fernald, F. Hale.
Maryland—O. E. Weller, W. C. Bruce.
Massachusetts—F. H. Gilbert, Wm. Butler.
Michigan—W. N. Ferris, J. S. Couzens.
Minnesota—H. Shipstead, T. D. Schall.
Mississippi—Pat Harrison, H. D. Stephens.
Missouri—J. A. Reed, G. H. Williams.
Montana—T. J. Walsh, B. K. Wheeler.
Nebraska—G. W. Norris, R. B. Howell.
Nevada—K. Pittman, T. L. Oddie.
New Hampshire—G. H. Moses, H. W. Keyes.
New Jersey—W. E. Edge, E. I. Edwards.
New Mexico—A. A. Jones, S. G. Bratton.
New York—J. W. Wadsworth, R. S. Copeland.
North Carolina—F. M. Simmons, L. S. Overman.
North Dakota—Lynn J. Frazier.
Ohio—F. B. Willis, S. D. Fess.
Oklahoma—J. W. Harrell, D. B. Pine.
Oregon—C. L. McNary, R. N. Stanford.
Pennsylvania—Geo. W. Pepper, D. A. Reed.
Rhode Island—P. G. Gerry, J. H. Metcalf.
South Carolina—E. D. Smith, C. L. Blease.
South Dakota—P. Norbeck, W. H. McMaster.
Tennessee—K. McKellar, L. D. Tyson.
Texas—M. Sheppard, E. B. Mayfield.
Utah—Reed Smoot, W. H. King.
Vermont—F. L. Greene, P. H. Dale.
Virginia—C. A. Swanson, Carter Glass.
Washington—W. L. Jones, C. C. Dill.
West Virginia—M. M. Neely, G. D. Goff.
Wisconsin—J. L. Lenrott, R. M. La Follette, Jr.
Wyoming—F. E. Warren, J. B. Kendrick.

November Productions

WASHINGTON, D. C., Dec. 28.—During November 598,478,129 large cigars were manufactured as compared with 601,412,539 manufactured in the same month of last year according to the Bureau of Internal Revenue. During November also 36,121,200 small cigars were manufactured compared with 39,184,200 manufactured in the same month of last year.

The Bureau's figures show that during November also 6,516,921,723 small cigarettes were manufactured as compared with 5,556,073,927 manufactured in November of last year and 1,432,050 large cigars compared with 1,413,001 manufactured in the same month of last year.

During November also 3,033,425 pounds of snuff were manufactured as compared with 2,793,500 pounds manufactured in the same month of last year. Also in November 27,308,582 pounds of tobacco were manufactured compared with 27,416,052 manufactured in the same month of last year.

In Porto Rico during November 22,955,310 large cigars were manufactured compared with 15,399,625 manufactured in November of last year and in November 1,000,000 small cigars were manufactured, the same number as in November of last year. During November also 500,000 large cigarettes were manufactured as compared with 250,000 manufactured in the same month of last year and in November 77,400 small cigarettes were manufactured compared with 200 manufactured in the same month of last year.

The Bureau's figures show also that during November in the Philippine Islands 18,774,089 large cigars were manufactured compared with 16,982,374 manufactured in the same month of last year. During November 200,600 small cigarettes were manufactured as compared with 48,387 manufactured in November of last year.—L.A.M.M.

Hearings on Revenue Bill To Be Private

WASHINGTON, D. C., Dec. 21.—Senator Smoot, chairman of the Finance Committee of the Senate has announced that his committee will begin consideration of the Revenue Bill as passed by the House last week, January 4, the first day after the Christmas recess of Congress.

At this time it is generally believed that there will be no open hearings, but interested parties will be allowed to file briefs and petitions with the committee. The announcement has been made that open hearings will not be held on any subjects covered by the House hearings and it is believed that this is practically a statement that there will be no open hearings inasmuch as the Ways and Means Committee of the House certainly covered all sections of the bill thoroughly during its three weeks' hearings.—L.A.M.M.

Davis Going to Cuba

Arrangements are now being made by Manager A. M. Davis, of the Philadelphia branch of the Louis King Cigar Company, Hartford, Conn., for a business and pleasure tour to the southern cross. He will first go to Cuba with Sol Margolis, and on his way back to the Sesqui-town he will stop off at Miami, Florida, for a few weeks' vacation.

Bosch Now in Cayey

Spending the holidays in Porto Rico is Frank Bosch, of Bosch Brothers, New York. He sailed last week for his other offices in Cayey.

Maurice Winter in Cuba

Off to Cuba for a visit to his Cuban plant, Maurice Winter, of Maurice Winter & Company, New York, left last week for a few days on the island.

November Tax Receipts

WASHINGTON, D. C., Dec. 28.—November tax collections for tobacco products amounted to \$29,314,904.95 as compared with \$25,793,360.08 collected in the same month of last year according to the Bureau of Internal Revenue.

The Bureau's figures show that during November it collected as tax on small cigarettes \$19,551,367.15 as compared with \$16,068,366.97 collected in the same month of last year while the taxes collected on large cigarettes for November totaled \$10,310,76 as compared with \$10,175.05 collected in the same month of last year.

Taxes collected during November on large cigars amounted to \$4,139,229.92, as compared with \$4,117,132.69 collected in November of last year while during November also \$54,182.08 was collected as tax on small cigars compared with \$58,776.30 collected in the same month of last year.

The Bureau collected during November \$546,016.44 as tax on snuff of all descriptions as compared with \$502,829.91 collected in November of last year while the November tax collections on chewing and smoking tobacco this year amounted to \$4,915,697.75 as compared with \$4,934,893.43 collected in November of last year.

November tax collections on cigarette papers and tubes amounted to \$89,813.75 as compared with \$99,278.87 collected in November of last year. Special taxes collected from manufacturers of cigars, cigarettes, and tobacco for November amounted to \$6,988.67 as compared with \$1,389.26 collected in the same month of last year. Miscellaneous collections relating to tobacco for November amounted to \$1,298.53 as compared with \$2,517.60 collected in the same month of last year.—L.A.M.M.

Federal Trade Commission Files Report

WASHINGTON, D. C., Dec. 28.—The Federal Trade Commission has sent the long delayed report on the activities of the American and Imperial Tobacco Companies to President Coolidge. No publicity of any kind has been given out at either the Commission or the White House regarding the contents of the report, and none is in sight.

Officials of the Commission declined to discuss their findings. It is not believed that the report disclosed any facts derogatory to the tobacco companies in their relations with the co-operative tobacco organizations.

The resolution calling for the investigation was introduced in the Upper House of Congress by Senator Ernst of Kentucky, but he is away for the holidays, and will not return until next week. What his attitude will be as to whether the report shall be made public or not cannot be learned. The resolution merely provided that the Commission report to the President and made no provision for copies being sent to the Senate. It is not known at this time if the President will send a copy of the report to the Senate, or if he will merely refer the report to the Attorney General. Inquiry at the White House merely elicited the information that no statement is contemplated at this time.—L.A.M.M.

President Coolidge Receives Commission's Report

(Special Telegram to TOBACCO)

WASHINGTON, D. C., Dec. 29.—President Coolidge is reported to have told callers today that he has received the tobacco report of the Federal Trade Commission and that he has referred it to the Attorney General, who is said to have stated that it may be made public in due time, and further, that the referring of the report to the Attorney General does not mean that there is anything contained in the report against anyone.

The report is very voluminous, and indications are now that it will not be made public for sometime, at least.—L.A.M.M.

A Telephone Conversation

PHILADELPHIA TO NEW YORK

(2 P. M., Friday, December 18th, 1925)

"Mr. Kline, Philadelphia is calling you."

"Hello. Is this Mr. E. A. Kline?"

"Yes, sir."

"This is George Jones, of Yahn & McDonnell, Philadelphia."

"Yes, Mr. Jones, what can I do for you?"

"Mr. Kline, regarding the order you have for Medalist Varieties for us—"

"They are ready, packed in cases for the express company to call as promised you, and you will have them tomorrow."

"Mr. Kline, I must have these Varieties in Philadelphia tonight. I suggest that you get a few men, give each one of them as many as he can carry, put them on the first train for Philadelphia this afternoon, and whatever the expense is we will pay it. We must have these goods here tonight without fail. Will you do it?"

"All right, Mr. Jones, they shall be there tonight."

"Thank you, Mr. Kline."

"Thank you, Mr. Jones. Good-bye."

OFFICE TO FACTORY

(2:10 P. M.)

"Miss Goldman, get Mr. Vega on the telephone."

"Hello, Mr. Vega. This is Mr. Kline speaking. Yahn & McDonnell of Philadelphia just called up on the telephone regarding their Medalist Varieties. They say they must have them in Philadelphia tonight. Can you take a few of your men and put them on the first train for Philadelphia with these goods?"

"Mr. Kline, my car is at the door. I will pile the goods into my car and drive over to Philadelphia myself to deliver them. That will be much quicker and I believe, safer."

"Great idea, Vega, go ahead. Good-bye, Vega, and thank you."

***Medalist Varieties were delivered to Yahn & McDonnell
in Philadelphia just four hours after the
above telephone conversation***

**"MEDALIST"
CIGARS**

"If you please"

—and they do please!

E. A. KLINE & CO., 152 West 42nd St., New York

ENGLISH OVALS

CIGARETTES

Blended in the Good Old English way



Keep a
carton
on the
counter

ENGLISH OVALS are rolling up a
record in sales, satisfaction and
profit for the retail merchant.

A carton on your counter is like
an extra salesman in the store.
They literally sell themselves.

Ask your jobber for more
ENGLISH OVALS today.

Made by the makers of

Philip Morris

BOND STREET CIGARETTES

In the Little Brown Box

"The Ultimate in Cigarette Luxury"

"TEC"

THE TOBACCO

EXPORT COMPANY INC.

"TEC"

BREMEN
14 Teerhof
Cable address: "Teerexport"

BASEL
5 Viaductstrasse
Cable address: "Tobacco"

CLARKSVILLE Tenn
225 Front Street
Cable address: "Tobacco"

Represented on all principal markets
in U. S. and abroad

*World Wide
Service*

*Correspondence
Solicited*

IMPORTERS - EXPORTERS

Setting the Pace

Continued from page 45)

Joi M. Henderson Building was
royal recently, and they have now
Bthers in the Ralston Block on
Bthers in the Ralston Block on
th outh street.

CHICAGO, Ill., Dec. 19—Charles G.
hin Jr., has succeeded his father
e gar and drug business here.

PORTSMOUTH, W. Va., Dec. 19—
and Grill & Cigar Store is now
y R. O. Meadows, the interest
ner held by Earl Smith being sold
him the premises, 380 High street.

MASSACHUSETTS, Dec. 21—Thomas
aven has opened a cigar store in
A. D. H. Building, 4 Foster street.

ALLI & Katz, 47 Delancey street,
y rk have leased 1339 Fifth ave-
ne Polly Shops, which will open
for two weeks with cigar and con-
y lines.

UMERLAND, Md., Dec. 19—John B.
ari & Company have purchased
cigar and confectionary business of
Minari, 79 North Centre street,
ci.

REYDON, N. J., Dec. 21—Wilkinson &
ty have opened a cigar and confec-
store at the corner of Hillcrest
Hnan streets.

WASHINGTON, D. C., Dec. 19—T. T.
Offerding & Company are to open a
cigar and confectionary store at 833
Seventeenth street, N. W., in about one
month.

MIDDLETOWN, N. R., Dec. 19—United
Cigar Stores Company had a loss of
unknown amount by fire here this week
at 1 North street.

ELLSWORTH, Me., Dec. 21—H. W.
Morang, who operated a cigar and con-
fectionary business here, died last week.

LARWILL, Ind., Dec. 19—Phillips &
Reece are to open a cigar and lunch
business on West Main street in about
two weeks.

NEWPORT BEACH, Cal., Dec. 15—Walter
Racker is to enlarge his cigar and
sporting goods business here very
shortly. He will be in the market for
new fixtures.

JAMESTOWN, N. Y., Dec. 21—J. A.
Jacobson, in the cigar and stationery
business here, has increased his capital
to \$100,000.

PHILADELPHIA, Pa., Dec. 21—Jacob
Carisky has purchased the cigar busi-
ness of Joseph Cohen, 425 Porter street.

LA PORTE CITY, Ia., Dec. 19—John
Betts has purchased the cigar and con-
fectionary business of L. Cummins.

MILAN, O., Dec. 19—Williams Recre-
ation Hall is to open here very soon
with a complete line of cigars and con-
fectionery.

A. Schulte Company, 44 West Eight-
eenth street, New York, announce the
opening of another branch at the corner
of East Washington and Salina streets,
Syracuse, N. Y. This unit is to open
in the coming Spring.

CUMBERLAND, Md., Dec. 19—Stephen
P. Parish is to open a cigar and con-
fectionery store here at 305 North Centre
street in about one month. He is in the
market for new fixtures.

SARATOGA SPRINGS, N. Y., Dec. 21—
Patrick B. Kearney has opened a cigar
and provision store here at 39 Lake ave-
nue.

TRENTON, N. J., Dec. 21—Dorendo
Wilkinson has purchased an interest in
the cigar and confectionery business,
soon to open at Hillcrest and Homan
avenues, under the title of Wilkinson &
Carty.

PINK HILL, N. C., Dec. 18—W. J.
Smith is to open a new cigar and con-
fectionery business on the Kenansville
highway. He is now in the market for
stock and fixtures.

STERLING, Ill., Dec. 19—George J. and
Henry Bongartz have purchased the

cigar and billiard business of W. C.
Martin at 215 First avenue.

SAN FRANCISCO, Cal., Dec. 15—C.
Oliver has purchased the cigar business
of Otto Fisher 44 Fourth street, this
city.

CHIPPEWA FALLS, Wis., Dec. 18—
Duncan R. Ackley has purchased the
cigar business of Charland & Ackley,
and will continue as at present.

CEDAR RAPIDS, Ia., Dec. 18—Frank
Whitney has purchased the cigar and
confectionery business of Walter Mad-
den, 378 Maine street.

OAKLAND, Cal., Dec. 15—L. C. King
has purchased the cigar business of Al-
exander Turner, 1755 Seventh street,
this city.

EKALAKA, Mont., Dec. 16—J. H.
Steigelmeyer has purchased the cigar and
billiard business of Samuel N. Fienstein
and H. P. Fredericks.

STEVENS POINT, Wis., Dec. 18—Judd
Chenevert, Jr., is to open a cigar and
news business at 440 Main street in
about two weeks.

CUMBERLAND, Md., Dec. 19—John C.
Shober is to open a cigar and billiard
business at 501 North Mechanic street
in about one month. He is now in the
market for stock and fixtures.

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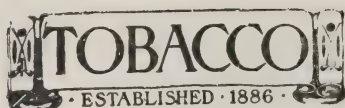
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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, DEC. 31, 1925

Iron Tail in Porto Rico

A very old man died in Chicago some time ago. No one knew exactly just how old that man was. He was wrinkled and marred by time, but his spirit was young. And he had an iron constitution.

In fact, Iron Tail was his name. Such a name, such a man could be nothing else except an American Indian. He was—an undiluted Sioux Indian.

His face was a remarkable portraiture of the typical Indian of the Great American Plains. It was boldly cut, handsomely chiseled in the sculpture which makes bronze endure.

Such a face and figure were inspiring, too, for all those whom Iron Tail encountered. His face, in fact, so intrigued the numismatic experts of the country that they requested him to sit, while living, for a cast.

This cast is now visible to all the nation. It is, appropriately, in the pocket of almost every person in the land. It is not in bronze, but in nickel. It is the Indian portraiture of the Buffalo nickel—the obverse, of course.

This face of Iron Tail might have been preserved for posterity on the double eagle. It might have been cast for the famous gold coin of the \$20 piece.

But, if it was, how many of the citizens of this country would ever have had occasion to see so majestic a countenance?

It was far more appropriate, then, to put Iron Tail in perpetuity on the five cent piece. For there he is, day in and day out, the native emblem, the trade-mark of our country. Because, when you think of America, you think of the Indian. And why, then, not think of Iron Tail?

At present, it seems, most Americans are thinking of Iron Tail. That is, they are thinking what Iron Tail will buy. Nickels, as money goes, don't amount to very much. They are preponderantly overwhelmed by dollars—many dollars!

Still, in the pockets of the great mass of Americans, a nickel is a nickel. It is even more than that. It is, to numerous men the country over, a *smoke!*

Cigars are surely a man's smoke. And many a man can afford to spend but little more than a nickel for that smoke!

In bulk, then, the American smoker demands nickel cigars. This has been rediscovered the past year. Nickel cigars in ever increasing numbers are again sought, the country over.

Manufacturers, though, and jobbers and

retailers, too, have been put to it in order to sell a nickel cigar of sufficient merit to bring back the American smoker to the days when Iron Tail was a plain buck brave, and a five cent cigar was a standard smoke.

Now, with rising prices again in almost every element of cigar manufacture, the supply of five cent cigars will once more be seriously affected.

There is an easy solution, though, to this vexed situation. It is this: *Take Iron Tail to Porto Rico!*

In Porto Rico, today, there are literally thousands of natural cigar makers. Very few of these men and women are suitably employed. Labor is not only plentiful in Porto Rico, but it is also cheap!

For cigar manufacturing the climate is ideal. For native crop, of course, every American cigar manufacturer knows exactly what the island produces.

For the detail of other conditions, surrounding this magic isle, it is only necessary to inquire of the resident American representatives of Porto Rico, or to take a flying trip of business and pleasure to the island, now!

It will be found that the factories already established upon the island are making good cigars. And they are making them at such prices that the five cent cigar can be maintained for almost all time.

Governor Towner of Porto Rico says the island needs more industries. American capital has been slow to realize the opportunities there.

It is largely a matter of education, of propaganda. When two or three conspicuous American cigar manufacturers decide to emigrate to Porto Rico and make five cent cigars there, other manufacturers will do the very same thing.

Such developments have always followed every famous cigar producing center. Tampa was established by Don Ybor. Key West was made more famous by Gato. Pennsylvania and Ohio manufacturing communities owe their original start to some one or more pioneers in the trade.

It is time, therefore, to pioneer in Porto Rico. It is, in fact, the only close and free market of this sort which the United States now has to offer for the production of low priced goods.

Transportation is sure, safe, rapid. Tobacco may be all or part Porto Rican, of course, as the manufacturer desires. Factory construction is less costly, perhaps, than the same sort of work would be in the mainland.

Everything favors Porto Rico. Manufacturers already admit the superiority of Porto Rican cigar leaf. And where the leaf is not in actual growth, cigar factories should be.

It is time to make the decision. Now, with the incoming year, this nickel cigar proposition is right to the front. And it is either one of two things: make cigars of this sort in Porto Rico at a profit, or continue to make them elsewhere at a practical loss!

American smokers still consider Iron Tail the equivalent for a fair smoke. He was a bold and handsome Indian. He demands the service of bold manufacturing enterprise, and handsome cigars!

Such a team may now be found in Porto Rico! Who, then, will take Iron Tail there for introduction to the people of this rich port, lacking only American development to make it rich in reality as well as name?

Christóforo Colombo, Ponce de Leon, Nelson A. Miles have all rediscovered Porto Rico in their time and day. And will Iron Tail likewise rediscover this beautiful island for the smoker of the five-cent cigar?

If so, Iron Tail deserves a place far more enduring than gold, bronze or nickel—he will deserve a niche in the tobacco hall of fame

—on the label of every Porto Rican five cent cigar!

What is the Trouble?

In an official report upon Porto Rico has been stated that four-fifths of the working population is minus permanent employment.

There are said to be over 800,000 workingmen. And one of the distinct features of their complaint is the oppressive season. Fully ninety per cent of these workmen are farmers.

They are farming, of course, in sugar tobacco, mostly. Notwithstanding a hundred per cent increase in building, with consequent greater employment among the people who produce the prosperity of Porto Rico, the lack of additional adequate employment prevents the utmost return to the enjoyment of the citizens.

No states in this country, with the exceptions of Rhode Island, New Jersey, Massachusetts, are so thickly settled as Porto Rico. Agriculture will, therefore, never suffice as an answer to the solution of the plus labor problem.

Industrial expansion, however, seen to the logical solution of the difficulty. Factories take up much less space than growing crops, and they employ more people in their smaller restrictions.

Governor Towner has indicated nothing this heretofore. He has pointed out that Americans showed more interest in the island its troubles would surely diminish. No portion of the American domain is more attractive, perhaps, than this rich port in the West Indies.

It is time, indeed, for Americans to go

Coming Events

TUESDAY—Tobacco Table meets at luncheon each Tuesday at the Hotel McAlpin, 34th street and Broadway, New York. New and interesting special features every week. Transients cordially invited.

JANUARY 7—The annual dinner and meeting of the Tobacco Table are to take place at the Aldine Club, 200 Fifth avenue, New York, Thursday, January 7. Note the place selected for this joyous event: where Aladdin, and likewise Dance, provided none did wisely but too well. The latter contingency is liable to happen, inasmuch as an abundance of excellent grub is assured by those in charge of the gastronomic division. A pleasurable meal is promised to all who may have the good fortune to be present on this festive occasion.

JANUARY 25 to 30—The Tobacco and Allied Industries Exposition, January 25 to inclusive, 1926; Grand Central Palace, New York City, under auspices of the Allied Tobacco Exhibitors' Association, whose executive offices are in the Hotel McAlpin, suite 334, New York. Telephone, Pennsylvania 5700, extension 332, 334-336. Call or write, Harry A. Coran, managing director; Asa Lemlein, business manager; S. W. Levine, president. Get out, and arrange to feature your products where they may be seen and inspected by many thousands of potential buyers. Do your part. Help to show the world the vast importance of the tobacco and allied industries.

JANUARY 27—Supper Dance of the National Board of Tobacco Salesmen's Associations is to be held Wednesday evening, January 27, at the Clover Gardens in the Grand Central Palace in connection with the International Tobacco Show. Many of the hostesses will be well known celebrities at the Metropolitan stage. There will also be a carnival feature of the dance. Tickets are to be on sale January 15 by the National Board of Tobacco Salesmen's Associations at 123 Liberty street, and by the National Exposition Company, Hotel McAlpin, New York. Reservations should be made now, however, as the demand will be very large.

to Rico. Let them speak fairly for what they hear. Let them return to the United States with the idea of assigning Porto Rico to attain its ultimate destiny as an industrial annex of the forty-eight states, and which is not surpassed by any of them. There is really no trouble in Porto Rico. The mirage of trouble seems to appear upon the tropical horizon of the Island, it is only the reflection of a somewhat similar situation in many of the home states, where the causes would be even better if certain fundamental causes were corrected or removed. Porto Rico is entitled to the very best we can give it. It is entitled, in fact, to the supervision of every American—and particularly of every cigar man.

Just Another Calendar!

Twenty-five hundred years ago—2,463 years exactly, a Harvard teacher tells us—letter didn't blow their whistles nor ring door bells to leave another new calendar in the world. And wasn't possible, either, for a person to go to the corner drug store and pick a new almanac off the counter, where similar advertisements for patent medicines always appeared at this time of year. Anyway, this university professor vouches for the fact that calendars were rather rare all over the world at that time—except in Mexico! In Mexico, it seems, down there in the

peninsula of Yucatan, where tobacco and sisal for hemp grow more or less luxuriantly, the Mayan people had their own private calendar. It was named by them the Calendar of Venus, being so-styled for the planet Venus, a star of astrological value to the seers of that remote age, 538 B. C. That nothing is new under the sun is thus amply borne out by the recently discovered and translated calendar of stone, found in the ruins of an old temple. It was, in fact, very similar to the sort of almanac we use now, signs of the zodiac and all, even unto the unicorn, serpent and little fishes. Quetzalcoatl, scientist and priestly deity of this Mayan age, perfected this original farmer's almanac. To day we receive the revised and improved edition of virtually the same thing in our mail—without any more than passing comment.

If however, the received calendar is embellished with a pretty picture—and large numerals—we somehow manage to conserve it. Especially is this so if the calendar presents a Venus-like face or figure advertising the cigars, cigarettes or tobaccos of a friendly manufacturer, jobber or retailer. We expect, it seems, this kind of greeting just now from those with whom we do business. We may say we have too many calendars, too much of this sort of thing, you know, and yet we rather quietly appreciate the compliment so extended. Greeting cards have a similar value. From one individual, from one family, from one business house to another, they are invariably

received with pleasure and anticipation. It is all very foolish of course. It is all very commonplace. It is all very expensive. Still, if we do not do it, if we do not exchange these little greetings of the season, we do not belong, we do not co-operate. Perhaps the Mayans of a forgotten age devised this happy custom in their own manner. Perhaps the more modern Caesar is responsible for it. But, whoever first suggested the suitability of a New Year greeting deserves the thanks of the tobacco industry! TOBACCO extends heartiest greetings to its many readers and friends everywhere! May each live long and prosper, and be enabled to help others enjoy life and prosperity.

Ramon Moran & Co.

Everyone who goes to Porto Rico has heard of Vega 24. At the same time they also hear of Ramon Moran & Company. They are the growers, packers and strippers of tobacco at Manati, and owners of Vega 24. Smokers all over the United States use tobacco of this Vega in their cigars. Both Ramon and Jose Moran are very particular about the tobacco which composes these shipments. In the town of Manati the principal stripping plant is located, and branches are all over the island. Nothing but the finest tobacco is bought, stripped and sold under the Moran trademark. Buyers are aware of this, and they invariably insist on Vega 24 and the other grades of the Moran firm.

Cigar, Cigarette and Manufactured Tobacco Withdrawals During November

The following comparative data of tax-paid products indicated by monthly stamps are obtained from the statement of Internal Revenue collections

for the month of November, 1925. (Figures for November, 1925, are subject to revision until published in annual report.) Percentages figured by T. M. A.

November Withdrawals for Consumption				
	November 1924	November 1925	Quantity	Per Cent.
Cigars, Class A—U. S.	220,980,705	224,114,748	+ 3,134,043	+ 1.42%
Cigars, Class A—P. R.	9,731,200	14,682,000	+ 4,950,800	+ 50.88%
Cigars, Class A—P. I.	16,530,880	18,405,722	+ 1,874,842	+ 11.34%
Total	247,242,785	257,202,470	+ 9,959,685	+ 4.03%
Cigars, Class B—U. S.	111,979,158	97,914,456	- 14,064,702	- 12.56%
Cigars, Class B—P. R.	1,280,900	1,564,600	+ 283,700	+ 22.15%
Cigars, Class B—P. I.	293,710	232,780	- 60,930	- 20.74%
Total	113,553,768	99,711,836	- 13,841,932	- 12.19%
Cigars, Class C—U. S.	248,314,960	252,875,410	+ 4,560,440	+ 1.84%
Cigars, Class C—P. R.	4,379,750	6,697,110	+ 2,317,360	+ 52.91%
Cigars, Class C—P. I.	147,963	122,077	- 25,886	- 17.50%
Total	252,842,673	259,694,588	+ 6,851,915	+ 2.71%
Cigars, Class D—U. S.	14,968,231	17,351,481	+ 2,383,250	+ 15.92%
Cigars, Class D—P. R.	7,775	11,400	+ 3,625	+ 46.62%
Cigars, Class D—P. I.	8,510	9,100	+ 590	+ 6.93%
Total	14,984,516	17,371,981	+ 2,387,465	+ 15.93%
Cigars, Class E—U. S.	5,169,485	6,222,043	+ 1,052,558	+ 20.36%
Cigars, Class E—P. R. ....	.....	200	+ 200	.....
Cigars, Class E—P. I.	1,311	4,410	+ 3,099	+ 236.38%
Total	5,170,796	6,226,653	+ 1,055,857	+ 20.42%
Cigars, Class F—U. S.	601,412,539	598,478,129	- 2,934,410	- .49%
Cigars, Class F—P. R.	15,399,625	22,955,310	+ 7,555,685	+ 49.07%
Cigars, Class F—P. I.	16,982,374	18,774,089	+ 1,791,715	+ 10.55%
Total	633,794,538	640,207,528	+ 6,412,990	+ 1.01%
Cigars, Class G—U. S.	39,184,200	36,121,000	- 3,063,000	- 7.82%
Cigars, Class G—P. R.	1,000,000	1,000,000	.....	.....
Cigars, Class G—P. I. ....	.....	.....	.....	.....
Total	40,184,200	37,121,000	- 3,063,000	- 7.62%
Cigarettes—U. S.	5,356,073,937	6,516,921,723	+ 1,160,847,786	+ 21.67%
Cigarettes—P. R.	200	77,400	+ 77,200	.....
Cigarettes—P. I.	48,387	200,600	+ 152,213	+ 314.57%
Total	5,356,122,524	6,517,199,723	+ 1,161,077,199	+ 21.68%
Cigarettes—U. S.	1,413,001	1,432,050	+ 19,049	+ 1.35%
Cigarettes—P. R.	250,000	500,000	+ 250,000	+ 100.00%
Cigarettes—P. I.	200	.....	.....	.....
Total	1,663,201	1,932,050	+ 268,849	+ 16.16%
Cigarettes—U. S.	2,793,500	3,033,425	+ 239,925	+ 8.59%
Cigarettes—P. R.	27,416,052	27,308,582	- 107,470	- .39%
Cigarettes—P. I.	24	72	+ 48	.....
Total	27,416,076	27,308,654	- 107,422	- .39%

U. S. Only. (+) Increase. (-) Decrease.

Eleven Months Withdrawals for Consumption				
	1st 11 mos. Calendar year 1924	1st 11 mos. Calendar Yr. 1925	Quantity	Per Cent.
Cigars, Class A—U. S.	2,418,876,961	2,488,609,024	+ 69,732,063	+ 2.88%
Cigars, Class A—P. R.	96,226,020	130,019,600	+ 33,793,580	+ 35.12%
Cigars, Class A—P. I.	163,388,318	191,435,512	+ 28,047,194	+ 17.17%
Total	2,678,491,299	2,810,064,136	+ 131,572,837	+ 4.91%
Cigars, Class B—U. S.	1,273,867,932	1,057,614,436	- 216,253,496	- 16.98%
Cigars, Class B—P. R.	12,180,605	12,022,285	- 158,320	- 1.30%
Cigars, Class B—P. I.	3,511,785	2,893,145	- 618,640	- 17.62%
Total	1,289,560,322	1,072,529,866	- 217,030,456	- 16.83%
Cigars, Class C—U. S.	2,309,441,939	2,310,422,476	+ 980,537	+ .04%
Cigars, Class C—P. R.	37,089,340	43,951,360	+ 6,862,020	+ 18.50%
Cigars, Class C—P. I.	1,785,962	1,420,929	- 365,033	- 20.44%
Total	2,348,317,241	2,355,794,765	+ 7,477,524	+ .32%
Cigars, Class D—U. S.	116,725,108	134,560,106	+ 17,834,998	+ 15.28%
Cigars, Class D—P. R.	55,950	100,350	+ 44,400	+ 79.36%
Cigars, Class D—P. I.	14,758	21,220	+ 6,462	+ 43.79%
Total	116,795,816	134,681,676	+ 17,885,860	+ 15.31%
Cigars, Class E—U. S.	28,218,133	36,209,695	+ 7,991,562	+ 28.32%
Cigars, Class E—P. R.	50	2,750	+ 2,700	.....
Cigars, Class E—P. I.	15,488	8,274	- 7,214	- 46.58%
Total	28,233,671	36,220,719	+ 7,987,048	+ 28.29%
Total, all classes—U. S.	6,147,130,073	6,027,415,737	- 119,714,336	- 1.95%
Total, all classes—P. R.	145,551,365	186,096,345	+ 40,544,980	+ 27.86%
Total, all classes—P. I.	168,716,311	195,769,080	+ 27,052,769	+ 16.04%
Grand Total	6,461,398,349	6,409,291,162	- 52,107,187	- .81%
Little Cigars—U. S.	498,888,346	420,237,013	- 78,651,333	- 15.77%
Little Cigars—P. R.	14,000,000	11,000,000	- 2,999,940	- 21.43%
Little Cigars—P. I. ....	.....	600	+ 600	.....
Total	512,888,346	431,237,673	- 81,650,673	- 15.92%
Cigarettes—U. S.	65,566,887,363	73,708,691,855	+ 8,141,804,492	+ 12.42%
Cigarettes—P. R.	403,910	436,960	+ 33,050	+ 8.18%
Cigarettes—P. I.	744,061	1,134,380	+ 390,319	+ 52.46%
Total	65,568,035,334	73,710,263,195	+ 8,142,227,861	+ 12.42%
Large Cigarettes—U. S.	14,803,021	16,452,153	+ 1,649,132	+ 11.14%
Large Cigarettes—P. R.	10,429,650	2,193,250	- 8,236,400	- 78.98%
Large Cigarettes—P. I.	2,100	1,600	- 500	- 23.81%
Total	25,234,771	18,647,003	- 6,587,768	- 26.11%
*Snuff (lbs.) U. S.	36,012,169	34,867,785	- 1,144,384	- 3.18%
Tobacco Mfd. (lbs.) U. S.	348,111,928	346,703,941	- 1,407,987	- .40%
Tobacco Mfd. (lbs.) P. I.	168	779	+ 611	.....
Total	348,112,096	346,704,720	- 1,407,376	- .40%

*All U. S. Only. (+) Increase. (-) Decrease.

AN OLD EXHIBITOR'S OPINION

From: Josephson Brothers

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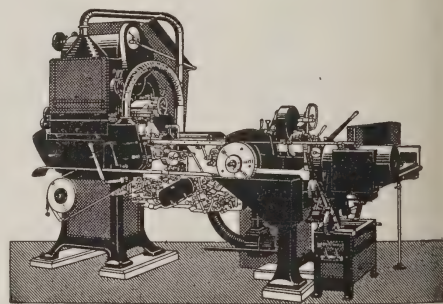
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J. C. MULLER

ROTTERDAM 3

Holiday-Tired, But Happy For New Year
Seasonal Rush In History of City—Progressive Manufacturers Continue to Advertise Brands—Iwan Ries & Co. Want Pipe Salesmen—Greetings From H. L. H.

Dec. 24—Santa's pack for Christmas will be, without doubt, the heaviest in the history of the city. It will be filled with cigars, cigarettes, humidors, fur and expensive toys and motors and radio sets, indicating that the city never has known

houses, that have been in existence in Chicago was a muddy mire on the river front, have seen the greatest volume of business in their histories. Chicago is buying for Christmas, but not plunging into it. Officials say. They're buying, they're paying for what they buy, and the increase in the volume of business is produced, not so much by the quantity of articles being sold, as by the quality of merchandise, and the demand for the Christmas

business is rung down on the shoulders of the dealers and clerks with relief that the rush has been the biggest Christmas business in the history of the city. The local jobbers have cleaned their shelves of cigars; likewise, the branch stores, which represent Tampa manufacturers in Chicago,

Home Live Brands

to acquaint the buying public with brands, the following were in the newspapers during the last day of the Christmas rush: La Cigars featured with the slogan "Don't give him a box of fine cigars." The United featured Ricoro, and told the buying public that they are the best Christmas present for him. The Mazer-Gressman Cigar Co., of Detroit had a last minute advertisement showing in their Christmas advertisement the invincibility of their twenty-five cents. Con-Cigar Company had a full page advertisement in the Chicago Tribune of a Palina, their nationally advertised brand. "A gift he is sure to appreciate," was the heading displayed by the Con-Cigar Company on their advertisement. Chas. Denby took up the ad, and Ruhstrat-Christian & Co., the local jobbers, had the biggest display in their history.

Star Fox & Company, who distribute in Ruskin cigars for the I. C. Manufacturing Company, had the public to "Send him a box of Muskies, the gift that will be appreciated." The Consolidated Cigar Company, in a large one page advertisement said that "This year the child give good cigars," and they named Dutch Masters. The advertisement showed six sizes of this brand.

Burns was also featured, as was Albert tobacco. This is the first time so many cigar and tobacco advertisements have appeared in Chicago newspapers during one

Multitudes Active

about Turkish cigarettes are well throughout the city. A little showing the recommendation of the child is given to the trade to put among their customers.

A cartoon of Fatima cigarettes, and Myers Tobacco Company had a little booklet showing their variety of cigarettes, and how they

the Salle Hotel, which operates a cigar department, advertised the well stocked humidors containing the popular brands and that they would address without charge. This advertisement has many new customers. John is already booking orders for the esco brand of cigars for the year. The sale of this brand

from the House of R. Steinecke & Company, of New York, shows a big increase in sale throughout the middle west.

Maurice L. Rothschild, one of our leading clothing dealers, advertise, as a special Christmas offer, Dunhill English pipes in all kinds and shapes. Dunhill lighters, tobacco pouches, and cigarette holders are also featured by this clothing house. The fact that Maurice L. Rothschild is featuring a line of this kind only goes to show the progressiveness of this merchant.

Ben Clark, who covers the loop for the General Cigar Company, sure put the Christmas packings of Van Dyck, Robert Burns, and White Owls in all the stores. These three brands are big sellers in Chicago.

The Schulte cigar department, in the Fair department store, had an extra crew at work taking care of the rush.

Ries Wants Salesmen

In conversation with Iwan Ries, of Iwan Ries & Company, the pipe house in Chicago, Mr. Ries said he was very much pleased over the big increase that was shown in the call for high grade pipes. The demand for high priced humidors was very large, and, other smoking articles showed, much, speed. Iwan Ries & Company is fast forging to the front and it is covering several states in the middle west. It is also open for salesmen in various cities, and anybody who is interested may address the firm in Chicago at 131 West Lake street.

Chicago's smallest cigar shop, operated by Wm. Rosenfield, next to the Illinois Theatre on Jackson boulevard, enjoyed a very fine business. Clear Havana cigars are featured strongly by Billy, who spent many years of his life with the Charles the Great factory. The call from his customers was for Charles the Great and Perfecto Garcia.

Out of two hundred brands of cigarettes there is only one that is toasted, is the way a half page advertisement reads for Lucky Strike cigarettes, which are guaranteed by the American Tobacco Company.

The New Palmer House is in full operation. The cigar department is being operated by the Van Noy News Company, of Kansas City. The barber shop, which has twenty-six chairs, is operated by the world famous Terminal barbers, of New York, who made their introduction to the Chicago barber trade with the opening of this hotel.

Candy played a large part in the sales of many stores, which featured the lines of Page & Shaw, Park & Tilford and other well known firms. The candy end of the business, with the cigar dealer, has gotten to be quite a factor. The profit helps to off-set the small profit on other goods.

Brunton Makes Record

Dunhill de luxe, in the holiday greeting package, also Barking Dog smoking tobacco packed in aluminum humidors, made quite a hit with the buyers. Much credit is due Robert Brunton, sales manager in this territory for the Continental Tobacco Company, who manufacture these brands, for the distribution and displays he had all over the city.

A Happy New Year to you all, is the greetings your Chicago correspondent sends to you.—H. L. H.

DeBeers Touring Middle West

DETROIT, Mich., Dec. 24.—While in this city recently, John DeBeers, of Wagner & DeBeers, Amsterdam, Holland, leaf tobacco brokers, spoke of the conditions in the Netherlands, and compared them with those existing in this country in the cigar business.

EST. 1879

Quality First

TOM PALMER

World's Greatest
Clear Havana Cigar

WENGLER & MANDELL, INC.

CHICAGO — TAMPA

Mat. Wengler, President

EST. 1879

WAITT & BOND

Blackstone

CIGAR

Extremely

Mild



Charles Denby 2 for 15c

They satisfy the smoker because they are
good, and the merchant because they sell.

LA FENDRICH

10c. to 3 for 50c.

H. FENDRICH, Inc.
EVANSVILLE, IND.—ESTABLISHED 1850



ROBERT EMMET

Fresh Cigars Kept Fresh
in Airtight Tins

One Size,
One Grade,
One Price.

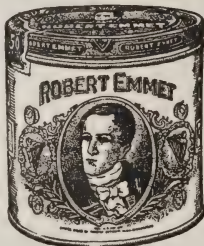
Packed in
Airtight
Tins

10c

The Big Seller

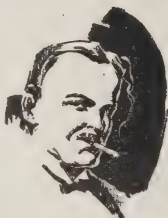
Wherever You Go

SPIETZ CIGAR CO., LIMITED, Manufacturers
Harper & Seneca Sts., Detroit, Mich.



LA PALINA

CIGAR



TOPIC

"Good from End to End"

Good for the dealer because:

**They are popular,
They are profitable,
They sell quickly.**

"Meet Us at the Tobacco Show"

Bobrow Bros. Inc., Mfrs.
Philadelphia, U.S.A.
Makers of Bold-La Tosella-Recall



Philadelphia Factory Folk Have Feasts and

**Enormous Holiday Business Finished Great Year—La
Date—Mazer-Cressman Men Go To Detroit—Louis
Co.'s Twin Festival—Bayuk's Retail Celebration**

PHILADELPHIA, Dec. 28.—There will be enjoyed by the trade generally, but particularly by the manufacturers, a recollection of one of the happiest of holidays since the post-war days insofar as business of the Quaker City is concerned. All along the line the cigar industry prospered during the holiday season, the retail trade having been particularly active in the last week, when there was a belated demand which created a rushing business, and cleaned up stocks on counters and shelves.

But the most convincing evidence of the booming holidays was the cleaning up of stocks in the factories where, throughout the entire season, production has been at top notch. In some of these factories there was inability to fill belated orders, and so the retailers were caught short handed. On the whole, the Philadelphia industry more than gratified over the tremendous demand for all its well known brands, and for that reason there will be added zest to the cheerfulness of the Xmas Day.

Permanent Xmas Brands

Many of the manufacturers in this territory brought out new sizes for the holidays, and these newly introduced products were given royal reception and proved to be profitable assets for the gift season. These new sizes, among them numerous five centers of the old time favorites, were timely introduced in anticipation of the reduction of taxes during the new year. It was with foresight into the future development of the nicker proposition, as one of the leading factors of the industry in 1926, that the manufacturers took advantage of the holidays to introduce their new shapes in these grades. They proved to be excellent Xmas sellers, and now are ready to be launched as permanent stocks of the year round standards.

Having disposed of the holiday business, the manufacturers will this week give their attention to mapping out the new year's programs in organization conferences, interspersed with sociable gatherings, banquets and other gaieties.

La Palina Banquet

In celebration of the closing of one of the most prosperous years in the history of the business, the Congress Cigar Company, Third and Spruce streets, gave a fitting wind-up to the 1925 cycle in feasting and revelry at the Adelphia Hotel this week. With President Samuel Paley presiding at the banquet, and extending to his workers the compliments of the season, in brief but hearty words of welcome, the executives of the office, sales and manufacturing departments enjoyed a dinner of seasonable good things, and then were entertained with a program of vaudeville, vocal selections and other professional numbers.

Following President Paley, with toasts to his associates in the business family, including besides the executives, those who throughout the year cover the local territory for the Congress Cigar Company, as sales representatives of the La Palina, Jacob Paley and William Paley, of the firm, and general manager Willis A. Andrus, summarized the year's business. They gave details of the growth in the distribution of the La Palina, and the successful launching of the newest of products, the Palina cigarettes, both having been extensively distributed in the middle west and the Great Lakes Region and in the southern territory.

The speakers stressed the unprecedented holiday demand for the Congress brands, and the closing of the best season the firm ever has enjoyed. General Manager Andrus will leave shortly after the New Year for the field, making the round of the distributive trade, calling on representatives in all parts of the country.

Manuel Detroit Dinner

Good times that marked the past 1925 will also be commemorated by the Philadelphia distributive branch is held at 1711 Vine street. Tonight evening there will be united, at a festive board in the Hotel Tuller, all the business family. City Manager Joseph S. Garvey, the four local sales representatives among whom were winners in a contest for showing the greatest percentage of sales increase within a period of three months, will also be there.

They will accompany Manager Garvey to Detroit today, enroute to Saginaw Falls, stopping over to join the workers at the banquet especially for this reunion. The three winners in the contest were Charles T. J. N. E. Richardson and Walter M. Namara, all of the Philadelphia branch.

The award included a trip to Saginaw Falls, and participation in the annual dance at the Hotel Tuller. Manager Garvey will go by way of Pittsburgh, and is expected to be back at headquarters on January 4. Thursday Cressman Company closed a very gay holiday season; and, with a clean sweep of all its Manuels at the sellers on hand, there will be a festive for the jollification in celebrating the closing of this year's season.

Two Dinners For Kin

In a duel holiday gathering, held at the Philadelphia and Hartison Co. headquarters, the Louis Kin Cigar Company, gave expression to their over successful closing of the 1925 season, and the year's business. The Philadelphia celebration took place at the local factory, 9 Bank street, with general manager A. M. Davis as host to the workers at a dinner of 200 for the two hundred hands.

Around the dinner table set in the factory, and served by a caterer, was a colorful decoration of Xmas shades in green and red garlands, the employees were each presented with a token in the form of a gift, while a musical program and dancing to

B. WASSERMAN O.

77 Chambers Street

New York

Established 1870 Incorporated 1907

Importers

and

Distributors

of

Havana

and

Domestic Cigars

ment of an orchestra, closed
noon's festivities.
Thursday was the day set apart
for the holiday revelries
of the workers, while the officials
led to hold their banquet and
sessions during the coming
Hartford. President G. M.
Secretary and Treasurer I.
and Manager Davis will join
at times and general business
to be interspersed with many
receptions, such as theatre parties,
and other entertainments.
The intention of Sol Margolis,
secretary and treasurer, to
Manager Davis to Cuba upon
of the week's activities in
The King Perfecto was one
of the holiday smokes in the
and territory, the local factory
entirely cleaned out of all
the trade in that section.

Baylums Feast, Too

for the holiday banquet and
at times that will mark the
of the Xmas season at the
Cigars, Inc., headquarters here
around Spruce streets, are to fall
the shoulders of the retail selling
organization of the firm. Under the
of retail sales manager Fred
An there will assemble at the
of this evening twenty-five
representatives, from the Philadel-
factory, who will join in sharing
of the holiday offerings of a sea-
son's best, and then adjourn to the
theatre to witness the Xmas of-
ficials' program. The retail or-
ganization will this year do the hon-
ors of the closing of a very im-
portant Xmas season for all the
Bonds, and a year 'round sales
th has been broadened to many
of the nation, scoring a marked
in the distribution of all these
non Quaker City cigars.

is return from Cuba A. M.
of the King Cigar Company, will
return Miami, Florida, for a brief
vacation before making the
return journey to Philadelphia.

**Argudin Succeeds Puente
as Vice President**

an interesting news item is
the return of El Tabaco de Havana, un-
der the name of December 10, to the effect
that Argudin had been elected
to the presidency of the powerful
Leaf and Tobacco Company,
the late Don Juan de la
who passed away recently. El

is further:
thereport reached us in the last
we were not able to properly com-
ment, we are contented with pass-
ing our readers, as it will keenly
at those devoted to Cuba to the
an selling of tobacco.

Jinto is favorably known, not
the most learned tobacco culti-
vator of an all-around business man.
Bieve Don Jacinto deserves
congratulations on account of the
honors has been the object of,
his efficiency, but we must frankly
admit the company deserves still
congratulations for the good judg-
ment displayed this time in choosing
a man for such an important
position, which he undoubtedly will
be to the advantage and results for his
company.

Business Soon to Start

preparation for his customary call
for the distributing trade throughout
the United States. W. A. Andruss, general
manager of the Congress Cigar Com-
pany, Philadelphia, is now listing his trip
to Philadelphia immediately after the New

Preparation for Sunset Cigar Co.

LE, O., Dec. 19.—Upon ap-
pointment of the Roby Cigar Company,
which claim for \$5,000, the Sun-
set Cigar Company has been placed in a
position by Judge W. W. Cowen.
and one of the court went to
Huron as the appointee.

**Golden Gate Trade Shows
Improvement**

SAN FRANCISCO, Cal., Dec. 16.—That
the holiday trade is marking an advance
in the San Francisco territory is every-
where evident. The jobbers were the
first fellows to begin crowding, though
the manufacturers kept them a close sec-
ond. The placements for holiday num-
bers were much beyond what they had
had for some years. Some of them
were wise enough however not to be
too sanguine. It is all right, they rea-
son to be able to make good holiday
placements, but does that mean a dull
January and February, while the un-
fortunate retailer is trying to work off
his surplus stock to pay for his holiday
goods?

The answers seem to be at hand,
from the fact that a number of the re-
tailers are telling how for the first time
they are having advance sales of Christ-
mas stock at a time when generally
there has been nothing doing—that is,
during the first week of December. One
thing that has favored a specially good
trade to date has been a long run of
clear and beautiful weather.

One of the retailers who finds pros-
pects brighter than usual is Bob An-
thony, on Market street, the fellow who
does a big business in a little place. One
feature of the sales so far, says Bob
is the increased sale of pipes. Last
year was a poor pipe year, but this one
is making up for it. He has swung a
second story shelf above the counter to
display holiday goods; and as he has
some splendid "chronics," as Christ-
mas customers, is tempting them to do
their big stunts early. Another increas-
ing feature of the business is the amount
of women's trade. The reserve at en-
tering a cigar stand is wearing away.
There is less hesitation to step in to
buy a present for a friend, or a bit of
candy.

A few of the stands are making a
direct bid for the ladies' trade by put-
ting in lady clerks. Any attempt to
establish an exclusive ladies stand has
so far not succeeded; as the ladies
seem to prefer the open, neat and in-
viting but cosmopolitan place.

Sam Goss, of E Goss & Company,
states that they are more than happy if
the retailers unload well; so that the cam-
paign start off the new year well. Trade
with them has been a constant increase
over the year before. The only variation
has been that for three months the rate of
increase was not so large.

K. G. Baillie, who for some time has
been promoting the Sanchez y Haya in
this territory, and very successfully too,
is back with E. Goss & Company, doing
some specialty work for them; and the
arrangement seems to be one of consid-
erable satisfaction to both parties con-
cerned.

The Petri factory is now one of the
busiest places of the city. In order to
catch up with holiday orders and not
disappoint the trade, they have put six
machines to work, and are very nearly
prepared for any emergency.

Sam Israel, the enterprising jobber of
Jackson street, has a great holiday dis-
play of Sanchez y Haya, the brand that
Sam is specially featuring. He doesn't
stop with this, for it is his purpose to
supply whatever the trade wants. But
the front table of the display is San-
chez y Haya. Sam generally gets up a
convenient and attractive display for the
benefit of the retail merchants who call,
and he has done the job extra big this
year.

The Ries Brothers Company report
that they have had a wonderful place-
ment of the special brand they have
made for them, the La Prosperidad;
and equally surprising has been the great
placement of Lowncy's candies, for
which they have the Coast distribution.

The H. Rinaldo Company are brag-
ging some over the new Tom Palmer
cigar of the Wengler-Mandell Company
of Chicago. It has taken big the down-
town district of San Francisco, where
they have located a large order of forti-
eths for the holiday trade. Joe reports
that the entire holiday sales put them
over the top of any record they made
before, and the new year looks rosy

HAVANA CIGARS

The
Leader
in All
the World's
Markets

ROMEO
JULIETA

U. S. REPRESENTATIVE
WM. T. TAYLOR, 50 E. 42nd St., N.Y.C.

In Every Case

7-20-4
R.G. SULLIVAN'S
CIGAR

After all
nothing satisfies like
a good cigar

FAMOUS FOR QUALITY

HOYO de MONTERREY

The Aristocrat of

Imported Cigars

VALERIANO GIUTERREZ, Representative

82 Wall Street New York

EDUARDO H. GATO



Established Since 1871
BOUQUET de GATO—MI PREFERIDA—CRESSIDA
E. H. GATO CIGAR CO., Factories and Office, Key West, Fla.

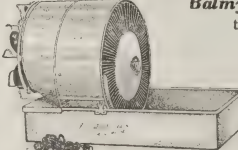
TADEMA INFINITO LORD BYRON

CLEAR HAVANA CIGARS

ARGUELLES, LOPEZ & BRO., Inc., Makers

GENERAL OFFICE AND FACTORY, TAMPA, FLORIDA

Eastern Office: 222 PEARL ST., NEW YORK Warehouse: HAVANA, CUBA



Balmy, Moist Atmosphere
to prevent the leaf from drying out—
to keep cigars fresh—

The American
Portable Humidifier

For Nine Years
used by the leading Cigar MANUFACTURERS in all departments
where humidity helps production.
CIGAR JOBBERS and RETAILERS find it THE humidifier best suited
for use in humidors and stock rooms, large or small.
No mist, no spray, no noise.
Humidity evenly distributed and regulated.

40% of total sales are repeat orders
AMERICAN AIR PURIFIER CORPORATION
165 East 35th Street New York City

EL TREBOW

"None Better at Twice the Price"



Made in 6 sizes.
Sumatra wrapped
and a filler blend
of all imported
tobaccos. An all
satisfying cigar.

TREBOW CIGAR CO.

121 NORTH 5th STREET

PHILADELPHIA



This trade mark stands
for the highest quality
fancy tabled and

**Resweated York State
B Filler Tobacco**

Registered as

Wood's Black Diamond B's

A mild but aromatic filler
that gives the quality
touch to a blend. A snow
white ash that does not
flake.

The quantity available is
limited. Samples upon
request.

George M. Wood & Son

Packers of Leaf Tobacco

Elmira, New York

Warehouse, Wellsburg, N. Y.

the main display case stacked full of and other brands of tobacco, lines whose enough.

Al Maede, the man of pipe fame at 19th and Mission streets, says that the holiday trade in his neck of the woods, is starting early for a cigar stand. He is pleased to note that the sale of pipes is far more than usual, for Al is a real pipe fancier. In fact, the part of the business he takes most interest in is the pipe repairing end of the business, and through the good word of the salesman, he has built a business in that line that reaches all over the coast. He is, however, prepared to meet any demand for holiday goods, and for this purpose has a second story built over the main display case stacked full of anything one needs. He has taken on the distribution of the products of Weisert Brothers of Philadelphia. This includes the Checker, Arrow and Cherokee and other brands of tobacco, line whose well-known standing needs no introduction. As secretary of the Pipe Smoker's organization, and a famous pipe fancier, Al Maede will have the opportunity of introducing these tobaccos to a host of friends.

An Interesting Study

SAN FRANCISCO, Cal., Dec. 22.—With the holiday trade at hand, the viewpoint of the retailers is an interesting study. A review of the smaller stand-keepers not in favorable locations, reveals the fact that they find no holiday spending as a rule manifesting itself at all. They still see hard times. They always do. They are not salesmen, and bear the same relation to the business that the out-of-date flagman has to the railroad. Their stock is not arranged to any extent. It is simply stuck on the shelves or in the show-cases; and not a few of them by their very appearance repel rather than invite a purchase.

The contrast is quick when a salesman is met. Of course these men as a rule naturally gravitate to the better locations. But there is an occasional exception. Down at the corner of Third and Howard streets is a stand on a corner that can not be classed as choice. Between Third and Fourth streets on Howard, surge the down-and-outers and the job hunters, and most of the stands in that section are just as inviting as their customers. It is striking then to see a large sign with Christmas decorations announcing holiday packs of all choice brands, mailed without charge, anything you want. A close-up sign advertises, "Service rendered." We "bet ten to one" that a salesman was in that stand, and there was; a fellow that could talk and take an interest in everybody and everything. It is needless to say they are not growling about holiday business.

Makes Change

Now jump over to the real-estate office district, and there a stand with glass front, an entrance and street stand, attracts attention as far as it can be well seen. It is ornamented. It is tasty, a Christmas stand. C. C. Greenman, for he is responsible, has been a cigar man all his life. He makes it a profession. He studies style, salesmanship, trade journals, the whole general trade, and cigar men themselves. He is never so "out" of anything but that he has something else about as good to offer, and can tell who prefers that to all others; and he's rarely out of anything anyhow for he carries an enormous stock for a retail store, and can even help out the jobbers in a pinch on some lines that for most stands are very slow sellers. He uses his "bean," as the boys say. If a large office moves too far away, he immediately installs an individual humidor locker with yale lock keys for each member of the sales force, and keeps a box of the desired brand always supplied. That is service. Is it surprising that he reports an excellent Christmas trade? For ten days he states they have simply been swamped, sending out truck-loads for delivery in and out of the city. Two loads went out today, two days before Christmas. As a sample he calls attention to an order just placed by a large firm over his head, 225 boxes of the finest of Miss Saylor's Chocolates, for he doesn't neglect this end of the trade. Have

sold up to date, he says, 2,000 of this candy, for the firm, who sells cigars for the men, also take the candy for the lady employees.

G. W. Collins, at 55 Kearney street, is another cigar salesman. He has jumped into the game on Kearney street, where he has a radio concert, blocked traffic with a megaphone announcement of games, and has generally let the neighbors know that something was up. And it isn't all noise, for the stand is stacked to the ceiling with everything a customer may want; it is hard to get Collins when there isn't more than one helper can tend to, so that it is a jump in himself. Christmas trade is the important thing to him, but the fact that the year round trade is always climbing and that 1923 looks very inviting.

C. C. Greenman leaves Jamaica on a trip through the east. He is himself to take in the Tobacco. As that is all he knows, he states it is a worthwhile event to him. He always has a great time in New York, being so well acquainted with Garcia Bros., Popper, and others, always make visitors joyful. For some time since he bought out the cigarette holder factory at 44 Broadway street, and will make the location a part of his business on his trip, to which he will give about a week. He is having a fine placement in the west and especially in San Francisco for these holders, having secured the services of Arthur Coleman, a well-known salesman for this end of the city. S. Benaderet, the San Francisco cigarette manufacturer, avers that Claus has been very good to them this year. The orders have multiplied and are coming in late and repeat. His English cigarettes are the very popular number though California has been going strong for the eastern trade, and pleasing to Mr. Benaderet that they have been having many compliments from eastern users, and requests a copy for their distribution. He has no machinery to handle a large order and will probably locate some other jobbers the coming year.

Max Nossen and I. H. W. O. Co., well known as the Commerce Cigar Company, have placed their new cigar, the Poppy, with B. M. Nissen, jobber down on Third street.

Federal Cigar Co., Inc.

RED LION, Pa., Dec. 28.—The while Tampa Cigar Company acknowledges following official announcement: "The Tampa Cigar Company, of Red Lion, Pa., wish to advise you that and after January 1, 1926, the said company shall be known and traded under the name: Federal Cigar Company, Inc. (under the laws of the State of Pennsylvania)."

"The general routine of their affairs will continue uninterrupted. The personnel of the company will remain identically the same (unchanged). The admission of Charles H. Hoar as Earl Grove to membership in the company in appreciation recognition of their full and valuable services in the past years. The protection of customers as afforded by a well established company in improved and better service and more efficient operation, and to better handle increasing business, forms the main motive of our business policy and the motive for this forward step of organization."

Dreyfus Goes to London Office

For the usual year closing exercises at their Chicago office, Philip Garcia & Brothers invited Charles Dreyfus, of the New York territory, to be on the Twentieth Century at a conference on the outline of the 1926 season.

Garvett Going to Detroit

In order to be on hand at the Mazer-Cressman dinner in Detroit last week, Manager Joseph S. Garvett, Philadelphia sales force, will be in Detroit once for the Motor City, via train.

and Dealers Enjoy Fine Holiday Business

rade for Years Clears Out Stocks—Shelves Practically Empty—Fortieth Cigar Packings Became Scarce Early in Week—Pipes Get Much Attention—Trade Notes

ND, O., Dec. 26.—The holiday is about over. Cleveland dealt the best holiday trade in the stock shelves are about empty days before Christmas it was in fact almost impossible, to h. of cigars in fortieth packing. was this true in the case of popular brands, the advertised Pipes received more than their share of attention this year. aler had record sales on this y. The wonderful window disely helped business considerably there was a fine Christmas ey standpoint it was this. More Christmas business and that ar in greater detail in my next on to this famed publication.

Holiday Greetings
t's humble correspondent take pportunity of wishing the cigar and community of Cleveland the happiest New Year and Christmas mae. For most dealers in the ro of tobaccos the past year was eful one. Next year should be an beer one. Let's hope so.

Schwartz Passes Away
s publicly hard at this time of the towrite of the recent death of Schwarz, well known local cigar. Schwarz was the 208th auto e the year, he having been run a Euclid avenue and East 118th y a careless motorist. Mr. Schwartz was connected with the Mc-hwartz Company, operating a to next to the Winton Hotel on eacavenue.

Van Winters Back
s Winters, one of Cleveland's at best known cigarists, is back at the holidays. Van sees to t every store gets their quota of alas. Talk about sales—Van e orders for twice what he got

el Super-Service

re a verbatim telephone converch which occurred over the long dises between New York and elia, Friday, December 18, at 2

line, Philadelphia is calling

ilk Is this Mr. Kline?"

s, r."

is George Jones, of Yahn & nrl, Philadelphia."

s, r. Jones, what can I do for

line, regarding the order you

to Medalist Varieties for us—"

ey're all ready, packed in cases

ecross company to call as prom-

and you will have them to-

w.

line, I must have these Varie-

iladelphia tonight. I suggest

ouret a few men, give each one

s many as he can carry, put

he first train for Philadelphia

teon, and whatever the expense

w pay it. We must have these

he tonight without fail. Will

is."

rt, Mr. Jones, they shall be

toith."

an you, Mr. Kline."

an you, Mr. Jones. Good-bye."

last year. In holiday packings—to try to get a box in fortieths a week before Santa arrived, was a difficult task.

A Busy Place

If you want to see the busiest or at least the second busiest place in the city, hop out to Siegel's on Prospect avenue and East 2nd street. I said "second busiest," because I don't see how it is possible for any place to be any more crowded than the Post Office these days or the Registration Bureau at the Court House for the 1926 Auto License Tags. I know for I tried to get in both places. But yesterday I did manage to jam my way into Siegel's. There was Al Siegel behind the counter as efficient as ever and with him back there was our old friend Saul Heller who can sell cigars, pipes, and tobaccos almost as well as office buildings.

Selling Blue Boar Humidors

One of the biggest sellers of the holidays was the decorated silver tobacco humidor of Blue Boar tobacco retailing at most places at around \$5. The humidor, designed by Reed and Barton is a pretty one and serviceable. A handsome gift and a practical one at a popular price has summed up the reasons for the big sale enjoyed on this number.

To Leave For Chicago

Now that the season is practically over Jack Mendelsohn and his son and assistant, Milton Mendelsohn, of the Cleveland Pipe & Novelty Company, will leave for Chicago on a buying trip. The Cleveland Pipe & Novelty Company distributes exclusively the Nuvco brand of pipes made by the M. Linkman Company, whose factory and offices are in Chicago. The Cleveland Pipe & Novelty Company had a fine year in its inaugural and looks forward to an even better one in 1926 with its pipes in every worthwhile store in the city.—HERA.

will pile the goods into my car and drive over to Philadelphia myself to deliver them. That will be much quicker, and, I believe, safer."

"Great idea, Vega, go ahead. Good-bye, Vega, and thank you!"

So these Medalist Varieties were delivered to Yahn & McDonnell in Philadelphia just four hours after the foregoing telephone conversation occurred. It is super-service like that which proves the E. A. Kline & Company's slogan, "Medalist cigars, if you please—and they do please!" What more could be desired, either by way of quality or service?

Tickets Ready for Tobacco Table's Dance

Tickets for the annual dinner and dance of the Tobacco Table may be obtained from Treasurer Fred Miller at the Hotel Astor cigar section. Price of these pasteboards is \$6, and the event will be celebrated Tuesday evening January 7 at the Aldine Club. Chairman Frank Fallon, of the entertainment committee, promises several surprises, among which will be some special souvenirs for the ladies.

Reading Manufacturer in New York

Looking over the leaf market last week in New York was Amos Sherck, of Davis, Sherck & Mason, Reading, Pa., cigar manufacturers.

McGuerty Finishes Year

Back from the last trip of the year to his western territory, John McGuerty, of the W. T. Taylor staff, reports a most successful season for the Romeo & Julie—

GARCIA SMOKERS

A New Standard of Excellence in a Cigar at

5 cts.



Packed only in GREEN cans

Jobbing accounts solicited

C. A. KILDOW

BETHESDA, OHIO

JOHN H. COLLINS

69 West Washington St.,

Chicago, Ill.

GUINCO CIGAR LIGHTERS



GUINCO BELL LIGHTER

Paper Weight

A. B. CUNNINGHAM & CO.

Wholesale Cigars, Tobacco

and Smokers Articles

37 and 39 North Second Street,

Philadelphia

September 11, 1925.

S. E. Guinn Manufacturing Co., Johnson City, Tenn.

Gentlemen:

We have to advise that shipment of lighters has arrived today. We are mailing you check on Monday of next week. Send us one hundred of the small size cigar lighter in mahogany color. Would suggest that you put a tracer on this shipment as it has taken three weeks to get the first lot.

Respectfully yours,

A. B. CUNNINGHAM & CO.

S. E. GUINN MANUFACTURING CO.

JOHNSON CITY, TENN.

MENENDEZ & CO.

Leaf Dealers, Packers and Exporters
OF

TOBACCO

Cable Parra 87 Amistad St., HABANA, CUBA

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Havana Market Business Good in Certain Sections

Several Thousand Bales Sold—Remedios Moving, Anyways
Pollack and Corral-Wodiska Buy Liberally—Rains of
New Crop—Rothschild and Mendelsohn Come North

HABANA, Cuba, Dec. 18.—Although many of our Almacenasistas claim that the last week passed rather quiet, others do not, as several thousand bales changed hands in a few days.

The Mocho, or, rather, Jose Suarez, has added further purchases of old and new Remedios first and second caps, to his stock, and is said to have bought around 2,000 bales of old Remedios first and second caps. One of the largest lots he bought from Abelardo Cuervo, of Dragones street. This latter firm also sold his finest packing No. 1, consisting of about 530 bales of both grades to Mr. Pollack. This packing fetched a good price, but was considered as one of the best in the market.

Another very active buyer was Don Celestino Corral, from Corral, Wodiska & Company, of Tampa, Fla. This firm not only bought large vegas of Vuelta Abajo, but also choice wrapper material. Further buyers were Villamil, Santalla, who bought pretty heavily for their local factory, Gerardo Smith and other stripping concerns bought new arrivals from the country Remedios thirds and Capaduras. Constantino Gonzalez bought a lot of Remedios third caps from his neighbor Godinez, probably for export purposes.

Buying for Spain

In low grades the well known firm of Sobrinos de Antero Gonzalez & Company, representatives of the Spanish Contrata, has made large shipments of thousands of bales to Spain and are still in the market. They bought up all kinds of old tobaccos of the '23 and '24 crop, like 8as and Partido Hojas and Botes. In the east of the Island they have done away with the lowest grades, the so-called trash.

As usual around this time of the year, Sidney Rothschild left for the north in order to pass the holidays with his folks at Detroit. Tomorrow our friend Harry Mendelsohn will leave for New York in order to spend some time with his family. Pleasant trip to Harry and merry holidays!

Rain Helps Vuelta

Several good rain showers fell in the dry sections of Vuelta Abajo, like Tierra Llana, San Juan y Martinez, San Luis and Pilotos, and the prospects for the crop, in the entire section of Vuelta Abajo, are good. As the weather during the last week was rather warm, some more rains are expected. In the Remedios section, as reported before, the prospects are also good, that is, with the exception of the scarcity of posturas or seedlings. Still, every farmer, taking into consideration the late favorable weather conditions, will do his utmost to get plenty of seedlings, no matter where he has to buy them. The eastern province of Santiago will have a very good, and probably large, crop, and conditions of the tobacco in the field are first class.—GALLO.

* * *

Seasonal Slackness

HABANA, Cuba, Dec. 25.—As always around this time of the year, our market is rather quiet. The rainy weather has changed into fine and cool Christmas weather. Also in the country this change came in very handy and allowed people to go over the tobacco fields again for an inspection in order to see whether the late rains have been too much for the rather young plants, the reports received today are that everything is in the best condition, and the plants are looking good and strong. The entire section of Vuelta Abajo will produce a good crop and also sections not quite as well favored by the weather conditions, like Pilotos, Ovas, Rio Hondo, Consolacion, Pinar del Rio, etc., as well as the Tierra Llana section, have had enough

rain lately, and the farmers are very well satisfied.

In Remedios, or Vuelta Abajo, people call this section here, the stands first class. As already mentioned before, the crop reports did not have anything upon prices of last year's tobacco, the best proof is that only a very few over \$90 per quintal was paid for Caps.; however, it was first class tobacco. Still, this favorable change in the new crop has made some holders feel more inclined to dispose of small differences in prices, and that some American buyers, who in the holy week in Cuba, will take advantage of this and make their trip profitable.

Regarding transactions, can mention the following: The Cuba Leaf Tobacco Company receive of 400 bales of choice Partido tobacco from Pastor Sanchez, which had been promised by the unfortunate L. de la Puente, the late vice-president of the company. Corral, Wodiska Company continued to be active in the market, having added several lots of Vuelta Abajo to their stock. Evaristo Perez registered over 200 lots Remedios, 3rd Caps. Mark A. Gallo was a heavy buyer of Remedios, also bought a few lots of Vuelta Abajo fillers. Another buyer of 3rd Caps. the firm of Manuel A. Suarez, received a large lot of 3rds an old grades from Vigil & Corzo, who shipped a few weeks ago, purchased excellent packings in the Sancti section. Sobrinos de Antero are still after low grades for Spain, especially Botes, and have cleaned up our market in the GALLO.

Three Wires For La Palma Urge Shipments

PHILADELPHIA, Pa., Dec. 2.—The recent telegrams from La Palma have requested the Congress Cigar Company, of this city, who manufacture brand, to speed up the late holiday shipments. More than six million 1 Pals have been delivered on order in early part of the month by the firm and their territories are, Gage, Scrambling Company, Cleveland, Lee & Cady, Detroit, Mich., and Congress Cigar Company, Chicago. It has been impossible, however, factory manager Paley and sales manager Andrus to take care of all orders for every shape and size demanded by the late holiday rush.

Schwarz Leaf Tobacco Newest in Trade

Saturday, January 2, is to mark proper inauguration of a new firm in leaf business—the Schwarz Leaf Tobacco Company. They are establishing offices at 197 Water street, New York, the firm is composed of Max and Louis Schwarz, who have been twenty years with various leaf houses in the leaf markets of the country, and have cut shade and broad leaf tobacco, in addition to Porto Rico and Havana, to be the lines featured by the Schwarz, and an undoubtedly successful business is predicted for this year. New York's raw material firm.

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Imported Tobacco, Cigars, Cigarettes, Etc.

ames of Steamships and Dates of Arrivals at Port of New York

Tobacco from Porto Rico	
San Lorenzo	—Dec. 21
Barrels	
St. & Waller	105
Gonzalez Co.	32
Bros.	25
Co.	45
81	
Bales	
Cigar Co.	122
Gonzalez Co.	50
8	
53	
Bundles	
Co.	22
12	
12 packs	
Cases	
No American Tobacco Co.	256
Cigar Mfg. Co.	79
—Dec. 21	
115 barrels	
13 bales	
—Dec. 26	
Bales	
25	
77	
34	
60	
37	
Barrels	
103	
300	
46	
226	
48	
801	
18	
Tobacco from Havana	
—Dec. 23	
Bales	
9	
14	
50	
200	
5	
350	
7	
36	
5	
9	
31	
32	
10	
6	
Cigars from Havana	
—Dec. 22	
2 cases	
—Dec. 23	
Cases	
1	
2	
3	
2	
5	
16	
12	
2	
1	
6	
Cigarettes from Havana, Cuba	
—Dec. 23	
Cases	
12	
2	
Cigarettes from Colombia	
—Dec. 21	
Cases	
1 case	

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and

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Smoking

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Louisville, Kentucky, U. S. A.

Larger Profits on Reynolds Stock

ing the annual dividend rate on the common and Class B stocks, directors of R. J. Reynolds Company have taken a step in a program to pass a larger portion of profits to the stockholder. The stock of the leader in the cigarette industry, selling on a yield of about 3.25 per cent before the start of the higher dividend—the lowest returns among industrial stocks on the New York exchange—is now priced to yield about 4.25 per cent. The \$20,000,000 issue of R. J. Reynolds, consisting of 10 per cent preferred stock, the common stock, was sold at \$120 a share. The company with a clean slate, consisting solely of shares of \$25 per common, held by company interests, for the first time, had 2,800,000 shares of Class B of \$25 par.

Profit Distribution Possible

the conservative management of J. Reynolds works slowly in the capital structure, the belief is held in some quarters that it will not be long before shareholders receive a profit of stock distribution. Naturally, it is assumed such action will not be taken until additions are made to surplus from this year's earnings, and possibly from the discount some action along the line of surplus was just under \$30,000,000 at the end of 1924, against \$17,000,000 at the close of 1923.

Based on common dividend rate to be paid from the former 12 per cent dividend, a disbursement of only \$1,000,000, additional, now that preferred dividends are eliminated. Dividends on the common stock of \$1,400,000 annually, the common stocks \$9,600,000, or \$11,000,000. Under the new dividend will take \$12,800,000,

Bigger Earnings Expected

For 1925, it is expected that R. J. Reynolds, which in both 1924 and 1923 not only surpassed its own previous earnings record, but showed the largest profits ever made by an American tobacco manufacturing company will again show a gain in profits.

Net income for 1924, after interest, depreciation, federal taxes, etc., was \$23,777,716, compared with \$23,039,876 in 1923. This was equivalent to \$6.99 a share on the 3,200,000 shares of \$25 par company common and common B, against \$6.67 in 1923.

The Reynolds company has made its startling success in the tobacco field by concentrating on one brand of popular priced blended cigarette. Two years ago this brand represented 50 per cent of all cigarettes consumed in this country. While since then its relative popularity is believed to have been cut into to some extent by other brands similar in price and type, the actual gain in sales this year is expected to enable Reynolds to show a net income of around \$24,000,000. Total production of cigarettes this year is running over 11 per cent ahead of last year, and while Reynolds may not be getting the same proportion of gain as in 1923, this should still be large enough to spell larger total profits.

Impressive Financial Condition

The balance sheet presented by R. J. Reynolds at the close of 1924 was one of the strongest ever displayed by an American industrial corporation. Net working capital totaled \$112,165,516, a gain of more than \$10,000,000 over the \$101,679,927 at the end of 1923.

Cash on hand, over \$22,000,000, was more than two and one-half times the total current liabilities. Without including the inventory item of over \$85,000,000, current assets were almost four and one-half times current liabilities. Total current assets at \$120,770,038, were almost fifteen times total current liabilities of \$8,604,522.

Net working capital of over \$112,000,000 at the close of 1924 compares with

\$12,687,834 on December 31, 1912. Hence in twelve years working capital was increased practically \$100,000,000, during which time only \$30,000,000 of new capital was brought into the business. This was effected by the sale of \$20,000,000 preferred now retired and \$10,000,000 common.

Earnings Into Business

During the 12 years of Reynolds' existence as a separate unit, since dissolution of the old American Tobacco Company net earnings totaled \$141,655,928. Additions to surplus out of earnings

	Net dividends	Preferred dividends	Common dividends	Surplus
1924	\$23,777,716	\$1,400,000	\$9,600,000	\$12,777,716
1923	23,039,876	1,400,000	9,600,000	12,039,876
1922	20,479,234	1,400,000	7,800,000	11,279,234
1921	16,258,323	1,400,000	4,800,000	10,058,323
1920	10,691,294	1,400,000	3,600,000	5,691,294
1919	11,272,753	700,000	2,400,000	8,172,753
1918	7,042,763	700,000	2,150,000	4,192,763
1917	10,340,345	481,250	2,800,000	7,059,095
1916	*8,244,506	175,000	2,300,000	5,769,506
1915	4,729,988	175,000	2,200,000	2,354,988
1914	2,916,564	.....	1,600,000	1,316,564
1913	2,862,566	.....	1,200,000	1,662,566
Total	\$141,655,928	\$9,231,250	\$50,050,000	\$82,374,678

* Includes \$200,828 sundry items applicable to years prior to 1917.

Total resources, less reserves, increased to \$138,337,336 at the end of 1924 from \$15,844,572 as of December 31, 1912.—WALL STREET JOURNAL.

Assistant Chief Warehouse Examiner Wanted

WASHINGTON, D. C., Dec. 24.—The United States Civil Service Commission announces that it is looking for a man to fill the position of Assistant Chief Warehouse Examiner, Tobacco Standardization for the Bureau of Agricultural Economics, Department of Agriculture. The salary is \$3,800 a year.

Certain specified education and experience are required. Receipt of application will close January 26. Subjects to be rated included: Education and experience, 70%; thesis or discussion, 30%.—L.A.M.M.

Blum in Connecticut

One of the last callers of the year upon his friends in the Connecticut field was David Blum, of New York. He will now rest up for the holidays, and be back on the job right after the New Year.

Levy in Another Mart

Coming over from the Lancaster, Pa., tobacco and cigar market to the Connecticut section last week, M. Levy returned home again satisfied that the old year had not been such a poor one, after all.

The best cigars contain

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Increased Tobacco Production in Algeria

WASHINGTON, D. C., Dec. 26.—Production of tobacco, which ranks among Algeria's important crops, has been increasing materially in the last 35 years and the country's importance as an exporting country shows corresponding growth, according to L. W. Haskell, American Consul at Algiers in a report received in the Department of Agriculture. The average annual export of tobacco consists of about 12,000,000 cigars, 66,000,000 packages of 20 cigarettes and 38,000,000 packages of smoking tobacco weighing about 2,143,000 pounds. It has been estimated that the average annual local consumption is about 33,000,000 cigars, 35,000,000 packages of 20 cigarettes, and 73,000,000 packages of smoking tobacco weighing about 4,189,000 pounds.

Algeria's Production and Export of Tobacco

Year	Production Pounds	Exports	
		Leaf Manufactured Pounds	Pounds
1892	6,600,000		
1922	20,868,000	33,550,000	10,121,000
1923	46,097,000	17,516,000	9,277,000
1924	66,140,000	30,113,300	10,207,000
*1925	55,170,000		

*Preliminary.

The Algerian exports consist of considerable quantities of cigarettes and cigars of high quality, the prices of which are often low enough to compete with foreign tobaccos in their home markets. For export, and also to satisfy the taste of Europeans in Algeria, local manufacturers employ in their mixtures leaves of foreign origin, mostly American. The American tobacco imported consists principally of Kentucky (in Europe meaning all fire-cured), Burley, Virginia (in Europe meaning all flue cured) and Maryland.

The different grades of Algerian tobacco used in the Algerian tobacco manufacture are classified as follows: (1), strong tobacco; (2) neutral tobacco for mixing with imported tobacco; (3), tobacco specially selected for its aroma. The principal places of production of such tobaccos are: (1), District of Isers, including the whole Kabylia, which produces light tobacco used mostly for cigarette manufacture; (2), Blida region, producing a heavy quality used for smoking tobacco; (3), Province of Bona, which produces a yellow quality used to give native tobacco a foreign aroma.

There are now in Algeria hundreds of co-operative associations, have made arrangements with French "Regie" for the purchase of crops. Such associations have contracts with the "Regie" for a minimum delivery of 5,511,000 pounds. There are also a number of all-union large plantations and many small growers.

Lynchburg Has Two Weeks

LYNCHBURG, Va., Dec. 12.—J. Oglesby of the Lynchburg Tobacco Company, makes the following report on leaf tobacco sold on the "open" market:

Sold this week 1.4
Sold to December 18, 1925. 4.7
Sold to December 19, 1924. 4.6

Increase for 1925

The past two weeks were the two consecutive weeks the market had in a number of years but no offer was sold each day in expectation of one and that was caused by a dark, rainy day on which sale to be stopped at three o'clock on darkness.

There was decidedly more tobacco among the offerings than time this season, yet everything brought good prices, quality was good. All of the better grades were very strong demand at prices for general satisfaction to all buyers.

The large percentage of tobacco is due to the dry weather kept the late plantings from maturing.

There is some mighty good tobacco in the crop and early showing good body texture.

The market closed Tuesday, Christmas holiday, to open Monday, January 5.

There was no change in prices this week, the same good prices being as for several weeks.

All indications point to a strong market after the holidays.

Rosenthal Visits New York

One of the largest independent store proprietors in Chicago, New York last week for several days, to see the latest merchandise. Jobber met him as Barney Rosenthal, who has five stores in the Breezy Creek

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Growth of Tobacco Production in Greece

IRON, D. C., Dec. 26.—Before the war, the largest and best tobacco producing districts in Greece were Agrinion, Thessaly and Macedonia, with an annual production of which averaged 17,600,000 to 22,000,000 pounds, one-third as consumed locally and the rest exported to Egypt and to Ger-

many, however, after the war broke out, Greece became the primary source of the whole of Macedonia's celebrated tobacco-producing districts, of which Agrinion, Drama, Kavala, Sari-Shaban, Drama, Sorres, Ziehni etc. As a result of the Greek tobacco production of 55,000,000 pounds, a record for the same year to 1913.

Following the World War, and the occupation of Bulgaria by the Greek troops reoccupied this which was found completely destroyed. Finally, in 1920, Western Greece, including the most renowned tobacco-growing area in the world, the Peloponnese, became part of Greece. The Asia Minor debacle in Greece of the refusal of the best tobacco-producing districts, such as Pontus, Thrace, and Brussa, who were specialists in tobacco cultivation, caused a great development and improvement in tobacco cultivation in all parts of Greece, particularly in the Islands, and Albania, in which district no tobacco has previously been cultivated.

Pool Members at Henderson

IRON, N. C., Dec. 19.—Members of the Tobacco Growers Co-operative Association who are served by the Henderson Tobacco Growers Co-operative Association have been receiving their shares since last Tuesday in the payment being distributed to them in the old belts of North Carolina. It was learned today that many county growers are being paid from this station, and they have a large interest in the distribution that has been going on during the week.

The settlement as to the total amount paid out here is available. At present it was stated that the amount had not been added, and the exact

amount was not known. An estimate, however, placed the amount at around \$200,000, which is approximately 15 percent of the total payments of the \$1,500,000 in the two belts at this time. It was estimated further that approximately 1,500 farmers shared in the distribution.

In spite of the talk earlier in the season that the association was not exacting fines or penalties, it was said that a fee of five cents per pound was being deducted from the checks for all tobacco delivered on the auction market this season by members of the pool. This is true throughout the belt, it is understood. Except for this feature of the payment, the checks have met with a hearty welcome on the part of the growers who received them. This deduction, however, has caused considerable dissatisfaction, it is understood. In one case, a grower is said to have taken out claim and delivery papers to get his check, which he claims as his property. He had not, however, received the check up to last night, and it was not known what the outcome of the case would be.

It is claimed in statements from the association that increased deliveries have marked some points in the past few weeks.

Chinese Tobacco Market Discussed

RICHMOND, Va., Dec. 24.—Julian Arnold, commercial attaché at Shanghai, China, and Benjamin D. Hill, tobacco specialist of the Bureau of Foreign Service of the Federal Department of Commerce, arrived in Richmond today from Washington for a conference on the Chinese situation with local tobacco men. The two government officials met with members of the tobacco trade in the offices of the Chamberlayne Leaf Tobacco Company, the meeting being arranged by Mr. Szanto, foreign representative of the Chamberlayne Leaf Tobacco Company, in co-operation with the Chamber of Commerce.

Problems regarding trade with China that the local tobacco men may be struggling with were submitted to Mr. Arnold, who has a first-hand knowledge of actual conditions over there as the result of long residence in Shanghai.

Another conference took place the following day with Larus & Brother Company in regard to the Chinese situation from the standpoint of manufactured products, Arnold and Hill having come to Richmond at the request of Larus & Brother Company.

Esthonia Increases Import Duties

WASHINGTON, D. C., Dec. 28.—The Estonian Government has increased the import duties on tobacco as follows, according to advices to the Department of Commerce.

Leaf tobacco, stemmed or unstemmed, from 1.31 gold francs to 3 gold francs per net kilo.

Stem tobacco, from 1.31 gold francs to 1.5 gold francs per net kilo.

(The duties, when paid in Estonian marks, are multiplied by 75. According to exchange prevailing during the last quarter, there are 374 Estonian marks to the dollar.—L.A.M.M.)

South Boston Average for Week, \$12.07

SOUTH BOSTON, Va., Dec. 19.—Total tobacco sales for official week ending December 16, 1925, 839,608 pounds; average price, \$12.07 per 100 pounds. Sold to date of 1925 crop, 7,371,313 pounds; average price per 100 pounds, \$14.40. Common Fillers advanced \$1 to \$1.50 a hundred. Cigarette types in good demand. Other grades remain unchanged. E. L. EVANS, Secretary, Tobacco Board of Trade.

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Cable address, Morton-Richmond

Bright and Dark Virginia
Burley—Western—Seed Leaf
Strips—Scraps—Stems—Cuttings

J. B. MORRIS CO., Inc.

Dealers and Exporters of

LEAF TOBACCO

RICHMOND, VA.

Cable Address: "Morrise," Richmond, Va. All Codes.

GEO A. LEA & COMPANY

Incorporated

LEAF TOBACCO BUYERS AND BROKERS

SATISFACTION GUARANTEED
Cable "LEA"

J. D. ROGERS, Vice Pres. &
General Manager.

PERSONAL SUPERVISION
Rocky Mount, N. C.

EDGEWORTH

Ready Rubbed
EDGEWORTH
and
EDGEWORTH
Plug-Slice

STANDARDS for dealers

See trial order. We guarantee satisfaction.

AUS & BRO. CO.
Richmond, Va.

GEO. A. LEA, President.
R. H. ASS, Secty.-Treas.
ORDER OR CONTRACT
Richmond, Va.

CABLE ADDRESSES
"SPENCER"
Danville - Va.
Smithfield - N.C.

T.S. WILLIAMSON, Pres. W.M.C. SPENCER, Vice Pres. C.E. WILLIAMSON, Sec. Treas.

WILLIAMSON-SPENCER, INC.

Packers and Exporters

Specializing in
BRIGHT VIRGINIA & CAROLINA TOBACCO

On Order or Contract

**DANVILLE, VA.
SMITHFIELD, N.C.
U. S. A.**

ALL CODES USED

TOBACCO SEED

Slate Seed Company

The Largest Tobacco Seed
Growers in the World

SOUTH BOSTON, VA., U. S. A.

Cable Address: "BURTCO"

Established 1883

J. H. BURTON & CO.

Packers & Exporters All Grades of
LEAF TOBACCO

Specializing in
Virginia, Eastern Carolina & So. Carolina Tobaccos
REIDSVILLE, N. C.

THORPE & RICKS, Inc.

Codes—Arnolds
Nos. 5 & 15
A. B. C.
5th Edition.
Cable Address:
THORPE.

Established 1886

BRIGHT LEAF TOBACCO



Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

CABLE: "Edmunds" Danville

CODES: Bentley's, Lieber's

J. M. EDMUNDS COMPANY

INCORPORATED

DANVILLE, VA., U. S. A.

Dealers and Exporters

Virginia, Carolina, Kentucky and Tennessee Leaf Tobaccos

L. B. JENKINS & COMPANY

Leaf Tobacco Dealers

Kinston, N. C., U. S. A.

Buyers and rehandlers of all grades of Bright Leaf Tobacco. Domestic and export
types bought on order or contract. Modern re-drying plant equipped with improved
machinery and ample storage facilities.

Correspondence Solicited

Cable "Jenco"

Samples Furnished

Established 1898

Cable Address Randolph

RANDOLPH MEADE & COMPANY

INCORPORATED

Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply
your demands on short notice. Represented on all markets of
any size in Virginia, North Carolina and South Carolina.
Correspondence solicited. Satisfaction guaranteed.

Samples sent on request.

DANVILLE

VIRGINIA

Lexington Season Average \$22.46 Per Hundred

LEXINGTON, Ky., Dec. 18.—Sales of
Burley tobacco over the auction floors of
Lexington up to this morning had
amounted to 7,279,000 pounds for an
average price of \$22.46 a hundred, with
an indicated total for the week of more
than 2,000,000 pounds this week at about
the same average.

Yesterday's sale, the last but one for
the week, totalled 721,520 pounds, which
brought an average of \$22.14.

Wednesday's block sales at the Vir-
ginia Avenue and the Jewell warehouses
were completed yesterday morning and
buyers managed to complete sales at the
Peoples' and the Geary houses in addi-
tion. Late in the afternoon the New
independent warehouse was reached but
only in time to dispose of a few baskets
of the leaf.

Ben Bosworth, supervisor of the local
independent market, has announced that
sales will be discontinued for three
days during the holiday season. At the
conclusion of sales, Wednesday after-
noon, December 23, houses will be closed
to auctions and will be reopened Mon-
day, morning, December 28.

While no information is obtainable
officially as to Burley Tobacco Growers'
Co-operative Association receipts here,
growers say that the average advance
to members on the delivery of their
crops has run in excess of 10 cents a
pound and that this indicates the bank-
ers are placing a value on the to-
bacco about the same as is being paid
for it on the auction floors. Deliveries to
the pool are expected to increase from
this time on, as pool members have not
hurried their stripping as non-pool
growers did, as they were not put to
the necessity of hurrying their tobacco to
market, being assured of the same ad-
vance regardless of the time of delivery.
—JAYESSEE.

The Greek Tobacco Industry

WASHINGTON, D. C., Dec. 26.—To-
bacco production in Greece during 1924
amounted to 97,923,000 pounds according
to reports of the International Institute
of Agriculture at Rome received in the
Department of Agriculture. The crop
was 20,961,000 pounds under the un-
usually large 1923 crop but well above the
1909-13 average of 58,987,000 pounds.
The increase has resulted largely from
the acquisition of territory after the war.

Greek tobacco is an important factor
in international trade more because of
the quality than because of its quantity,
according to Arthur Garrels, American
Consul General at Athens. Climate and
soil have contributed qualities which
make Greek "Oriental" types valuable
to the manufacturers of high-grade cigar-
ettes. Peculiar characteristics of
aroma, taste, combustibility, color and
low nicotine content are the qualities
which make these tobaccos sought after.
Exports in 1924 reached 92,225,000
pounds, of which 40,830,000 pounds went
to Germany, according to the Consul
General. The United States took 17-
365,000 pounds in that year, and Italy
15,946,000 pounds. Domestic consump-
tion for 1924 is estimated at about 12-
100,000 pounds.

Turkey and Bulgaria, growing similar
types of tobacco, are the keenest com-
petitors of the Greek trade. Some of
the richest tobacco areas of those two
countries were located in the parts of
Macedonia and Thrace which became
Greek after the war. It is those areas
that contribute the bulk of the export
tobacco, which is the principal source
of Greek national wealth and of re-
venue for the State. Cultivation, sale
and manufacture are free from any
State monopoly. Revenue is derived
from cultivation and consumption taxes.
The government is trying to stimulate
production by means of commercial treat-
ies which may widen the export mar-
ket.

Recent commercial and labor difficul-
ties in the industry have suggested a
need for some sort of government super-
vision. There has been created, there-
fore, under the title "Office for the Pro-
tection of Greek Tobacco," an organiza-
tion of government officials and repre-

sentatives of trade and agriculture to
look after the interests of this impor-
tant Greek export commodity. According
to Mr. Garrels, the new organization
began operation on November 1, 1924,
has branches in every important to-
bacco center in Greece which are con-
centrated on the study of all phases of
tobacco production and trade. Mem-
bers of the new organization are not
rather than mandatory. It is expected
to provide basic material for legisla-
tion affecting the tobacco industry and
working to adjust differences
among the various groups of
engaged in placing the product on the
market.

Richmond Market Lulls For Holidays

RICHMOND, Va., Dec. 19.—The
warehouses closed yesterday for
holidays, to re-open again January 1.

Sales were not as large as
yesterday and embraced a good deal of
tobacco. Some of the buyers had
drawn from the market for the
clean-up of their factories. Des-
tined tobaccos were scarcer and prices
on such grades. Total sale for the
week were 451,330 pounds. So far
average. Our next report will show
for the season in comparison with
year.—R. C. MORTON & COMPANY.

Petersburg Sales Heavy

PETERSBURG, Va., Dec. 19.—The
were heavy the first part of the
day and were blocked on Tuesday,
was the second time this season
much larger percentage of good
tobacco was offered than for some
time. All desirable types of both light
and dark brought good prices.

The market closed yesterday for
holidays, and will re-open Tuesday
morning.

Bright

Pound
Sales this week 249,117
Sales previously 2,418,772

Sales to date 2,667,889

Dark Virginia
Sales this week 273,794
Sales previously 871,948

Sales to date 1,145,742

Total sales of both Bright and
to date, 3,813,590 pounds.—VILLAS
BEACH & Co., Inc.

Superior Import Co. Opens New York Office

One of the events of the week
in pipe circles is the recent estab-
lishment of a new jobbing house
known as the Superior Importing
Company, 33 Union Square, New York.
This firm is to be managed by
H. Goldsmith, who has been associated
with L. & H. Stern and the M. J.
Tobacco Company's pipe division for
a quarter of a century. Delays
are now being prepared, and
work for business will be begun
with the early days of 1925.

To Fix Campaign Dates

DANVILLE, Va., Dec. 12. While
date has been set, the reports of
that the special committee for the
tobacco Growers' Co-operative As-
sociation appointed to lay plans for a
campaign to secure a new sign-
ing here during the Christmas holidays
at this meeting it is expected that
will be set for the intensification
to secure contract renewal and
members.—TETLEY.

Klein Finds New Location In Trinity Place

Because of the proposed recon-
struction of their present premises at 72
Trinity Place, New York, the firm of
H. Klein & Sons has secured new
quarters at 110 Trinity Place, where
the established pipe business of the
concern will be continued until the
thirty years.

age, Yield, Production and Price of Tobacco

STON, D. C., Dec. 26.—The United States Department of Agriculture, Agricultural Economics, issues the following tabulated data showing acre, yield, production and price of tobacco during 1924 and 1925 (subject to revision):

	Acreage		Yield		Production		Average	
	1924	1925	1924	1925	1924	1925	1924	1925
	Acres		Per Acre		Pounds		Per 100 lbs	
Delaware	9,000	9,000	1,340	1,380	12,060,000	12,420,000	\$26.8	\$16.0
District of Columbia	29,000	28,000	1,370	1,425	39,730,000	39,900,000	32.3	19.0
Florida	2,000	2,000	1,175	1,100	2,350,000	2,200,000	22.3	22.0
Georgia	46,000	41,000	1,250	1,400	57,500,000	57,400,000	15.7	15.0
Illinois	32,000	30,000	704	823	22,528,000	24,690,000	26.9	19.0
Indiana	210,000	189,000	650	630	136,500,000	119,070,000	21.4	17.6
Iowa	8,000	9,000	775	775	6,200,000	6,975,000	21.4	18.2
Kentucky	497,000	547,000	560	660	278,320,000	361,020,000	25.8	23.0
Mississippi	94,000	96,000	485	740	45,590,000	71,040,000	17.0	17.0
Missouri	40,000	67,000	777	717	31,080,000	48,039,000	26.6	15.0
Nebraska	6,000	7,000	750	780	4,500,000	5,460,000	37.6	31.0
North Carolina	58,000	52,000	705	660	40,890,000	50,960,000	19.4	15.0
Ohio	21,000	17,000	893	871	18,753,000	14,807,000	16.6	18.0
Oklahoma	38,000	32,000	940	1,375	35,720,000	44,000,000	13.0	16.5
Pennsylvania	5,000	5,000	1,100	815	5,500,000	4,075,000	25.0	27.0
Rhode Island	485,000	485,000	836	810	405,460,000	392,850,000	17.1	16.0
South Carolina	125,000	130,000	795	725	99,375,000	94,250,000	18.6	17.0
Tennessee	1,000	1,000	400	504	400,000	504,000	55.0	55.0
Virginia	1,706,000	1,747,000	728.3	772.6	1,242,456	1,349,660	\$20.7	\$18.3

Statement showing distribution of tobacco by types will be issued later.

Baltimore Market

BALTIMORE, Md., Dec. 24.—Gieske & Leaf Tobacco merchants, make the following:
 While receipts fell off to 31 hogsheads, sales totaled 1,248 and reducing the unsold stock in hands to below 1,000 hogsheads. No receipts; sales 26 hogsheads, mostly common air-cured.

Association Data
 Tobacco Associations of Baltimore issues these statistics for the month ending December 23:

Ship, Including Reinspections				
Ship	Pre-vious	Total	Net to Date	Same Date 1924
Dec 17	32,891	33,108	32,051	31,974
Dec 18	433	433	433	851
Dec 17	33,324	33,541	32,484	32,825
Dec 18	86	86	86	1,057

Deliveries				
Ship	Pre-vious	Total	Net to Date	Same Date 1924
Dec 17	32,891	33,108	32,051	31,974
Dec 18	433	433	433	851
Dec 17	33,324	33,541	32,484	32,825
Dec 18	86	86	86	1,057

Stock in Warehouses				
Ship	Pre-vious	Total	Net to Date	Same Date 1924
Dec 17	32,891	33,108	32,051	31,974
Dec 18	433	433	433	851
Dec 17	33,324	33,541	32,484	32,825
Dec 18	86	86	86	1,057

Sales				
Ship	Pre-vious	Total	Net to Date	Same Date 1924
Dec 17	32,891	33,108	32,051	31,974
Dec 18	433	433	433	851
Dec 17	33,324	33,541	32,484	32,825
Dec 18	86	86	86	1,057

Finishes His Year
 Completing his final trip of the western territory, B. N. Beyea of S. Ruppel, Inc., New York, efficient business to enjoy a Happy New Year.

Whitehead

WHITEHEAD & ANDERSON

Commission Merchants and Exporters

Eastern Carolina bright tobaccos, all grades, lowest to highest. In position to furnish of close touch with entire trade to furnish on short notice any type of tobacco from Bright or Old Belt Virginia and all districts, Kentucky, Tennessee, N. C., U. S. A.

The largest bright leaf tobacco market in the world.

Codes A. B. C. 5th Ed., Arnold No. 5, Western Union

W. P. Anderson

S. H. Anderson

Henderson Tobacco Company

INCORPORATED

Code Address: "Mohenco" Wendell

LEAF TOBACCO DEALERS

Cable Address: WILTOBAC, Wilson, N. C.

WILSON TOBACCO COMPANY

Dealers in **LEAF TOBACCO**

Strips, Scraps and Stems Samples submitted on request

WILSON, N. C., U. S. A.

Reliance Tobacco Co.

Dealers and Exporters

LEAF TOBACCO

DANVILLE, VIRGINIA, U.S.A.

CABLE ADDRESS: "RELANCE" ALL CODES USED

DUNNINGTON & COMPANY

(Successors to W. G. DUNNINGTON)

Leaf Tobacco Dealers, Packers and Exporters

Our facilities are ample to buy, handle and re-dry in the best manner, any Quantity of Tobacco in any way desired. Branches on principal market of Virginia.

Farmville, Va.

Cable Address: "Dunnington," Farmville, Va. All Codes.

Norfolk, Va. Baltimore, Md. New Orleans, La. Paris, France

C. A. SULLIVAN CO., Inc.

44 WHITEHALL STREET, NEW YORK, N. Y.

Export Freight Agents

Specialists in the Handling of Tobacco for Export. Highest financial and Business References.

Tobacco Growers Cooperative Association

of

VIRGINIA, NORTH CAROLINA and SOUTH CAROLINA

Composed of 95,000 Members

All types of bright flue cured, sun cured and dark fired Virginia Tobaccos.

We sell to the trade either in green warehouse order, or redried.

PRICES SUBMITTED ON APPLICATION

LEAF DEPARTMENT AND SAMPLE ROOMS

PRESBYTERIAN PUBLISHING COMPANY BUILDING

SIXTH STREET

RICHMOND, VA.

Buyers, Packers & Exporters all grades Virginia and Carolina Tobaccos. Ample Steam Drying Facilities and Storage.

Orders Solicited; Satisfaction Guaranteed.

Samples furnished on request.

WENDELL, N. C., U. S. A.

CHINA AMERICAN TOBACCO CO., Inc

Packers—Dealers—Exporters

ALL TYPES OF

LEAF TOBACCO

Rocky Mount, N. C.

New York, N. Y.
25 Broadway

Cable Address:

"CHIMERICA"

FACTORY AT ROCKY MOUNT, N. C.

BRANCH FACTORIES IN PRINCIPAL MARKETS OF ALL TOBACCO DISTRICTS.

Richmond, Va.
9th and Main

All Codes

DIBRELL BROTHERS Inc.

Leaf Tobacco Dealers

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

Cable Address "Dibrell"—Danville

E. B. FICKLEN TOBACCO CO.

Incorporated
Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips

BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Apply for Redrying, by Steam or Natural Season

Samples Furnished

Cable "FICKLEN"

Correspondence Solicited

H. W. COBB,
President

T. W. WEBB,
Secretary

Z. V. GWYNN,
Vice Pres. and Treas.

Cobb-Gwynn Tobacco Company, Inc.

RICHMOND, VA., U. S. A.

Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

CORRESPONDENCE SOLICITED Cable Address "GWYNCO"

C. W. WALTERS CO., INC.

South Boston, Va.

Mullins, S. C.

Packers and Dealers in

LEAF TOBACCO

Specializing in

Virginia, Eastern Carolina and South Carolina Tobaccos

J. E. SEARS & COMPANY

APPOMATTOX, VIRGINIA, U. S. A.

VIRGINIA DARK TOBACCO

Bought on order or contract for domestic, or foreign account

Ample facilities for steam and air drying

We manufacture hoghead shooks. Stock on hand at all times

G. R. GARRETT COMPANY, Inc.

Dealers in

Cable Address

LEAF TOBACCO

Codes { A. B. C. 4th & 5th Editions
Bentley's

Clean, Uniform Strips a Specialty

ROCKY MOUNT, NORTH CAROLINA, U. S. A.

"Grow Better Tobacco, or Don't Grow Any"

W. B. Kennedy, one of Western Kentucky's most prominent tobacco men, and who has just returned from a close-up view of the tobacco situation in Europe, gives this advice to the farmers of the Dark Patch: "Grow better tobacco, or don't grow any; and above all, diversify your crops so you will not be dependent upon any one thing for a living."

That is sound advice, says the Mayfield (Ky.) Messenger. It is advice that should be broadcast, and it also should be heeded. The ones who heed it will profit thereby.

Mr. Kennedy knows perhaps as much or more about the European markets than any other tobacco dealer of this part of the country. He just recently talked personally with all the big tobacco dealers of Europe—the very men who have been buying our tobacco. He made a talk before the Tobacco Show, at Paducah yesterday.

In part he said: "The future for common tobacco looks gloomy. Continental Europe and the British Isles have become a very formidable competitor to the United States the growing of tobacco, and the preterential, which is now effective in Great Britain, is threatening to force the American type of tobacco out of that market altogether. I have been with you twenty-eight years in the tobacco business and altogether I have been in the business fifty-five years, having devoted my life to it. If you are going to grow tobacco, make it as good as possible because poor tobacco has a black eye. Those of you who have brought samples here today have been rewarded, and you realize what it means to produce a good quality. You are improving your firing methods, and the way you handle it. There is another matter of considerable importance to the tobacco industry, and that relates to marketing. The old way of selling is on the wane, and the loose floor method is popular now. We have all found that the best plan is to put the tobacco on the floor where the buyers can see it. Under the old plan the buyer could not tell as much about the crop and the buying was not satisfactory to the buyer or grower. It is the failure and most intelligent way because it brings competition from all interests."

"In Europe I find a demand for wrapper types. They want good tobacco in Europe, and the poor tobacco has no market. Europe is growing tobacco in large quantities; England, Belgium, France, Italy nearly all of the countries of Europe are producing it. That is a situation growing out of the war. During the war period it was a common thing to see lugs bring 15 cents on our market. Europe could not grow tobacco then. But now the people of Europe are producing tobacco and the demand for our common types is a thing of the past. We have got to get to a

normal condition and improve the quality of our product. Our crop and port crop. Consumption of tobacco increased all over the world and consumption of dark tobacco has increased. We are in bad on dark tobacco unless we make good tobacco."

"Italy used to be our best customer. Today, Italy is growing tobacco, and the other countries of Europe have demonstrated that they can grow it. Two countries in Europe produced one million, six hundred million pounds of tobacco. You who are familiar with statistics of our own products, know what this means. You know how this black patch of ours it only a blight of the tobacco grower's world market. The only reason we succeeded in the past is that in the before bright tobacco began to grow in this country we established a market for our dark tobacco. The people of England and other countries learned to like its flavor and strength. The bright types are in demand there is only one thing for it to make our crops better."

"I would advise you to diversify your crops. You can't afford to depend upon one crop alone for living. And don't put in more crop than you can handle."

"The British empire two years ago put a differential of 24 cents a pound in effect, in favor of British tobacco, and all of the producers in England goes through it. Their warehouses. Last year that differential was raised to 48 cents, which made it still harder for us to compete with the English trade entirely, and the other European trade, less the raise the standard of our crop. To we can hardly give our tobacco away in England. Yet they are not asking good tobacco as we are. They want to grow it, but they don't know how to grow it. They haven't got it broken down to the point of perfection you people have."

"In Northern Italy, where they grow some of the finest vineyard in the world, tobacco is being grown successfully. They have cut down the vineyards in order to give the vineyard people something to do and the result is a steady increasing tobacco production. Those countries have reached a point where they have got to do something in order to live."

"In conclusion, let's grow it better and grow it better. I beg you to pay your attention to something else besides tobacco, also let this be the beginning of a new era in the production of good tobacco in the western district."

Fielding Arrives from Tampa

For his usual visit at this time of the year to the offices of Cullman Brothers, York, John Fielding has come from Tampa, Fla.

W. T. COUSINS & CO. "OLD BELT" SMOKING TOBACCO DANVILLE, VA.

Buyers of All Grades of Virginia and Carolina Tobaccos

a Specialty

LEAF TOBACCO OF ALL DESCRIPTIONS

PACKERS, DEALERS, EXPORTERS, IMPORTERS.

OUR OWN DOMESTIC AND FOREIGN PACKING PLANTS ENABLE US TO MEET ALL REQUIREMENTS.

Universal Leaf Tobacco Co.

21 EAST 40TH STREET NEW YORK CITY
CABLE ADDRESS: ULTOCO~NEW YORK

Burley Pool Sales

...Ky., Dec. 19.—The sales of pooled tobacco to the amount of more than 37,000,000 pounds this past week, which was announced by President and General Manager C. Stone Friday, while not announced by the names of the participants, the gross amount likely to be from the sale, brought joy to the members of the Burley Tobacco Association in Kentucky, Ohio, Indiana, West Virginia, Tennessee, Missouri. Almost every one of the members of the association is interested in all of the crops figured in the big sales of the pool as Mr. Stone sold some of the crops of 1923 and 1924 in the pool and part of the newly received crop.

The pool will be consumed in the demand for this tobacco, it was said, of the previous sales having all been delivered to the buyers. The pool from Mr. Stone's office that were under negotiation and that were consummated at an early date so additional encouragement to association members.

Information was obtainable as to the pool until the purchasers in any of the grades, but it was said by a pool grower who is a member of the association that it is not the practice of tobacco markets ordinarily to give the times of the buyers and that the price never has been followed in the tobacco market in previous years. A further statement was made in connection with the recent sales that all the pool made at association prices and that the result of the negotiations were the result of the trades.

Pool Issues Statement Regarding Sales

KINSTON, Ky., Dec. 12.—In an attempt to satisfy the low prices for tobacco at Hopkinsville, Clarksville and other points, some loose floor operators are making a statement to the effect that the Dark Tobacco Growers' Cooperative association has recently sold 1,000,000 pounds of eastern dark tobacco at such low prices that it is paying interests off of the market. It is declared in an announcement of the Association headquarters.

This statement is without foundation and how the extremes to which some people will go in their efforts to make a pool impossible and unbearable on it touches the welfare of the producers. It also shows that the pool is not willing to keep the farmers as for the past year they have been telling him that the pool and such influences exert had nothing whatever to do with the price of tobacco, and that the pool would be entirely satisfactory to the pool organization. They have been telling the farmers that the 1925 crop

was of good quality and that there was not an excessive production. And, if these statements of the trade are true, there are no grounds on which the low prices now being paid can be justified.

"For the benefit of those who may be interested, and to correct the false reports that are going the rounds of the trade, we give herewith sales made by the Association since November 1, 1925: Western District 14,261 Hogsheads Eastern District 122 Hogsheads One Sucker District 1,807 Hogsheads Stemming District 61 Hogsheads Green River District 2,226 Hogsheads

"From these figures it can be seen that only 122 hogsheads sold by the Association come into competition with tobacco that is marketed at Hopkinsville, Clarksville and Springfield. If certain interests are not buying, it is probably due to the fact that the Association is exercising such a small influence on the market that they fear further decline in price, and are therefore waiting until such a condition arises before purchasing their requirements.

"This organization has made one large sale to one of the big factors in the trade of the dark district, but their purchases were composed of common grades of the Western District, and of the type and quality that tobacco dealers have always said in no way influenced or came into competition with tobaccos of the eastern fired district.

"Conditions on the loose floor market, while unsatisfactory to the farmers, may work a hardship on the organization because at the present time it is holding 50,000,000 pounds of tobacco that must eventually find its way to the market, and with prices as low as those prevailing on the loose floors, it may be possible for the organization to maintain a satisfactory price on these holdings."—UNDERWOOD.

Hopkinsville Average, \$10.60

HOPKINSVILLE, Ky., Dec. 23.—Total sales of Dark Fired tobacco for the week 540,065 pounds; average price per 100 pounds, \$10.60. Sold to date of 1925 crop, 4,333,065 pounds; average price per 100 pounds, \$11.54. Sold to same time last year, 1,380,410 pounds; average price per 100 pounds, \$11.83.—J. W. HANCOCK, President Hopkinsville Tobacco Board of Trade.

Elmira Jobber in Gotham

Coming to New York for some supplies required at the last moment, H. J. Lagonegro, of the Elmira Tobacco Company, Elmira, N. Y., said the recent holiday business has been excellent in both his wholesale and retail stores.

Hirsh Makes Holiday Call

For the end of the season, Leo Hirsh made his final call to the Connecticut market last week. He will now cast up accounts for the year 1925, and hope for an even better New Year.

B. P. EGGLESTON & CO.

Established 1892 DRAKE'S BRANCH, VA. D. Q. EGGLESTON

DEALERS IN LEAF TOBACCO

Specialty:—VIRGINIA DARKS

Your Business Solicited

Correspondence Invited

THE VENABLE TOBACCO CO., Inc.

Cable Address "Venable." Arnold's Code 5, Commercial Telegraph & Cable Code.

LEAF TOBACCO BROKERS

Durham, N. C., U. S. A.

ALL GRADES OF LEAF TOBACCO AND STRIPS

Cable: Monk

Codes: { Arnold's Nos. 5 & 15
Western Union

A. C. MONK & CO. Farmville, N. C.

A Large Supply of Leaf Tobacco Always on Hand.

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SAMPLES ON APPLICATION

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Louisville Market

Louisville, Ky., Dec. 19—The Louisville Tobacco Board of Trade reports the hoghead leaf tobacco transactions as follows:

**Tobacco Sales for the Month and
Year to December 18**

Ware- houses	Week			Year
	Auction	Private	Total for	
	Sales	Sales	to Date	
Kentucky & Louisville	396	4	400	6,948
Main Street	322	322	3,729	
Planters-Farmers	102	23	125	4,368
New Tenth Street	...	...	...	1,084
Year 1924	820	27	847	16,129
Year 1923	...	...	1,362	24,307
Year 1922	...	...	1,634	35,646
Year 1921	...	...	2,374	70,249

Classifications of This Week's Sales

	Old	1924	1925	Total
Burley
Dark

Classifications of Sales Jan. 1 to Date

	Old	1924	1925	Total
Burley	2,064	10,122	2,063	14,249
Dark	1,256	624	...	1,880
	3,320	10,746	2,063	16,129
	...	1924	1923	...

Classification of Sales to Same Date in

	1924	1923	1922
Burley	19,772	31,211	65,256
Dark	4,535	4,435	4,993
	24,307	35,646	70,249

Comparisons With Previous Years

Sales—	1925	1924	1923
Total sales of new crop to date	13,406	19,472	21,676
Sales of new crop to date. Original inspection	11,233	16,586	17,545
Rejections this week:			
Burley	148	...	...
Dark	...	...	...
Total	148	262	236

Percentage of rejections to auction sales:

Burley	18	...	...
Dark	...	...	...
Total	18	19	15

Rejections, Jan. 1 to date:

Burley	2,845	...	...
Dark	210	...	...
Total	3,055	4,278	7,197

Receipts—

Receipts this week	602	1,059	1,203
Receipts, Jan. 1 to date	12,476	19,077	25,522

**Quotations at Louisville
December 18**

	Dark	Burley	Bright	Red	Colony	Year	Dark
							Mig.
Trash, green	8-10	11-13	14-16	...	...	6	...
or mixed	10-11	12-14	17-19	...	...	7	...
Common lugs	11-15	16-18	19-21	...	...	7	...
Medium lugs	17-19	20-22	23-25	...	...	7	...
Good lugs	20-22	23-25	26-28	...	...	7 1/2	...
Com. leaf, short	11-12	14-16	18-20	...	...	8	...
Common leaf	16-18	19-21	22-24	...	...	10	...
Medium leaf	18-20	22-24	26-28	...	...	14	...
Good leaf	24-26	26-28	29-31	...	...	18	...
Fine & Select	28-30	30-32	33-35	...	...	22	...

N. B.—Unsound or defective in condition, length or color or mixed packages, from 1 cent to 3 cents lower.—F. E. BROCAR, Secretary.

NOTE—Burley, 1925 crops, 668 hogheads this week, average \$16.48; to date, 2,063 hogheads, average 16.84.

**Tobacco Sales for the Week
to December**

Ware- houses	Auction	Private	Total
Sales	Sales	Sales	
Louisville	257	13	270
Main Street	113	...	...
Planters-Farmers	74
New 10th St.
Year 1924	444	14	458

Classifications of This Week's

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Burley
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Dark Markets Show H**Averages**

MAYFIELD, Ky., Dec. 2—In exception of Hopkinsville, the important dark fired market show averages for the week that since opening sales. Auction the week are as follows:

MAYFIELD.—Sales for three weeks, at an average of 64; season, 1,184,765 pounds; an average of \$8.51 against an average of approximately \$9.75. The market shows an advance of preceding week of \$1.62, id of season's average of \$1.13.

HOPKINSVILLE.—Sales for the 540,065 pounds, at an average of for the season, 4,333,065 pounds, average of \$11.54, against a year ago of \$11.83.

CLARKSVILLE.—No sales.

SPRINGFIELD.—Sales for the 242,850 pounds, at an average of for the season, 1,278,820 pounds, average of \$18.93, against a year ago of \$20.30. This market week shows an advance of preceding week and over the average of 9 cents.

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— LEAF TOBACCO —

Louisville, Ky. Richmond, V. U.

Situation in Various Tobacco Markets

LE, Ky., Dec. 12.—The Louisville head market has sold to December inclusive, 770 hogsheds of tobacco, at an average of \$17.03 per hundred pounds. No dark tobacco has been sold according to reports of the trade.

Burley

Lexington, Kentucky, market opened December 1 for the sale of the crop and averaged about \$23 per hundred pounds. Various other markets opened December 2, at approximately the same average, quality considered. Some of the better markets averaged as low as \$18 per 100 pounds, due principally to lower average quality. Averages have fluctuated but little since the crop was put on the market. The crop is generally of good color and body, with smoking qualities predominating. Offerings indicate the quantity of good red leaf tobacco bodied tips in the crop will be about as usual.

The farmers' association is receiving bids, but prices have not been advanced. It is sold about 15,000,000 pounds of tobacco to the American Tobacco Company during the past month and is expected to have on hand approximately 1,000,000 pounds, most of which was from the 1923 and 1924 crops.

One Sucker

The One Sucker markets have opened at an average of present \$10 to \$14 per hundred pounds on the various markets, depending upon quality. The trashes are of an unusually good quality. Short tons of manufacturing leaf predominate in the crop, which leaves a considerable percentage of rehandling heavier grades, especially 24 inches and up. The quantity of old tobacco in the hands of dealers is small and has changed little. The association has reported the sale of about 1,200 hogsheds during the month of November.

Green River

The Green River market at Owensboro opened November 30 at an average of about \$11 per 100 pounds since the crop averages have declined to \$8. The crop appears to be of one average quality, free of damage, with the exception of possibly 5 per cent. which was frozen in the barns after being harvested. The crop is estimated to be about 30,000,000 pounds. During the month of November the Green River Association is reported to have sold about 1,800 hogsheds of the crop and dealers to have sold about 1,000 hogsheds of the 1924 crop.

Henderson Stemming District

Stemming sales in this section averaged about \$8 per 100 pounds. The crop is reported to be of fair average quality, the total yield estimated at about 20,000,000 pounds, as compared to 20,000,000 pounds in 1924. There is practically no old tobacco available in this section.

Clarksville-Springfield-Hopkinsville District

The market opened at Clarksville, December 1, with sales of approximately

340,000 pounds, at a floor average for all grades of \$15.42 per 100 pounds and the first week averaged \$16.08, compared to \$13.59 in 1924. The tobacco did not show quite the life, maturity and gum of last year's crop, particularly of the better grades. Leaf showed fair size, but the principal length was 18 to 22 inches, only exceptional baskets showing 24 to 26 inches. This would indicate again a scarcity of tobacco suitable for wrappery purposes. Spinners were not as decided in quality as last year, and binders, while more plentiful, were somewhat above last year's price. The character of this tobacco shows more light brown styles, and less dark and heavy quality than the 1924 crop.

The market opened at Springfield December 4, and averaged \$20.30. The same observations with reference to the general character of the crop at Clarksville applies to the Springfield market. Due to the high prices prevailing thirty or forty days ago by purchases at country barns farmers were somewhat dissatisfied with the prices obtained, and rejections were numerous. It is believed, however, that prices generally will be satisfactory and the crop in this section will move rapidly to market. Estimates place the total purchases direct from farmers at their farms in the Clarksville-Springfield District at from 10,000,000 to 12,000,000 pounds.

The Hopkinsville market opened December 2, with the tobacco showing medium to fair size and somewhat better quality than last year. Trashes were lower and medium to good grades of tobacco sold at about last year's prices. The market average was somewhat better the following day's sale, averaging for the first week \$13.04 per 100 pounds.

Western District

Open sales at Paducah and Murray in the Western District averaged about \$7.50, with very little good tobacco offered. A million and one-half pounds have been bought from farmers at their barns in the Murray section at from \$20 to \$28 per 100 pounds for leaf and \$4 per 100 pounds for lugs. These purchases have been from choice crops and possibly of better quality than has been produced in any part of the Western District. The total crop is not expected to exceed the 1924 crop in pounds.

During the month of November the co-operative association made one sale of approximately 20,000,000 pounds of old tobacco for export.

Dark Virginia

The offerings to date have contained a rather small percentage of spinners and cigar leaf, and it is generally thought the percentage of these kinds will continue small throughout the crop. There is comparatively a large quantity of heavy bodied fillers and lugs with good quality. A large part of the lugs sold to date contain considerable green. Prices appear high as compared with recent years, but there has been so far a strong demand for practically all grades.

Trading in old crop stocks is quiet and holdings are small, with the exception of some grades held by the co-operative association.

Bright Virginia

The eastern Carolina crop is about 85 per cent sold. The markets are now av-

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W. B. KENNEDY, JR.

W. B. KENNEDY & SON

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eraging from \$28 to \$30, and the general average to date is approximately \$25 per 100 pounds. The quality of the crop as a whole has been very good, and prices generally have been higher than recent years, except during the first few weeks, when the low grade primings were being marketed. The demand for bright greenish improving cigarette leaf has been unusual, which, with the scarcity of this particular type, has caused prices for these to be comparatively higher than for other kinds. There has also been a strong demand for all types of bright cigarette grades, and especially for the better grades selling from 50 to 90 cents in green condition. During the past few weeks the quality of the offerings has deteriorated, which is unusual at this stage of the season.

The Old Belt crop is about 60 per cent sold and desirable tobaccos continue to command good prices. The offerings contain a large percentage of common to medium grades and only a fair percentage of better grades. The general average to date is about 17½ cents, which is a fair price, considering quality.

Maryland

Receipts of Maryland tobacco so far this year totaled 30,984 hogsheds and estimates place the balance of the 1924 crop to be received at 2,000 hogsheds. Sales this year have been 26,693 hogsheds, with 4,000 hogsheds remaining unsold. Strong demand continues for all red cigarette tobacco for domestic purposes, as well as bright seconds, prices holding firm on these grades at about the level established earlier in the season.

Ohio

All of the 1924 crop has been sold and total holdings from crops prior to 1924 and 145 hogsheds more or less of common red grades.—INTERNATIONAL PLANTERS' CORPORATION.

Loose Floor Sales Hold Fairly Well

PADUCAH, Ky., Dec. 19.—Loose floors over the district have held fairly large sales during the past week, with offerings consisting largely of low and common grades. While the market generally has been very irregular, prices on some grades have advanced over last week. Common lugs have shown more strength, and prices have been from 75c to \$1.00 per hundred higher than during the opening week. Prices have ranged from \$2.75 to \$7.00. We have also noted more demands for low and common grades of leaf, and the market is a little stronger on these grades. Prices on leaf have ranged from \$4.00 to \$33.00. The percentage of good leaf appearing on the markets is small, and prices on these grades remain unchanged, and the demand is strong.

While as a whole growers are dissatisfied with prevailing prices, there have been fewer rejections than last week. A great deal of tobacco is coming to market in bad condition, and when it is not in good keeping order, of course is discriminated against by buyers.

The majority of loose markets over the western district will close the 23rd for the holidays, and will reopen Jan. 4.

After the holidays we expect a larger percentage of the crop appearing on the market, and a better condition on the floors.—KENNEDY & SON.

Dark District Deers Sales

HOPKINSVILLE, Ky., Dec. 2.—This month have been paid nearly a million dollars in cash for fire crops on the loose floors, and a part of this money has gone into the Christmas trade, the best time to have had since world war years. Weed market sales, as officially for the season, totaled 4,335,555 at an average of \$11.54, putting 478,731 in the farmers' pockets.

During December, according to a statement made at pool hearing sales department of the Dark Tobacco Growers' Co-operative Association had an active month. Sales have been made to foreign countries, and dealers have made considerable purchases. During the month the Association will ship tobacco to Bremen, Brussels and Antwerp.

Prices received for this tobacco from nine to forty cents per pound. Other sales are in prospect. The holdings of the organization, which are favorable for the tobacco dealers early in January. "Class C preferred stock" of the Dark Tobacco Growers' Co-operative Association will be due on December 31. The stock is at the Bank of Hopkinsville, and may deposit in local banks to cash checks for dividends on Class C and E will be mailed directly to the growers.

Lexington Average \$22.18

LEXINGTON, Ky., Dec. 2.—Sales of tobacco at auction on the Lexington loose leaf floors stopped yesterday Monday, December 28, with a total of 9,508,120 pounds, which averaged an average of \$22.17 a hundred. Sales for the day were 457,310 pounds, an average of \$21.80 a hundred.

Totals as given out from the houses yesterday were as follows:

House	Pounds	Value
Geary	124,415	\$276.39
Virginia Ave	100,270	215.92
New Indepen	48,115	103.25
People's	160,745	351.36
Jewell	23,730	51.34

Tennessee was represented by exceptional quality on the part of John B. Jewell warehouse yesterday, belonging to Fount Rife of Hill, Tenn., consisted of 195 pounds and brought an average of \$30 a hundred.

Receipts were lighter than they have been since the season began. We attribute this condition to the season, and to the slippery roads, following a snow and ice weather.

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Arnold's No. 5 and 15

Established 1886

W. H. SIMMONS & CO.

Packers, Dealers and Exporters

ALL GRADES TENNESSEE AND KENTUCKY TOBACCO

Correspondence Solicited

Gives Account of His Burley Stewardship

FORT, Ky., Dec. 24.—Before a crowd of tobacco growers James H. Burley, president and general manager of the Burley Tobacco Growers' Co-operative Association, rendered an account to the growers of the business of the association in the past year, in a speech of an hour and a half and for minutes answered questions after that in regard to the business of the association and its workings.

Mr. Burley frequently was cheered as he told of the changed conditions in the Burley district since the co-operative was organized and that he had the sympathy of the great majority of the crowd was evident as he told of the difficulties of the Burley district as sales manager and head of the organization.

Mr. Burley said the association had 14 members since the first of the year last more than \$34,000,000 and that recent sales had amounted to \$100,000,000 to pay every cent of the debt owed to the banks, which it was able to do to advance on the 1923 crop and to pay the second crop on the 1923 crop.

"I am expecting," said Mr. Burley, "to see additional sales soon which will be the rest of your tobacco on hand your own without a cent against it when that is sold, of course, the growers will be paid to you."

Mr. Burley directed attention to the fact that in the Dark district, in which the growers are paid to growers for their tobacco since the opening of the markets in the district has been in some cases that the advance which the dark district has paid its members last year and this year.

Mr. Burley executive declared that the growers had been paid to date an amount of \$16.60 on their first four crops, delivered, amounting to 733,000,000 and besides the warehouse stock of tobacco to them and the re-dryers and the houses which have been constructed and which have resulted in a saving for the association.

Mr. Burley said that the purchasing department, which he had installed had saved the growers \$50,000 a year in the cost of shipping and other materials used by the association and that everything the growers buy, "from a nail to a reamer, is bought through this purchasing department on competitive bids. He said that a similar saving had been effected through the establishment of a purchasing department which had received from the railroad companies a reduction of over-charges in freight rates.

Mr. Burley said he confidently expected to be able to pay the growers an average of 20 cents a pound for the first five crops besides their warehouse stock which he declared would be worth 100 cents a pound.

Mr. Burley said that he had something in this association which he said Mr. Stone, "and which is ten times worth while if you have your solid support in what I am doing to do as your hired man in looking after your tobacco. We have sold 100,000 pounds of tobacco in the past year and that was made possible by the loyalty and support of the growers in the tobacco fields."

who will not stand by their signed contracts.

"I do not want such men as my business partners and in this association we are in a partnership with our fellow growers of tobacco. The time is coming when you will not want one of these fellows and will not have anything to do with him and when we sign up the new contract there are a lot of fellows whom we shall not want in the association and to whom no contract will be offered, if my advice is followed." This statement was vigorously cheered by the audience.

"It isn't so much the outsider who has made my job a hard one," the Burley chief went on, "as it has been the fellow on the inside; the disloyal dumper, the man who never really was for the association and who is not now for the association. One such member on the inside can do infinitely more harm to us than forty men on the outside."

Mr. Stone told of the efforts to develop a market in Europe and predicted that within a few years this would result in a market for enough Burley tobacco to take care of any surplus that might be produced in the United States. "There is a market," he said, "for about 260,000,000 pounds of tobacco of our kind every year. If we go ahead and raise more than that we are bound to accumulate some surplus."—J. S. P.

Non-Poolers Hold Meeting

MADISONVILLE, Ky., Dec. 23.—Finding that the profitable prices they have enjoyed for the past two years before the Dark Tobacco Growers' Co-operative Association released its members from their contract, Hopkins county non-pool tobacco growers perfected a county mass meeting here and took steps to get into the Association themselves and to get other non-poolers in.

William Bradley, of Earlington, was elected chairman, and W. R. Branson, of near Madisonville, was elected secretary. The purpose of the organization looks toward joining the membership of the Dark Tobacco Growers' Association, the speakers intimated.

Chairman Bradley, as one of his first acts, issued a call for a countrywide meeting of non-poolers to be held here Saturday, January 2. In this call the non-poolers were requested to come to the meeting prepared to decide whether they will become members of the Dark Tobacco Growers' Co-operative Association at once.

The officials of the county organization also plan to communicate with non-poolers in the dark fired districts of Kentucky and Tennessee for the purpose of agreeing upon some plan of obtaining relief from the present low prices being paid for the weed over loose leaf floors. Sentiment of the non-poolers present at today's meeting was that the only man in which this could be done was to become members of the tobacco association.

Judge John J. B. Hall, county president of the Dark Tobacco Growers' Co-operative Association, addressed the meeting by invitation. Speeches were also made by prominent non-pool growers, who said something must be done to raise the price of tobacco, asserting they favored the farmers co-operating in "movements of that nature, and declared Judge Hall was right in his speech when he said that the Association had heretofore made a market for the non-poolers."

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County News

Dec. 28.—Announcement made by G. Frank Lindemuth, York-Adams division of Pennsylvania U. S. Internal Revenue collector, that starting January 2, 1926, the supervision to all cigar and leaf tobacco manufacturers and leaf tobacco in the two counties to verify records.

creation of inventory records requirement under the provisions of internal revenue act. Two collectors from the Philadelphia office will aid in the work this

Chief Lindemuth stated that such places of business to be becoming less each year. The approximate number of York-Adams division was 800. Reports on hand, it is in the number of such factories in the division now is approximately showing a decrease of about 100 for the last three years.

os in the number of cigar factories defined principally to York as the far greater percentage of manufacturers are located in this county. It is expected that the work completed in about a month.

various branches of the York office were closed on Christmas Saturday, so that with Sunday collectors enjoyed a vacation period.

cigar factories of the York district were closed over the holiday period. Otto Eisenbrünners, Inc., and the General company factories in the district have been closed since December 19 and will remain open until after the New Year. A number of the other factories will be closed until after Wednesday to re-open today, this will be closed until after New Year.

New Factory Planned

of opening a cigar factory at York was mentioned in last week's issue. The plan has been completed. J. P. Hostetter of this city is the proprietor of the proposed factory. Mr. Hostetter has the property of Harry B. Hostetter will begin the production of cigars, just as soon as the building is vacated by the present owner.

request of Congressman Frank-land that existing revenue tax on cigars be retained, according to a report from Washington, D. C., is believed to be the first instance on the part of a group of manufacturers asking Congress not to reduce excise taxes on the product, with the argument that higher rates will be helpful to the industry. The Congressman urged

that the existing revenue rate of \$4 per thousand on five-cent cigars be not cut to \$2.50, as was recommended by the house ways and means committee, and which was advocated by manufacturers of Reading, Lancaster, Philadelphia, Allentown and other Pennsylvania towns. Representatives W. W. Griest, of Lancaster, personally appealed to the House Ways and Means Committee to cut the cigar rate. Representative Menges said that the cigar manufacturers of York county do not want a reduction. He declared that during the past year the output of five cent cigars in the county had increased 10 per cent over the preceding production, notwithstanding the existing \$4 rate. If no change were made in the levy, Representative Menges predicted, production would continue to go ahead. The reduction which the House has approved over the advice of Congressman Menges, if it does not result in the destruction of the cigar industry, will compel the manufacturer to make "2 for 5" and a "3 for 10" cigars, reduce the wages of cigarmakers and also the price of tobacco to the farmer, it was forecast by the York member.

Pressed to explain why this would happen, Representative Menges declared that cheaper cigars made possible by lower taxation would encourage increased machine production and the "hand-made cigar maker in York and Lancaster counties will be forced against the wall." He said there was a difference of about \$2.50 per thousand between the cost of machine and hand-made cigars, which could be absorbed by the latter, if the excise were continued at \$4 per thousand.

Strenuous efforts to procure the proposed Federal building for Red Lion to house the post office and the internal revenue office will be made during the present session of Congress by Representative Menges, it was announced in Washington. As soon as the House Committee on Public Buildings and Grounds begins its meetings, Representative Menges will present to it the needs of the Red Lion offices. In the meantime, he will confer with Chairman Elliott of Indiana and other members of the committee as to the best method of procedure to secure a Federal building.

Mr. Menges probably will introduce a bill directing the Treasury Department to purchase a site and construct a Federal building in Red Lion and the amount of the appropriation will be decided by the Congressman, after a conference with those experienced in building legislation and construction.

The Red Lion postoffice is now located in an old dwelling house, which is very crowded and unsatisfactory, Mr. Menges said, and in addition the town is the center of a large cigar manufacturing district and has an internal revenue office, which occupies a small room in a bank, but which last year turned nearly three million dollars into

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Grower, Packer and Stripper of
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Read Tobacco Weekly

the United States treasury. Mr. Menges believes that an expenditure of \$100,000 for a building to house both the postoffice and the revenue office will not be looked upon as extravagant, and he believes this sufficient for a suitable building.—YORKAD.

Porto Rican Outlook

SAN JUAN, P. R., Dec. 24.—The drouth continues as strong as before. Last Saturday we had some few small showers of rain, but altogether unsufficient for the plantings.

Acreage which was to be planted has been reduced considerably, and many fields show a very low yield just now, and this will not be changed even if we would have plenty of rain from now on.

Those fields, well prepared, cultivated and fertilized, show, in spite of the lack of rain, good development, and this proves that it pays to employ an intensive cultivation.

Last Sunday the Association of Farmers held a well attended meeting at the City of Ponce. Delegations from all districts were present and much enthusiasm was reigning among the farmers, and many interesting matters were discussed. Among others recommending not to harvest any second crop. This will be taken up in the different tobacco districts locally, but it is predicted that every one will be willing to eliminate a second crop, inasmuch as the quality of such second crops are in most cases very inferior. A special newspaper in the interest of the farmers is planned to be founded. Application has been sent to the Governor of Porto Rico, asking the suspense of the retaxation of the property, and it is intended to send a commission to Washington to fight certain laws enforced lately by the present legislation.

Estimate of crop of the district of Cayey, Aibonito and Cidra will be given next week. It is rumored that many fields are invaded by the mosaic disease,

but I have not had very definite information as yet.

Last week Mr. Durlach returned to New York. Upon asking him about the crop, he answered:

"Nobody can say just now how much rain, and it this is soon the crop will be shabby."—MONTES.

Burley Pool Sales December

LEXINGTON, Ky., Dec. 24.—There should be very cheering Christmas to the members of the Burley Growers' Co-operative Association. The announcement made by the General Manager James C. Stone today that he had sold since the out of the 1923 and 1924 an 1925 crop mostly from the 1923 and 1924 Mr. Stone further stated that the sales were at Association prices the deliveries of the old tobacco commenced at once and that the crop as same is delivered.

It will, of course, take time to sample and deliver this tobacco but the satisfying thing for the buyers to know is that it is being and will be delivered and that soon as it is possible to close the season.

Further good news for the buyers is the statement from President Stone that negotiations for additional sales are pending and expected to be closed before, or shortly after, the year.

The above mentioned sales were to sundry buyers, large and small, each sale closed to the satisfaction of both buyers and the Association. Mr. Stone feels very happy in the situation and success of the Association and announced that the same prospects of the Association are more satisfactory and hopeful any time since its organization.

All this good news should make the holidays happy for the members and business interests of the Burley district.

A remarkable record of a remarkable tobacco

THIRTY-THREE per cent more Porto Rican cigars were imported by the tobacco trade of the United States during the fiscal year 1925 than in the previous twelve-month period. The recent Porto Rican harvest of leaf tobacco is practically sold out.

Merit is beating a path for Porto Rican cigars and tobacco. There is a very decided trend toward Porto Rican cigars and tobacco in this country.

Manufacturers, jobbers and dealers will profit by serving the demand of smokers for Porto Rican cigars, or cigars containing Porto Rican tobacco.

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To protect buyers of Porto Rican tobacco the Government requires the affixing of a Government Guarantee Stamp to every box of cigars and every bale or barrel of P. R. tobacco leaving the island. Look for these stamps.

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WHY NOT BUY YOUR
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If you are not already a customer, send us a
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Speak well of us to friends of theirs."
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*Packers of All Kinds and
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TOBACCO****is the
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Satisfying Sizes
Up to 3 for 50c

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& Cherry Sts.
PHILADELPHIA

Lancaster Lines

LANCASTER, Pa., Dec. 19.—The old question of the co-operative marketing of tobacco raised its head once more at the December meeting of the Lancaster County Tobacco Growers' Association last Monday, only it was in such a disguised form that its old friends probably had difficulty in recognizing it.

The meeting was scheduled 'or a discussion of ways and means for marketing the crop of Pennsylvania through the growers. The discussion was confined to two plans: First, a suggestion put forth by L. C. Cramer, which advocated registering and labeling the crop to prevent substitution and making it distinctly a Lancaster County product; and second, the so-called "Kimbrough" marketing plan, which was presented by R. L. Kimbrough.

Committee Appointed

The Association appointed L. C. Cramer, L. Rupp and Henry Becker a committee of three to look into the possibilities of Mr. Cramer's plan, while Mr. Kimbrough was promised an opportunity to present the details of his "philosophy of marketing" at the next meeting of the Association.

Cramer claimed that Pennsylvania tobacco had merits that appealed strongly to cigar manufacturers, and that by trade-marking the leaf a good demand could be created for it and substitution of other tobaccos could be prevented.

The Kimbrough system of marketing tobacco is well known to Lancaster County growers and tobacco men, although it is not well understood, according to Mr. Kimbrough. Its main feature is publicity, which Mr. Kimbrough asserts can be used to regulate the flow of tobacco into marketing channels, as well as to regulate the price paid for the crop. The Kimbrough plan was tried out in the Pennsylvania tobacco producing section some years ago, and a number of growers were signed up to sell their crops at the direction and at the prices indicated by the publicity campaign which was carried on through the buying season. The "plan" met with reverses, however, and has not been revived since.

We do not know how many tobacco men are familiar with the heathenish verse of Omar Khayyam, the Persian philosopher, nor whether Omar had a speaking acquaintance with co-operative marketing or not, but there is one quotation of the old poet's which certainly sounds as though he had. It runs thus:

"Myself when young did eagerly frequent
Doctor and Saint, and heard great argument
About it and about: but evermore
Came out by the same door where I
went."

A pair of visionaries may easily get together and prove by incontrovertible argument and logic that the moon would be a grand piece of real estate to control but when they set out to get it, they must at least take into consideration the law of gravity.

There are laws in the marketing of any commodity that are as immutable as the law of gravity, and some of the plans of marketing that are promulgated by well-intentioned visionaries are not a bit more impossible of accomplishment than directing a real estate boom on the lunar body.

A census taken among the growers who attended the tobacco growers' meeting, representing all sections of the county, showed that stripping was progressing very well, that the 1925 crop seemed of good quality, was excellent in color and damaged scarcely at all, and that as yet no buyers have appeared in their working clothes.

An unusual degree of interest is being manifested in the coming tobacco show to be held by the members of the Association at their meeting January 11. Indications are that a larger number of entries will be made than have ever before been exhibited at this annual event.

—KEYSTONE

Listed Tobacco Stocks

Closing Prices Monday
Reported by Marketwyse

	Bid	Asked
American Snuff	140	145
American Snuff pfd.	100	106
American Sumatra	11½	11½
American Sumatra pfd.	88	120
American Tobacco	115¼	115½
American Tobacco pfd.	105¼	107
American Tobacco "B"	114	114½
Consolidated Cigar	90½	95¾
Consolidated Cigar pfd.	103½	104
General Cigar	110	115
General Cigar pfd.	102	109
Liggett & Meyers	88	91
Liggett & Meyers pfd.	123	125
Liggett & Meyers "B"	87	87½
Lorillard, P.	36¾	36¾
Lorillard, P. pfd.	113	115
Reynolds, R. J. Co. pfd.	121¼	121½
Reynolds, R. J. Co. "B"	94¼	94½
Tobacco Products	94¼	94¾
Tobacco Products "A"	105½	107
United Cigar Stores	104	105
United Cigar Stores pfd.	132	134
U. S. Tobacco Co.	55¼	59½
U. S. Tobacco Co. pfd.	110¾	112¾

Inactive and Unlisted Stocks

Closing Prices Monday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar	111	114
American Cigar pfd.	95	99
Bayuk Cigars	38	39
Bayuk Cigars 2nd pfd.	95	100
British-American Tobacco	26	28
Continental Tobacco Co.	14½	15
Eisenlohr & Bros. com.	17	19
Eisenlohr & Bros. pfd.	88	92
*G. W. Helme Co., new.	68	69
G. W. Helme Co., pfd.	114	117
J. S. Young	124	128
J. S. Young pfd.	103	109
Imperial Tobacco	24	25
International Cigar Machine.	65	75
Johnson Foil	80	90
McAndrews & Forbes	177	182
McAndrews & Forbes pfd.	100	102
Mengel Co., com.	41	43
Phillip Morris	21	22
Porto Rican A. T. Co.	50	60
Universal Leaf com.	60	62
Universal Leaf pfd.	99	101

Missouri Wholesale House Closes Holiday Trade

ST. LOUIS, Mo., Dec. 19.—After the most satisfactory all around holiday business the W. F. Brockmeyer Cigar Company, of this city, has ever had, books are to be closed briefly for the annual inventory. Two causes of the present success of the house are the Gradiatz, Annis & Company's Don Julian and the Heinneman Brothers & Company's El Principal cigars. These brands will be continued in greater volume for the new year approaching.

Firm Moves From Detroit To Bay City

DETROIT, Mich., Dec. 19.—In its desire to eliminate all unnecessary overhead expense, the Hemmeter Cigar Company, of this city, has removed and consolidated all its manufacturing equipment at the Bay City, Mich., plant, where increased facilities will enable the firm to make more cigars during 1926.

Mendelsohn in New York

On the Steamer from Havana last week was Harry Mendelsohn, of H. Duys & Company, who came to New York just to hear the chimes ring out the old and ring in the new year.

Rothschild in From Cuba

Holidays at his old home in Detroit were what brought Sidney Rothschild up from Cuba last week, as he bucked against the stiff winter winds of New York, he said.

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 Harvey L. Hirst, New York, vice-president.
 Asa Lemlein, New York, treasurer.
 Chas. Dushkind, New York, counsel and managing director.

Wisconsin Tobacco Largely Down and Stripped

Buyers In All Sections Inspect Crops In Process of Stripping—Prices Lower Than High Bids In August—Growers Still "Cocky"—Stemming Market "Teeming" With Vigor

EDGERTON, Wis., Dec. 19.—The weather the past week has been clear and cold for the most part, and stripping is the job of the hour. Cursory riding through the growing sections, reveal to the most casual eye that at least eighty per cent of the state's crop is down off the pole, and will be stripped out by the first of the year.

Buyers in all localities have taken advantage of the opportunity to inspect the crops while they are being stripped out, and there is plenty of action in all sections. Many crops per day are moving out of first hands to the stemming companies, both north and south, with the prevailing price at ten cents straight. Seekers for binders are bidding hard against each other for the banner crops of the beautiful 1925 tobacco. Dickenson, for Cullman, Bekkedal, for Rosenwald; Smith for Weil; William McIntosh, Nels Nelson, and Frank McIntosh are perhaps the most active in the north-

ern field. The prices have shaded off a trifle from the high bidding of the field buying of last August, but the average for binders in the north is but a cent or so, under twenty-five cents, with some crops going under twenty-six, and twenty-seven cents, and a few others going at eighteen to twenty cents, for the binder crop therein.

The buyers in the northern stamping grounds are finding the going rather slow, as the growers are as cocky as ever, and many are holding their crops for thirty cents, and have the idea that a quarter is the lowest minimum to be considered for the fine quality binders the good ends of the northern will furnish this year. Perhaps the majority of crops in the north have been too badly punished by the curing weather of last October to make fancy binders, but there is no scarcity of small crops that have lived through the autumn in fine condition by the grace of the painstaking care their growers gave the hanging tobacco. There will be a good supply of the finest binders the trade has handled in years from the northern crops, and the buyers are showing nerve and constraint by not meeting the obstinate demands of the owners of good crops.

Activity in the southern fields is fully as active as in the north, with binders and stemming being booked every day. The price of southern stemming to the independent growers is also ten cents straight, and the binders are moving at prices ranging from fourteen to twenty cents, with seventeen, and eighteen cents, perhaps the most often heard of. Lorillard is the most active company in the southern field, and their many buyers do not hesitate to climb to twenty cents for binders that suit their eye when it is found. Many other companies are also active in the south, and the southern growers are selling on the most buoyant market they have enjoyed since the war. The appetite of the buyers is very greedy, seemingly, and perhaps the available supply of independent binders is already more than half gone.

The market on old goods has been completely eclipsed by the spectacular market on the new, but the old pace of small shipments of old goods in cases has kept up its steady pace, and many packers are down to the last lot of binders. When the market early last spring showed signs of lethargy, the owners of packings divided their packings into four to eight lots equal in quality and numbers. These averaged about a hundred cases to a lot, and each lot was not placed on the market until the one preceding it had been sold. At no time, since before the war has the old tobacco been so well used up as it has this autumn, and the '25 will be placed upon empty shelves when it is packed, so clean will the market have been picked by that time.

The pool electorate is showing great exuberance over their recent sales of the '24 and the '25 stemming, and pool propaganda headquarters are seething with activity. A southern daily, renowned for its assumed naivete with regard to the pool, has a scintillating paragraph

among its columns of predigested mental flakes to the effect that active bidding on non-pool binder crops will start up now that the pool has cracked the market wide open with their stemming-sales of last week. Other statements that will carry more weight with the growers are being made every day. Emerson Ela, business manager of the Pool, made a very worth while speech to the Rotarians of Stoughton, the hot-bed of the insurgent pool movement, wherein he pictured the benefits of the Pool, and predicted that the Pool will be doing business at the same stand five years from today, and gave his concrete reasons thereof.

The Pool rebels are also handing out propaganda to the utmost limits of their resources. The insurgents are hammering away as hard as they can, and the air is full of conflicting reports.

Andrew McIntosh, in the division of property of the nationally known house of McIntosh Brothers, took the warehouse No. 22 on Swift street, and William McIntosh took the other three warehouses in Edgerton formerly operated by the former firm. William McIntosh will have his office in the same place that McIntosh Brothers formerly occupied.

Harley W. Jefferson, New York, and Paul Hirschhorn, New York, famous operators in the trade, were in the market here last week.

The Pool has started the sampling crews to work pulling samples in the south for the graders to place when brought in. The northern will not be sampled, as all of the binders will not be graded until it is packed. Jack Dickerson, former state head of the Consolidated Cigar, is going to be one of the graders.

Much Good Tobacco

EDGERTON, Wis., Dec. 26.—The weather has been very wintry and snowy of late, and the tobacco in the sheds has done well, whether in the pile, or hanging. About seventy-five per cent of the tobacco is down off the poles, and the stripping of this will be completed entirely by the first week in January. Many of the growers have found themselves disappointed with their crop after getting into it and many have sold for stemming prices that had binder prices in mind but a few days ago. A good portion of the crop, however, has gone through the hanging period unseathed, and this binder part of the crop will furnish the trade the finest binders imaginable. Leafy, thin, stretchy, and ripe, of excellent burn, the binders of the 1925 crop will set banner marks in mildness and yield for the manufacturer lucky enough to use them.

The stemming market has been teeming with vigor, and many crops have been moved the last three weeks, both north and south. Many growers readily took advantage of the upward turn of the stemming market, after the crop had disappointed them after they had started to strip. Eleven cents is now the prevalent price to the independent grower for usable stemming. The avid eagerness of the stemming companies for '25 has borne out the predictions of the writer of last summer, when he said that the greatest difficulty on the horizon for the seeker after cheap binders was the danger that the stemming companies would force the base price above ten cents straight, and thereby automatically destroy all hopes of securing cheap binders. The average grower would rather take eleven cents straight for their crop than fourteen and four, because the small difference in price would be more than offset by the speed and cheapness of stripping the crop straight without picking out rags and fillers. Indeed, eleven cents straight on many crops will bring the grower as much as fifteen and four will, because of the amount of picking out that would be necessary to clean the crop enough to meet present day standards in Wisconsin.

A regular fact concerning the 1925 crop is the complete absence of dark, or unripe leaves therein. Those buyers who want to obtain a supply of cheap binders in this state will have to start out with fifteen cents as a base price for southern binders, with the average unavoidably less than eighteen cents in

farmers' order. Instead of being cheaper than in former years, the stemmers have forced the users of cigar leaf to pay higher prices than in years of southern binders. The binder market in the south has been more active than in years for the farmers, and Lorillard and the American Cigar Company have been leading other buyers in getting binders that average at least 18 cents in farmers' order. Many crops in all sections have brought twenty cents and five for filler, and the southern section is eighty per cent cleaned out among the independent at those prices already, with no slackening in the demand in sight.

The stemming market in the northern areas is fully as live as in the southern sections at the same base price of eleven cents. Scotten Dillon, Bloch Brothers and the Lorillard Company are keeping large crews of buyers in all sections with no apparent limit to their appetite. The binder market in the northern part is being "pecked at" steadily, but the movement is very slow, because of the unwillingness of the northern growers to relinquish his hope of thirty cents, but price reached last fall when the bumper movement in the field was so active. Smith and Son, Evansville; Frank McIntosh, Viroqua; Nels Nelson, Edgerton; William McIntosh, Edgerton; Bekkedal, Westby, and W. Dickerson, Edgerton, are perhaps the most active group in the northern areas, with the prices hovering around the 25 cent mark. The buying is slow, the growers are stiff in the neck and reluctant to see anything under thirty cents, and the buyers are entirely strangers to that price at present. A crop here and there is picked up at time to time, but the sellers to date have kept the upper end in the near deadlock.

There will be little news from the north until the growers and the buyers come somewhat nearer to terms. To date the buyers have kept their head up, and their hands in their pockets, but they persist in riding and almost anything is liable to happen.

The Pool insurgents are working ray tooth and nail in the growing regions and they are getting a lot of signs. Their legal head keeps spittle lying in the press before the eyes of the powers and gives out returns from different school districts from time to time. A peculiar, though important aspect of the "rebellion," perhaps shading the main issue in immediate importance, is the effect the Pool campaign for dissolution is having on the average Pool member who has kept his mouth shut during the hullabaloo. That is that many of them seem to have arrived at the conclusion to withhold their crops from Pool receiving points until the storm clears up for fear that the Pool overhead would be almost total confiscation if only a small proportion of the Pool membership should deliver their crop this year. This fear, real, or groundless, is apt to overshadow even the election itself in the campaign for signatures proves to be a long drawn out affair.

The Pool's formidable broadside at the insurgents in the form of announcing the breath taking scales of 2 and 25 stemming had an electrical effect for a day, or so. But the rebels did not get a whit from their line of campaign, and the growers are once more talking of money in the pocket, and when it is going to come in. But the Pool officialdom is a capable body of veteran campaigners, who will elude an able campaign this winter to buster the *esprit de corps* of their rank and file, when the large advances will be given out to the growers. No one cognizant of the fickle cockiness of average farmer can display when he is checked in his pocket, is able to give what a complete about face a grower can do, in allegiance as well as anything else. It is sure to be a warm winter for the poolers, as the campaign will be hot one and a bitter one.—BADGER

Warning To Code Buyers

SOME FIRMS WITH "ADOPTED" TRADE NAMES are offering code-BOOKS apparently at CUT-RATE PRICES—BEWARE!

BENSINGER

Headquarters for All Commercial Codes

GUARANTEE every code-book to be entirely satisfactory

Immediate Delivery Assured!

Ask for Latest Complete Price List of All Codes

SPECIAL OFFER

A. B. C. 3rd Edition "Improved" Eng. Bentley Complete Phrase Eng. \$8.50 \$20.00 TOGETHER \$18.95

Postage Paid used in all parts of the world Payable at YOUR local bank AFTER delivery

T. Bensinger Co.

(Est. 1887)

19 Whitehall St., New York

Cable: MULTIGRAPH, N. Y.

CLASSIFIED ADVERTISING

FRIEDMAN TOBACCO PROJECTS CORP., 469 Kent Ave., Brooklyn, N. Y. and sells cuttings, scraps, siftings and all any quantity.

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXXI. No. 11

JANUARY 7, 1926

Per Annum, \$3.00
Per Copy, 10 Cents

Cincinnati Closes Satisfactory Business Year

Good Holiday Trade Was Strong Factor in Rounding Out Good Finish to Year—Much Encouragement Seen for Future—Much Interesting Trade News and Notes.

CINCINNATI, O., Jan. 2.—While the 1925 year was rather a difficult one from the standpoint of heads of leading concerns in the different branches of the tobacco industry state that at its close they find enough gain to give more than a little encouragement in regard to the future.

There is no denial of the fact that the first six months of last year were very dull for all branches of the trade, but at the beginning of the last half of the year business commenced to pick up and there was a gradual improvement each month that followed. Because of this gradual increase in the latter half of the year, the majority of the concerns find that their sales were larger in 1925 than they were in 1924. In most cases the gain reported is not very large but a few concerns report a substantial increase.

Enjoyed Large Holiday Trade

Practically every concern in the various branches of the tobacco trade of this city and vicinity reports an unusually large volume of holiday sales, and in some cases this is said to have broken previous records. This heavy volume of business at the end of the year, it is claimed, went far towards making up for the dullness of the first six months. While the new year is still very young, it is thought that there is enough evidence of increased business activity to justify the prediction that 1926 will show large sales increases, with prosperity for the tobacco industry as a whole.

Increases Indicated

With the cigar manufacturers this is the inventory week, and all of these are expected to take stock and close their books. No actual figures are obtainable at this time, but preliminary estimates of various manufacturers indicate that they made a slight gain in the year's total sales, and that there was a good gain in sales in the last six months. The branch of the trade is optimistic, and the manufacturers are making provision to take care of an increased demand.

Likewise it is inventory week with the smokers, and the closing of books and taking of stock is for the time being diverting their minds from the matter of making sales. All report that they had a wonderfully large volume of holiday sales, and with many houses all previous records were broken. While the order did not commence to come in until after date than usual, the jobbers made up for this by working overtime in their shipping departments, and thus their customers were taken care of. Many stocks are low, and many orders were telegraphed to the factories, and shipping continued up to the day before Christmas.

Rail Registers Made Good Music
Downtown and suburban retailers report that their holiday sales were larger

than in boom times. For several days before Christmas their cash registers were ringing out a merry tune, and this, of course, was sweeter music than that of any chime. The greater part of the demand was for quality goods, and for this reason the average sale per customer was much higher than usual. Most people bought cigars, but there were plenty who purchased pipes and smoking tobacco. There was also a good demand for smoking sets, humidors and other novelties, and those who carried candy did a good business in that line.

Anticipate Continued Upward Trend

The annual sales meeting of the Henry Straus Company, jobbers, 216 East Sixth street, was held today with all of the company's executives and representatives taking part. After the discussion of business affairs in the morning, an excellent luncheon was served, this being followed by another business session, at which plans for the coming year were made.

(Continued on page 32)

Salesmen Close Sixth Annual Convention

The Sixth Annual Convention of the National Board of Tobacco Salesmen's Association was held at the Hotel Pennsylvania, New York, Monday and Tuesday, December 28 and 29, 1925.

The attendance at the convention was large and representative, delegates being present from Newark, Boston, Chicago and Cleveland.

Among the matters discussed on the floor was Father's Day, and the report of Father's Day committee showed that the 1925 Father's Day was a great success, and the hope was expressed that in 1926 Father's Day would be made an even greater success.

A new branch, the Cleveland Branch No. 8, was created during the past year, and the delegates were all very enthusiastic on the matter of organization work and hopeful that during 1926 there would be a number of new branches created.

Sidney J. Freeman, past president of the New York Association, gave a short and interesting talk, and the meeting also listened to a comprehensive and very interesting address by E. M. Freeman, the National President. The meeting was also addressed by Mr. Adams, General Manager and Executive Secretary of the National Council.

Charles A. Rubey, delegate from Chicago, spoke on the evil of price cutting in the tobacco industry, and offered the following resolution, which was duly adopted:

Resolved, that this Association appoint a Committee of one or three to go into the details of price cutting in the tobacco industry, and put itself on

record with the different manufacturers as being opposed to price cutting.

President Freeman appointed Mr. Rubey as Chairman of a Committee to go into this matter, and stated that he would at a later date appoint members to assist Mr. Rubey on this Committee.

J. J. Ollendorff, of New York City Branch No. 1, after reading an article from one of the trade papers, offered the following resolution, which was duly adopted:

Resolved, that we take to task the No-Tobacco League for taking issue with the Vice-President of the United States on the question of his personal liberty and personal habits, in asking him to discontinue the use of tobacco, and that we condemn such action as being wholly un-American and an abuse of personal liberty; and that a copy of this resolution be sent to all the

(Continued on page 36)

Lorillard Directors Retire

Two Lorillard directors retired last week when Thomas Smith, in charge of tobacco manufacturing, and C. A. Gildea manager of the Marion plant, asked to be relieved of their duties with the company. Daniel J. Lowrie, formerly of Kraus & Company, Baltimore, Md., is to take over the extreme southern territory on the Muriel cigar. Mr. Lowrie has been in active charge of the southern sales work for the Amorita brand, and he will now make his headquarters in Memphis, operating through the states of his old trade.

The New Year Holds Out Bright Trade Prospects

Nineteen Twenty-Six Promises Added Prosperity and Continued Progress—Tobacco Merchants Association Issues Some Interesting Figures and Charts.

The following data and charts are from the Tobacco Barometer, issued by the Tobacco Merchants Association under date of December 31:

"The past year," says Secretary of the Treasury Mellon, "has been a period of genuine prosperity for practically all classes," to which the Secretary adds that "most of the factors underlying the present business situation are apparently sound and warrant optimism for the future."

Similarly, the leading factors in America's trade and finance and railroading, as well as the outstanding economists, all seem to be unanimous in predicting for nineteen twenty-six and for a long time thereafter unparalleled prosperity and uninterrupted progress.

It is clearly apparent that labor, which is the most important element in industrial progress, seems to be fairly content, as is evidenced by the exceptionally small number of strikes reported in the year just past. Wage earners' incomes have been such as to enable the great mass of workers to live comfortably and happily and set aside substantial savings for investment.

Another fair indication of the trend of business has been shown by the rising market for securities. And so, whether

Engineering Companies Consolidate

The Carrier Engineering Corporation, which has long specialized in the field of air conditioning engineering, has recently acquired all of the capital stock of the Atmospheric Conditioning Corporation of Philadelphia, Pa.

The entire air conditioning business of the latter company will be continued by the Carrier organization, while the air washer business, which the Atmospheric Conditioning Corporation formerly conducted, has been recently purchased by Strandwitch & Scott, Inc., who will continue to manufacture and install Webster Air Washers with the Webster Deepwoint Control.

John F. Hale, president of the Atmospheric Conditioning Corporation, has accepted a position as representative and engineer for the Aerofin Corporation, with headquarters in Chicago.

H. A. Terrell, treasurer of the Atmospheric Conditioning Corporation, will have charge of a construction force for the consolidated Carrier Engineering Corporation and the Atmospheric Conditioning Corporation, and will be located at Newark, N. J.

E. Nesdahl, former chief engineer of the Atmospheric Conditioning Corporation will be connected with the Chicago office of the two corporations.

S. C. Bloom, the engineer in the Chicago office of the Atmospheric Conditioning Corporation, will devote his energies to the packing house industry and will remain in Chicago.

We look upon the statistics of increased orders for steel tonnage, or the constantly growing number of loaded freight cars, or the rising amount of our exports over and above our imports, or the general construction work which is in progress all over the country, we cannot but see prosperity in the air for a long time to come.

Let us hope that the tobacco industry in all its branches may share to the fullest extent in the general prosperity which is clearly evident.

In fact, the tables herewith submitted already show signs of better times, even in the cigar branch of our industry which has unfortunately been stagnant in the last few years. With a reduction in taxes on cigars, which is now under way, the cigar branch of our industry will have a stimulus that will give it new life and enable it to keep pace with the progress of our country's industries.

Let the tobacco industry enter upon this new year with confidence and hope that each and every branch of our industry may enjoy the fullest measure of prosperity.

The receipts from tobacco taxes during the fiscal year 1925, were the greatest in the history of the Internal Revenue

nue Service and exceeded the total internal-revenue collections from all sources for any year prior to 1914.

The total collections from this source were \$345,247,210.96, an increase of \$19,608,279.82, or 6.02 per cent, compared with the preceding year. Such collections represent 13.36 per cent of the total internal-revenue receipts from all sources, compared with 11.65 per cent for 1924. The receipts from taxes on small cigarette collections, the amount received from this source being \$225,032,702.07, an increase of \$21,381,371.49, or 10.5 per cent, over the preceding year.

Leading Tobacco Manufacturing States

The leading States in the manufacture of tobacco products are as follows in the order named:

In the manufacture of: Cigars—Pennsylvania, New York, Ohio, New Jersey, Florida, Virginia and Michigan; Little Cigars—Maryland, Pennsylvania, New York, New Jersey and Virginia; Cigarettes—North Carolina, New York, Virginia, New Jersey, Pennsylvania and California; Large Cigarettes—New York, which produced 84.98 per cent of the total manufactured; Plug Tobacco—Missouri and North Carolina; Twist—Missouri, Tennessee and Kentucky; Fine-Cut—Illinois, New Jersey, Michigan and New York; Smoking Tobacco—North Carolina, Ohio, Kentucky, New Jersey, Illinois and West Virginia; Snuff—Tennessee, New Jersey and Illinois.

Unethical Advertisements Should Be Avoided

While we have on previous occasions discussed the subject of unethical advertising methods, it is felt that this subject is of such importance that it cannot be too often repeated, nor too strongly emphasized. Thus, we quote again from President Bloch's Report at our last Convention, to wit:

"Another thing which ought not escape our attention at this Convention is the injudicious, if not damaging, cigar advertisements which frequently appear, containing derogatory statements about cigars in general for the purpose of emphasizing the particular merits claimed by the advertiser for his own product.

"It is, of course, entirely proper for an advertiser to laud his own product, and to tell the public that his cigars are made of high grade tobacco; that they are mild; that they burn straight, and smoke freely; or to dwell upon any other legitimate selling point which may help to make his cigar popular. But to hold out, or even hint, to the public that other cigars do not smoke and do not burn, or if they do burn they burn the tongue, or suggesting, though in a veiled form, that some cigars are made of cabbage leaves or some other leaves not intended for cigars, is not only unethical but almost certain to react injuriously upon the cigar business in general.

"And recently, too, some cigar manufacturers have been emphasizing in their advertisements, or otherwise, that cigars containing nicotine are injurious and that their products contain little nicotine, or none at all. These cigar manufacturers are thus giving credence to the fallacious arguments of the antis against the use of tobacco because of its nicotine content, and ignoring the obvious fact that no smoker, whether of cigars, cigarettes or tobacco, ever swallows the tobacco which he smokes, or ever gets any part of the content into his system.

"These advertising geniuses may read with profit what Professor Daniel Starth of Harvard University says in his volume on 'Principles of Advertising,' regarding advertisements containing 'knocking' or disparaging advertisements. This is what the author says:

"It is not only in bad taste, but poor selling practice as well, to stress in a direct way comparisons with competing articles, and to point out specific difference between particular brands in a manner disparaging to competitors.

"Comparisons made in an obvious and direct way, particularly when they approach the 'knocking' spirit, are poor advertising because such attacks on competitors tend to reduce confidence, not

(Continued on page 30)

Charts Showing Withdrawals for Consumption of Cigars, Cigarettes and Tobacco

(Products from Porto Rico and Philippine Islands Included)

Chart 1—Cigars

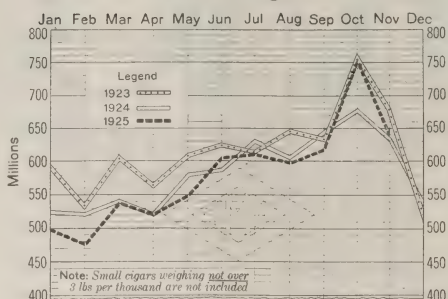


Chart 2—Small Cigars

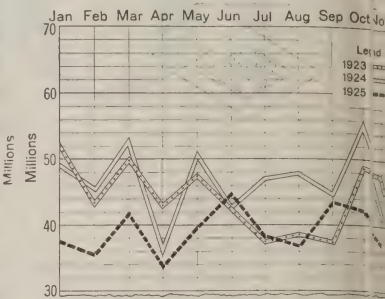


Chart 3—Cigarettes

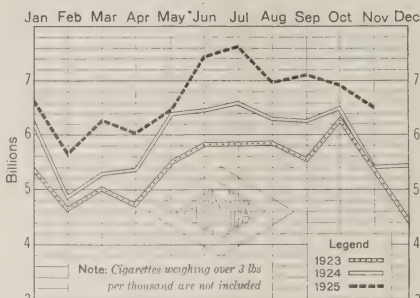


Chart 4—Large Cigarettes

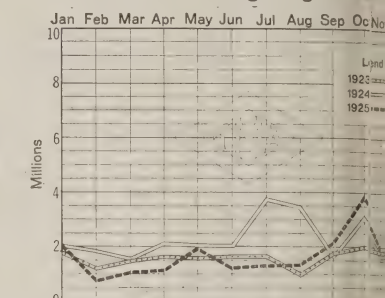


Chart 5—Manufactured Tobacco

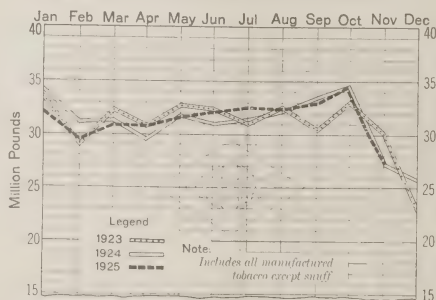


Chart 6—Snuff

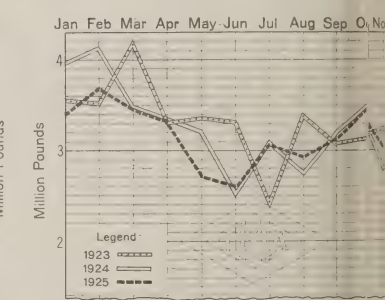
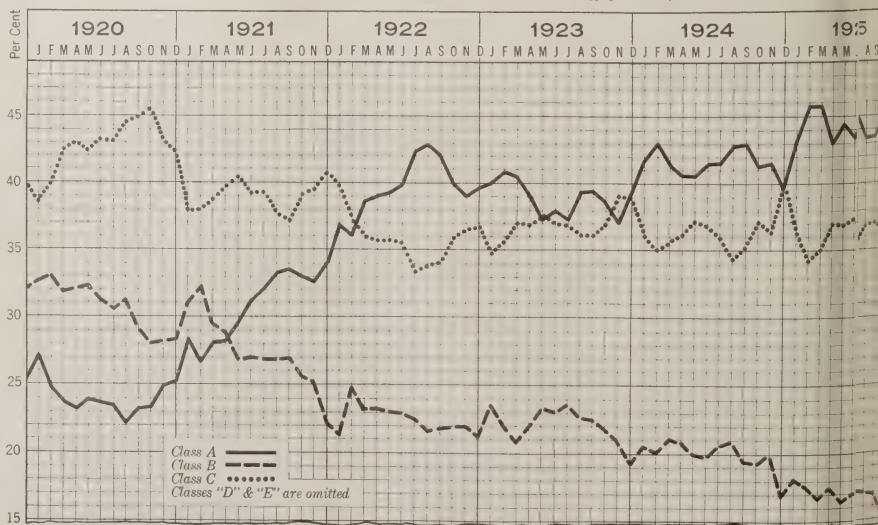


Chart 7—Monthly Trend of Cigars—Classes A, B and C.

Showing the percentage that each of the classes constitutes of the aggregate consumption.



Note: Please note that all charts were prepared from the monthly bulletins issued by the Revenue Department. The figures contained in these bulletins are usually revised in preparing the Department's annual reports, hence, the charts are necessarily subject to variation. It is to be stated, however, that in the past the variations have been found to be very slight.

Observations of the Rapid Changes in the Busy Marts of Trade

Mich., Dec. 19.—James R. purchased the cigar business of Wetlaufer, 336 Congress street, this city.

Cal., Dec. 15.—John Mitroff, P. Silva have purchased the confectionery business of Vargas.

Ind., Dec. 18.—Warrick have purchased the cigar business of Thomas Chonges, in the Public

Wash., Dec. 18.—Green's store is to move to 409 Pike on its present address at 1403 rue, this city.

La., Dec. 18.—Frank B. Cixek and Kilpek have purchased the billiard business of J. S.

Tex., Dec. 16.—Caskey will, in the cigar and drug here, have recently added an agency to their cigar depart-

Okl., Dec. 24.—Sittler is to move to a new location, the New Enloe Hotel with drug stock very soon.

Pa., Dec. 28.—Leo Brad's stock of cigars and confectionery by fire last week.

Ark., Dec. 25.—S. J. purchased the cigar and novelty of J. T. Johnson.

Mass., Dec. 28.—Cocaine 146 Front street, this city, had stock of cigars and confectionery by fire last week, with an es-

Ind., Dec. 26.—Peter Pegula purchased the cigar business of the on, Cavin street, here.

Okl., Dec. 24.—R. C. to open a cigar stand in the Hotel Building in about fixtures. He is now in the market

Wash., Dec. 22.—Rath Cigar Inc., Second avenue and street, this city, is to open a store at this address very soon.

N. Y., Dec. 28.—Edward has opened a cigar and confectionery store at 482 Broadway,

Ark., Dec. 24.—Burton's Shoppe has opened a cigar business at 410 Main street.

Ind., Dec. 26.—T. C. Bosch purchased the cigar and billiard of A. B. Warde.

Tenn., Dec. 26.—Brooks Drug Company is to open a drug store at 1241 North street, this city.

Tex., Dec. 23.—Thames Co. has opened branch num- in the corner of Sabine Pass at Emmett street, this city, with cigar department.

Ind., Dec. 26.—Virgil at 1411 William Beach have pur- De Jean Cafe, Third and reets with its cigar and lunch

O., Dec. 26.—Michael Nerea a cigar and confectionery 420 Leo street, this city.

Brooklyn, New York, has store 4687 Liberty avenue,

Richmond Hill, L. I., and is to open a cigar and stationery business there very soon.

GRAND RAPIDS, Mich., Dec. 26.—State Cigar Company, Thomas Cochrane, proprietor, has opened a store at 336 State street, this city.

SEATTLE, Wash., Dec. 22.—Clara Sullivan, operating the Smoke Shop, 710 East Pine street, this city, recently opened this cigar store.

NEWARK, N. J., Dec. 28.—United Cigar Stores Company is to occupy a store in the new building being erected on the corner of Broad and Orange streets, south-west side. Brokers in the transaction were Feist & Feist, Inc., 738 Broad street, this city.

PHILADELPHIA, Pa., Dec. 28.—Nathan Miller has purchased the cigar and food business of H. Kalik, 304 Race street, this city.

LIBERTY, N. Y., Dec. 28.—Sullivan County Candy Company, Inc., dealers in cigars and confectionery has increased its capital stock to \$40,000. Attorney, H. M. Beck.

WILLIAMSPORT, Pa., Dec. 28.—Andrew Miller has purchased the cigar and lunch business of the Victory Lunch here, at 474 William street.

BRONXVILLE, N. Y., Dec. 28.—D. A. Schulte, Inc., are to erect a one story store at 32 Palmer avenue. Bids for general contracting are now being received.

IRWIN, Pa., Dec. 28.—R. Perkins has purchased the cigar and billiard business of James Ferguson.

Sterling Cigar & Stationery Shop, 743 Franklin avenue, Borough of Brooklyn, New York, is to open very soon.

ALTOONA, Pa., Dec. 28.—United Cigar Stores Company to erect a two story store and office building at Twelfth street and Eleventh avenue, to cost about \$50,000. Architect, W. Denslow, 44 West Eighth street, New York, will receive bids on general contracting February 1.

Turetzky & Feitelson, 25 Audubon avenue, New York, are to take possession of a newly leased store for their cigar and stationery business at 4007 Broadway on October 1, 1926.

HAGERSTOWN, Md., Dec. 28.—Miller & Myers have purchased the cigar and confectionery business of M. Friese, 141-143 West Franklin street, this city.

WORCESTER, Mass., Dec. 28.—H. E. Shaw Company, 144 Front street, this city, suffered a loss of \$25,000 by fire in their wholesale cigar and tobacco stock last week. They are insured, and will resume business.

CHARLOTTE, N. C., Dec. 26.—J. B. West has purchased the cigar and lunch business of Paul H. Brown at 16 South Church street, this city. He was formerly manager of this business.

BRANDON, Vt., Dec. 26.—Thomas W. Ray, operating a cigar store here, died last Wednesday.

LANSFORD, Pa., Dec. 28.—John E. Lunger has opened a cigar and billiard business at 126 West Ridge street.

JERSEY CITY, N. J., Dec. 28.—Samuel Goldstein, 300 Central avenue, this city, suffered a loss by fire to his cigar and stationery stock.

NIAGARA FALLS, N. Y., Dec. 28.—Chapman-Battaglia Drug Store, 361 Third street, this city, has opened a cigar department in connection with its new establishment.

CORRY, Pa., Dec. 28.—Henry Cots-

vites has opened a cigar and billiard business in the Barlow Block, East Main street.

GOLDSBORO, N. C., Dec. 26.—Leland Edmundson is to open a cigar and confectionery business in the Mason's Theatre Building in about one month.

Newman's Cigar & Stationery, Inc., has been incorporated with a capital of \$3,000 by Morris Schussheim, et al. Harry Schapiro is the attorney, at 261 Broadway, New York.

MADISON, Ga., Dec. 25.—Atkinson's Pharmacy has been damaged by fire to its cigar and drug stock, but will reopen in about one month. Loss entirely covered by insurance.

Manuel Rodriguez, Temple Courts Building, Fourteenth street, southwest corner Second avenue, New York, has leased a cigar store here and will occupy very soon. Brokers were Adams & Company, Inc., 170 Fifth avenue, New York.

PHILADELPHIA, Pa., Jan. 4.—M. Goldstein is to open a cigar and confectionery business at 2600 North Stanley street in about two weeks.

SPARTA, Ga., Jan. 2.—J. F. Archer reports damage by fire to his cigar and confectionery stock here.

Voight & Goldbach have opened a cigar and stationery store at 1151 Third avenue, New York.

SOMERVILLE, Mass., Jan. 4.—D. Khoury estimates the fire loss to his cigar and confectionery stock at 74 Broadway, this city, at \$3,000. He is fully insured and will shortly resume business.

WAYNESBURG, Pa., Jan. 4.—S. P. Hooper had an estimated fire loss to his cigar stock here last week of \$10,000.

David Gelb has leased the premises 5001 Thirteenth avenue, New York, for his cigar and confectionery business.

DOVER, Fla., Jan. 2.—Price's Service Station is to open a cigar and confectionery department here in about two weeks.

WALLINGFORD, Conn., Jan. 4.—Kennedy's Shop, Center street, was damaged by fire in its cigar and news stock last week.

NEWARK, N. J., Jan. 4.—Max W. Katz, 437-9 Washington street, this city, has purchased the property occupied with his cigar and drug store, and will make improvements at once.

TOLEDO, O., Jan. 2.—A. F. Schaub, 325 St. Clair street, this city, is reported bankrupt, with liabilities of \$4,500 and assets of \$3,100 on his cigar stock.

PHILADELPHIA, Pa., Jan. 4.—D. A. Schulte, Inc., is to open a branch on the northeast corner of Broad and Arch street, and another at southeast corner of Broad and Locust streets, this city, in a few weeks.

St. Louis, Mo., Jan. 2.—G. C. Dierkes & Company, 901 Market street, this city, have increased the capital of their cigar business to \$30,000.

SAN FRANCISCO, Cal., Dec. 29.—Celia Rainbow has started a cigar and confectionery store at 1518 Union street.

GARDNER, Mass., Jan. 4.—E. Olivari has started a cigar and fruit business at 14 East Broadway, in the Blouin Block.

GRIMES, Ia., Jan. 1.—E. Barker reports loss of \$10,000 by fire in his cigar and confectionery stock, partially covered by insurance. He will resume business.

PLANT CITY, Fla., Jan. 1.—H. Smith has opened a cigar and confectionery business here.

Morris Weiss, 1378 First avenue, New York, is reported a voluntary bankrupt, with liabilities of \$3,535 and assets of \$789 on his cigar and novelty stock.

SANTA ROSA, Cal., Dec. 30.—L. M. Rossi has started a cigar stand in the lobby of the Occidental Hotel.

SULPHUR SPRINGS, Ark., Jan. 1.—E. J. Burrow is to open a cigar and stationery store here very shortly.

EAST LIVERPOOL, O., Jan. 2.—T. A. McDonald and J. R. McLaughlin have purchased the cigar and billiard business of O. H. Steel.

WOONSOCKET, R. I., Jan. 4.—Daniel Frankin is reported to be an involuntary bankrupt, with filed petition upon his cigar and novelty stock.

WEST CONCORD, Minn., Jan. 1.—Blaisdell & Blaisdell and Clarence Cain have consolidated their cigar and billiard businesses here.

PORTLAND, Ind., Jan. 2.—O. M. Gable has opened a cigar business here.

KNIGHTS P. O., Fla., Jan. 1.—C. Blue is to open a cigar and grocery business here in about two weeks.

HARTFORD CITY, Ind., Jan. 2.—Red Link Cigar Store, Clifford Wittebot, proprietor, is successor to Charles James.

WEST CONCORD, Minn., Jan. 1.—A. A. Yegge reports damage to his cigar and confectionery stock by fire. He will resume business as soon as new location can be obtained. He was partially covered by insurance.

HAVANA, Ill., Dec. 18.—A. Cordell has opened a cigar business here.

New Constitution For Tobacco Table

At Tuesday's meeting of the New York Tobacco Table at the Hotel McAlpin, a committee consisting of Chairman I. Head, S. M. Jackson-Jacobs, and Frank Surck was appointed by President Carl Avery Werner to do the Thomas Jefferson act of creating a new constitution for the Table.

Everybody was notified that the annual ball and jollification Thursday evening at the Aldine Club would require the attendance of all members, their wives, their daughters, their—well, their sweethearts, too, if you must know!

Captain Longbottom, the famous pipe inventor, was at the Table with his marvelous swinging harp. This is not really an Irish harp at all, but it is another clever idea of the Captain's which distributes melody on the ether as it swings from east to west in the hands of the musician. Captain Longbottom played the "Bells of Big Ben of London" and other happy selections, much to the admiration of the crowded Table.

As usual, Chairman Head, of Benson & Hedges, was right there with his desirable cigarettes. Not a member refuses these ideal smokes, not even the "After-all-nothing-satisfies-like-a-good-cigar" manufacturers of cigars.

Among the several visitors on hand were W. Mathis, of the T. J. Snyder Company, Buffalo, N. Y., and Mr. Packer, of Packer Brothers, the New York jobbers.

Members included Don Valeriano Gutierrez, of Hoyo-Montery, Frank Surck, Dick Bythiner, S. M. Jackson-Jacobs, I. L. Head, L. Ackerman, I. M. Fleischmann, William Frisch, Fred Suss, Henry Jacobs, M. Jacoby, and Captain Walker.

Parker in Greatest City

One of the interesting callers of the week was J. H. Parker, Jr., of the Parker-Gordon Cigar Company, Kansas City, Mo., who is in New York for a few days.



Quality created the demand—
demand made possible the price

FRESH
Tuxedo
TOBACCO

NOV
12

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INCORPORATED

Protect That Delicate Aroma in your CIGARS, CIGARETTES AND TOBACCO By Using GLASSINE PAPER

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ncy and grease-proof
ties—Glassine is air
g and free from wax.



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can be had in either plain
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sheets of any design or
color.

West Conshohocken, Pa.

Adams District Had Big Cigar Output Year

15 Period Shows Increase of \$180,670.17 Over 1924—
Bring Orders Given Early—Indicated by Decline in De-
cember Stamp Sales—Class A Cigars Bulk of Production.

Jan. 4.—That there was a
cigar manufacturing industry
in the York-Adams dis-
trict First Pennsylvania United
National Revenue District is in-
dicated by the returns for the closing
of the year tabulated by Deputy
Commissioner H. Hershey, of the
office, and George E. Enders, of the
Red Lion office. The receipts of the
year were \$208,760.71. This is ap-
proximately \$80,000 less than November
of 1924, but more than for the month
of December, 1924.

For the preceding month
of December, 1925, the receipts were
\$235,302.72. The stamp office was outdone by
the sub-office last month. The
collections of the York office
for 1925, These receipts came
from the following sources of stamp
sales, Class A, \$46,138.56; Class
B, \$27,959.31; Class C, \$27,959.31;
Class D, \$6,624.54, and docu-
mentary, \$22.81.

Receipts at the Red Lion
office were \$107,451.62. The bulk of
the collection came from the
Class A cigars, which retail at
\$1.00, and amounted realized from this
class was \$101,195.68. The sale of Class
B, \$12,782.99; Class C, \$4,451.62;
Class D, \$15. Documentary
sales brought \$54.25. The total
from sales of various kinds
of stamps were \$107,397.37.

During the drop in revenue
for December, the receipts
reached a total of \$3,118.
at York-Adams division of the
year is an increase of \$180,
over the year 1924, when the re-
ceipts were \$293,355.26, indicating that
the year was a long one. The government's
receipts does not end until June 30.
Red Lion office opened March 10
and then until Thursday sold
amounting to \$1,191,884.60. The
portion of the business trans-
acting the office was opened fol-
lowing, \$68,875.34; April, \$100,
\$108,332.87; June, \$118,
\$126,218.50; August, \$123,
\$146,190.52; October,
\$133,441.02; De-
cember, \$145,612.

Most of the business transacted
in the York office follows; Janu-
ary, \$770; February, \$229,043.91;

March, \$167,257.36; April, \$188,055.02;
May, \$127,270.76; June, \$153,156.79; July,
\$144,167.62; August, \$160,713.41; Sep-
tember, \$159,904.89; October, \$165,
361.69; November, \$155,172.59; Decem-
ber, \$101,309.09.

During the calendar year a total of
46,533,387 cigars were manufactured by
factories of York and Adams counties,
based on the stamp sales at the York and
Red Lion offices. The number of cigars
in the various classes for which stamps
were sold at the two offices is here
shown:

York office—Class A, which retail at 5
cents, 11,534,640; Class B, which retail at
not over 8 cents, 3,300,845; Class C,
which retail at not over 15 cents, 3,106,
367; Class D, which retail at not over
20 cents, 4,900; total, 17,946,752.

Red Lion office—Class A, 27,798,920;
Class B, 297,165; Class C, 489,300; Class
D, 1,250; total, 28,586,635.

Verifying Inventories

The work of verifying the inventories
made by cigar and tobacco manufactur-
ers and leaf tobacco dealers of York and
Adams counties started Saturday. The
deputy collectors under Chief G. Frank
Lindenmuth are assisted in the work by
two deputies from the Philadelphia dis-
trict office. They are H. M. Tillbrook
and F. W. McAvoy. While the deputy
collectors are engaged in verifying the
inventories in the rural districts of the
two counties in the division, Mr. Linden-
muth is in his office in the federal build-
ing to assist in the other duties con-
nected with the office. A schedule of the
places to be visited and the deputy
collectors in charge follows:

January 2, D. G. Bowman, at Brogue-
ville, Collinsville and Mundorf's store in
Lower Chancetown township.

January 2, J. Blair Ernst and David A.
Garver, at New Bridgeville and Red
Lion R. D. Route No. 1.

January 4, D. A. Garver, at Craley,
Bull Run and Long Level.

January 4, H. B. Ernst, at East Pros-
pect and Yorkana.

January 4, H. M. Tillbrook, at Abbot-
tstown, New Oxford, Gettysburg and
Two Taverns.

January 4, F. W. McAvoy, at Martins-
ville.

January 5, H. M. Tillbrook, at Cen-
tennial, Irishtown, Edgè Grove and Bon-
neauville.

January 5, F. W. McAvoy, at Man-
chester, York Haven, Newberrytown,
Cly, Goldboro, Strinestown and Zion's
View.

January 5, D. A. Garver, at Bitters-
ville.
January 5, J. B. Ernst, at Dover, East
Berlin and Franklintown.

January 5, D. G. Bowman, at Holtz,
Freyssville and York R. D. No. 3.

January 6, D. A. Garver, at Hellem R.
D. No. 1.

January 6, J. B. Ernst, at Sagmaw,
Starview, Mount Wolf, York, New Sa-
lem and Codorus.

January 6, H. M. Tillbrook, at Felton
and Springvale.

January 6, D. G. Bowman, at Fawn
Grove, Wintertown and Stewartstown.

January 6, F. W. McAvoy, at Seven
Valleys, Glen Rock, Logansville and Ja-
cobus.

January 7, D. A. Garver, at Little-
town.

January 7 and 8, D. G. Bowman, at
Spry and Dallastown.

January 8, J. B. Ernst, at York.

January 7 and 8, H. M. Tillbrook and
F. W. McAvoy, at Yoe.

January 8, D. A. Garver, at McShe-
rystown.

January 9, D. G. Bowman, at Wrights-
ville.

January 9, J. B. Ernst, at Hallam.

January 9, H. M. Tillbrook, F. M.
McAvoy and D. A. Garver, at Windsor.

To Go On Long Cruise

C. O. Meads, of the Meads Tobacco
Company, of Red Lion, accompanied by
Mrs. Meads, will join a party of tourists
who are to sail from New York City on
January 23 on the steamer Megantic, on a
7,027 mile cruise, requiring thirty-one
days. The first stop after leaving New
York will be Havana, Cuba, then will
follow Santiago, Port Au Prince, and
Kingston, of the West Indies group of
islands. The tour will also include Col-
on, the Pacific entrance of the Panama
Canal, the northern coast of South
America, with stops at Cartagena, Cura-
cao, La Quana and Trinidad. Returning
north, the party will visit Barbadoes,
Martinique, St. Thomas, San Juan, Nas-
sau and Bermuda on the way to New
York.

Wedding Bells Ring Merrily

Arthur Harry Adair, son of Mr. and
Mrs. T. L. Adair, of Red Lion, and
Miss Kathryn M. Jacobs, daughter of
Mr. and Mrs. William Jacobs, of this
city, were married December 24 at noon
in Carlisle. The ceremony was per-
formed in the parsonage of St. Paul's
Evangelical Church, by the Rev. Ira E.
Spangler, a former pastor of St. Paul's
Evangelical Church, Red Lion and a

friend of the Adair family. The couple
was attended by Lloyd S. Slenker, of
Dallastown, and Miss Pansy Adair, sis-
ter of the bridegroom. Immediately af-
ter the ceremony the newlyweds were en-
tertained at a wedding dinner at the Ar-
gonne Hotel, Carlisle, by their atten-
dants. Following the dinner, Mr. and
Mrs. Adair left on a wedding trip to
Washington, D. C., Richmond, Va., and
points in the South. Upon their return
they will reside in York. The groom is
engaged in the cigar manufacturing busi-
ness with his father at Red Lion.

A turkey dinner was served by Mr.
and Mrs. L. P. Sevis, of the firm of M.
H. Sevis & Son, cigar manufacturers,
Springvale, recently, in honor of J. W.
B. Reid, Greensboro, N. C., the repre-
sentative of the firm in the South. Mr.
Reid was presented with a purse of gold
in appreciation of his services during the
year. On account of several orders for
cigars, requiring early shipment, the
Sevis factory was closed for only two
days during the Christmas holidays.

The Keystone Cigar Company, which
moved its equipment last week from 351
South Duke street, this city, opened to-
day in the new factory recently erected
in the rear of 306 South George street.
The new factory will accommodate ap-
proximately 200 employees.

The name of "Robert Fulton," for the
cigar manufactured for the past twelve
years by the H. L. Haines Company, Red
Lion, has been registered as a trade
mark in the United States patent office,
Washington, D. C.

Albert W. (Buck) Elliott, infelder of
the York Club, of the New York Penn-
sylvania League, who is the owner of a
cigar store and bowling alleys in Glen
Rock, near here, was presented with two
gold pieces on Christmas in appreciation
of his services as coach of the Glen Rock
High School boys' and girls' basketball
teams. Elliott is keeping in condition
by playing basketball.

John H. Wogan, retired farmer and
one of the pioneer tobacco growers of
East Manchester township, this county,
recently celebrated his eightieth birthday
anniversary in this city. Mr. Wogan has
been president of the York County Agri-
cultural Society for many years and a
member of the society for fifty-seven
years.

Henry L. Haines, chief Burgess and
cigar manufacturer of Red Lion, served
as toastmaster and led the singing at a
get-together banquet of citizens of Red
Lion, Dallastown, Windsor, Springvale,
Freyssville and vicinity, held December
29 at the Colonial Hotel, this city. The
affair was for the purpose of creating a
stronger friendship between the citizens
of the different communities. It was a
pronounced success.—YORK AD.

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WAREHOUSES
Germantown, O.
Lancaster, Pa.
South Windsor, Conn.
Havana, Cuba.



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NEW YORK, THURSDAY, JAN. 7, 1926

Secretary Hoover on "Economic Prospects for 1926"

Any business forecast must be simply an appraisal of the forces in motion at home and abroad, for and against progress, says Secretary of Commerce, Herbert Hoover. All signs indicate, he continues, that if we will temper our optimism with a sprinkling of caution we shall continue our high level of prosperity over 1926.

The United States has produced and consumed more goods in 1925 in proportion to population than ever before in its history. Our standard of living has therefore been the highest in our history and is of course the highest in the world. This improvement, however, has been greater in the urban centers than in agricultural communities.

The dominant favorable factor in our outlook is our increased productivity, due to fundamental and continuing forces—such as the cumulation of education, the advancement of science, skill, and elimination of waste. Other favorable indications on the immediate horizon are that the stocks of commodities are moderate; there is employment for practically everyone; real wages are at a high level; savings are the largest in history and capital is therefore abundant; and the whole machinery of production and distribution is operating at a higher degree of efficiency than ever before. While wholesale prices for the year as a whole have averaged about 6 per cent higher than for the previous year, it is largely due to needed advance in prices of agricultural products.

There are some phases of the situation which require caution. Continuation of real estate and stock speculation and its possible extension into commodities with inevitable inflation; the over-extension of installment buying; the extortion by foreign government-fostered monopolies dominating our raw material imports, the continued economic instability of certain foreign countries; the lag in recovery of certain major agricultural products; the instability of the coal industry; the uncertainties of some important labor relationships—all these are matters of concern. But, as said above, with caution we should continue a prosperous year over 1926.

Agriculture, while it is better than it was two years ago, still leaves the farmers with much accumulated debt, and generally has not gained a stability that makes for contentment because its basic economic problem of market is unsolved. Also it suffers from continued distortion in price relationship of the middle west to the competing foreign countries because our transportation costs to sea board have had to be increased more than those of its foreign

competitors. The projected enlarged program of improvement in waterways is of great importance in this matter.

The construction industries have played a very large part in the high business activity of the past three years. The volume of construction has been unprecedented during the past year with consequent great activity in the construction-material industries, iron, steel, lumber, cement, etc. Contrary to normal expectations, this increased demand has not increased prices, for there has been a slight reduction in building costs due in a large measure to the gradual lengthening of the building season. The increasing Federal, state, and municipal public works programs for next year together with the promise of large electrical and railway extension and improvement, indicate a continuing demand for heavy construction. While it might be thought that the war deficiency in housing has been overcome, yet the high real wage in industry creates a demand for better housing and this condition, combined with the migration to suburbs due to the motor, promises to continue as long as employment remains general. We could hardly expect so exceptional a construction activity to repeat itself, but there will be a large volume in any event.

The textile and shoe industries as a whole are running at high levels of production, although the tendency in some branches of these industries to develop more rapidly in the south and west is affecting New England pending readjustment of her economic relationships. The automobile and tire industries will record an unprecedented output. The coal industries show increased production despite the anthracite strike and the production of all other minerals has increased.

In transportation, our railways are giving the best service in our history and are recovering in average earnings to near the Interstate Commerce Commission standard of earnings of five and three-fourths per cent. There is some improvement from the acute depression in the shipping world; and progress has been made in plans for internal waterway improvement. The electrification of the country has made further great strides during the year toward central generation and interconnection. There has been some pyramiding of power holding companies, much criticized within the electrical industry itself, but the solid progress of the industry is marked by the extension of use of electricity with all its economies in production of goods and saving of labor. Furthermore, taking the country as a whole, there has been a reduction in rates for power and light indicating that the public is securing benefits from the economies introduced in production of electricity.

Our foreign trade in 1925 has been exceptionally satisfactory. Both exports and imports have risen materially, the former reflecting an increase in agricultural exports and the latter reflecting the large demand for foreign raw materials and tropical foodstuffs. Exports will total around \$4,900,000,000 or about 7 per cent more than in 1924. Imports will amount to about \$4,200,000,000 or approximately 17 per cent more than in 1924. Roughly, one-half of this increase in both exports and imports is attributable to greater quantities exported, and the remainder to advance in prices. The major explanation of our favorable trade balance is, of course, to be found in the continued heavy investment of American capital abroad; in essence we are lending foreigners the where-with-all to buy goods from us, or are sending goods to convey our investments abroad. It is probable that the final figures will show that this country has added to its foreign investments during the year by more than a billion dollars.

The most remarkable thing about the foreign trade of the United States is that, after making allowance for the higher level of prices, both exports and imports are much greater than

before the war, in contrast with the quantitative decrease in the trade of the other countries engaged in the war. According to British calculations the exports of that country were in physical volume nearly 25 per cent in 1925 than before the war, and German exports have fallen off still more. British ports are practically at their pre-war level, those of Germany materially below it.

In finance, the year has been characterized by increased savings, comparatively easy conditions, the insurance of a large volume of both domestic and foreign securities, and an extraordinary rise in the prices of stocks accompanied by marked speculation on the New York Stock exchange. This fever of speculation is also wide-spread in real estate and less our financial policies are guided by courage and wisdom, this speculation may reflect into the commodity markets, thereby reversing the cautious buying policies of recent years. Psychology plays a large part in business movements and over-optimism clouds our vision on the shores of over-depression, since 1920 have we required a better iron or more capable administration of credit facilities than now if we are to continue a uninterrupted high plane of prosperity. In event there should be no abatement of activity in the placing of forward orders, particularly in view of the great increase in sale of a great variety of merchandise on the installment basis.

In the foreign field as a whole the situation is more promising than at any other time in twelve years. Each year one nation after another abroad gains in economic and financial ability, in production and in employment. War inherited famines have disappeared from the earth, standards of living are everywhere higher than at any time since the war. In no one in 1919 would have believed that such a great measure of recovery would be attained in Europe by 1925—a proof of a high quality in European statesmanship. The Locarno Agreement promises much greater political stability and paves the way for another stage of armament with consequent improvement in economic outlook. Of the disturbance in England and Germany have not recovered employment in full: France shows enormous strength among her people, but popular resistance has so far made it impossible to abolish the fiscal system; China continues in the throes of civil war, but business nevertheless continues; Russia makes progress as the movement slowly abandons socialism. The movement of goods moving in international trade as a whole has recovered to the pre-war level, though some countries are below, and only a small per cent of international business is not upon stabilized currencies.

On the whole, both our own country and the rest of the world face a more favorable outlook at this turn of the year than for a long time past. We, ourselves, however, need to be on our guard against reckless optimism. We need is an even keel in our financial controls, and our growing national efficiency to continue us in increasing prosperity.

Two-Off-Ten

Men with spades and picks were digging away in the ruins of Utica, an ancient Phoenician city on the African coast. They had modern steam shovels, which contractors cost \$75 the day to make excavations for American buildings, so they pegged away with their dinky hand tools.

And pretty soon they struck pay-dirt! The miner's parlance it really was pay-dirt, for it was a tiny bank, a child's bank, still unopened, with some small coins! These coins, when examined, proved to be at least twenty-five hundred years old!

This bank and its numismatic curiosity is now in the possession of the National

New York. Officials of this institution they carefully examined the six ins in the receptacle, got out their ad paper.

ney commenced to figure. Of course, job for an auditor, a group of audience they had to go back twenty-ries, step by step. And, with five half per cent as a basis, they compounded the interest upon those ue coppers.

hours of effort, the semi-annual ons were finished. Finished, too, sense of the word! For they disto the normal interest charges, upre-historic child's savings, would thirty-six undevigintillion dollars! how that figure—or, rather, those ould look in plain or fancy ten ty, we do not really know. But we according to the statement of the fe, that all the money in the world ould not pay that baby's interest

in that way, naturally, the comor are rather absurd. They go to the same, how interest runs into

ks everywhere are aware of it. Busine though, outside of the big business eom appreciate simple matters of st.

terest, of course, is nothing more discount. In banks, it is usually in the he discount clerks. It is their busiow interest!

er, you stop to think, too, that of all rious tellers' windows in the variar, there is but one designation in e bronze which brings money—to the banks, you may instantly at these discount or interest winar important to every banking house. hey designate, however, is just as ai to business men. More so, in fact, et is the business man's smaller ich go to swell the banks' earnings. ison business men—even tobacco ha: small profits is on account of these dical interest charges which they rize soon run into the undeviginounted dollars!

outed dollars mean much to every ss. They mean much when they are forgotten, overlooked, ignored! yrely are ignored when business men ae their legitimate discounts! From nt to six and even ten per cent are ferred for cash.

an immediate necessity to every ss. So something must be done to get t it quickly, in ten days, in thirty xty days, these discounts are of- by manufacturers and wholesalers. as ig and good business men, realize pnce of these discounts—these inte s.

offer them to the tobacco trade in T. days is the normal time of the e per cent discount. On a single e ten days, the sum of six per rty days. And in twelve months, e rate, the total is seventy-two per iten twenty-eight per cent of the al dollar's worth of merchandise!

at simple example it may be in- s just how important discount is. uly important, either, but it is

se to one can afford to throw away e cents of every turned dollar in

can afford, on the other hand, to a discount unless the manufact- rchant keeps faith with the terms. e terms! When an invoice men-

tions two-off-ten, it is that—and nothing else! Entirely too many otherwise fair and square tobacco men believe two-off-ten is simply a phrase—a term for the terms!

Manufacturers and jobbers cannot afford to have their customers take those discounts unless they are fully earned! Because, when the manufacturers and jobbers go to their banks to borrow money to carry on their business, they must pay the bank on the same basis—in cash!

Why, then, should neglectful merchants ignore the stated terms? Even large producers, great wholesalers, borrow money. They have to. And they have to borrow more and more money when dealers do not pay their bills promptly!

Although the dealer may not immediately see it, this increased borrowing necessity of his manufacturers, his jobbers, compel those men to charge more for their goods!

Discounts and interest charges go into overhead, of course. So, when a merchant—be he retailer or wholesaler—fails to take a discount, or when he fails to earn a discount, he is adding just that much more to an already enlarged price!

Competitively, he may not see it that way. He may, in fact, say the competing salesmen

Coming Events

TUESDAY.—Tobacco Table meets at luncheon each Tuesday at the Hotel McAlpin, 34th street and Broadway, New York. New and interesting special features every week. Transients cordially invited.

* * *

JANUARY 25 to 30.—The Tobacco and Allied Industries Exposition, January 25 to 30, inclusive, 1926; Grand Central Palace, New York City, under auspices of the Allied Tobacco Exhibitors' Association, whose executive offices are in the Hotel McAlpin, suite 334, New York. Telephone, Pennsylvania 5700, extensions 332-334-336. Call or write, Harry A. Cochrane, managing director; Asa Lennlein, business manager; S. W. Levine, president. Get busy, and arrange to feature your products where they may be seen and inspected by many thousands of potential buyers. Do your part. Help to show the world the vast importance of the tobacco and allied industries.

* * *

JANUARY 27.—Supper Dance of the National Board of Tobacco Salesmen's Associations is to be held Wednesday evening, January 27, at the Clover Gardens of the Grand Central Palace in connection with the International Tobacco Show. Many of the hostesses will be well known celebrities of the Metropolitan stage. There will also be a carnival feature of the dance. Tickets are to be on sale January 15 by the National Board of Tobacco Salesmen's Associations, at 123 Liberty street, and by the National Exposition Company, Hotel McAlpin, New York. Reservations should be made now, however, as the demand will be very large.

tell him to ignore two-off-ten—and take the discount when he sees fit!

Everytime he does that, though, he injures the house he buys of—and he injures himself!

Two-off-ten is more important, in practice, to the merchant of today than the compound interest of the early Phoenician children, whose simple copper coins now claim all the actual cash the entire civilized world can possibly produce!

Safety First and Always

In certain parts of the country just now these are stormy and slippery days. Sidewalks are frequently coated with snow and ice, and many people fall on such pavements.

Sometimes this cannot be helped. Sometimes it can. At least, immediately after a storm, a sidewalk should be thoroughly cleaned of snow and ice, and the risk lessened.

This applies to all walks, everywhere. And

it specifically applies to the walks in front of cigar stores, wholesale houses, factories, warehouses and such.

It particularly applied, too, in this instance. Some years ago a well-to-do tobacco manufacturer went to Europe. In a Mediterranean city he observed a peculiar thing. It was a strip of brass on the sidewalk. It crossed, diagonally, the entire walk in front of a public building.

Upon investigation the tobacco man discovered that this brass line was a meridian. It indicated the true north and south of the town's location, and an accompanying tablet on a side wall showed the latitude and longitude, elevation and other statistical information about the city.

All this greatly interested the tobacco man. So, when he arrived home, he had a similar idea installed in front of his place of business. He thought it would be not only novel and of educational interest, but also of a certain advertising value.

But this tobacco man forgot one thing. He forgot climate! He forgot that the northern winters, in the United States, bring weather conditions which make for slippery surfaces.

It was not long, however, before this fact was called to his attention. People of course, were at first intensely curious about the tobacco man's brass marker. They came in crowds to see it. It proved to be a very good advertisement, in a way.

During the colder weather, though, and during the rainy and sleety season, the meridian line was one long, slippery trail. Person after person fell upon it while walking along. Complaints and damage suits commenced to pour in.

Very soon, then, the tobacco man was compelled to remove that dangerous device. He ripped it up—but not before he had to pay many times its cost in law suits!

Another thing, which happened to a cigar manufacturer, taught him an expensive lesson. His men, in an old-fashioned hand-work shop, were supplied with small cups of gum tragacanth. These cups usually occupied a corner of each table.

At times, however, to get them out of the way, the cigarmakers placed these cups on the tops of their tables, and often on the window sills.

In warm weather these windows were wide open to the street; and, as the factory was on the third and fourth floors of the building, the distance to the sidewalk was about thirty or fifty feet.

One day, while a parade was passing over the next thoroughfare, the cigarmakers leaned out of the windows to view it. In doing so, one of those paste cups was accidentally pushed from a table near a window to the street.

Of course it hit someone. And it injured the person so severely upon the head that death occurred, and the cigar manufacturer faced a big suit. It was eventually settled out of court—but not until that little paste cup had cost the cigar man the value of many thousands of cigars and the loss of a life!

It is in little things like this that such difficulties occur. It is a serious matter. Safety first is a national slogan, but accidents of one kind or another happen every minute of the day.

In preventable cases, like those mentioned, though, the folk engaged in the tobacco business can avoid much trouble and worry by making the far flung slogan, not only a phrase of apt speech and a clever sign, but the thought back of the subject should be actively examined by superintendents, managers and proprietors in periodic inspections of their buildings, their methods, their surroundings in general.

Unless this is done thoroughly by competent and interested parties, the results are often out of all proportion of the time and cost of the examinations and corrections.

To make the slogan effective, then, it really should be "Safety First, Last—and All the Time!"

**THERE IS NO BETTER
CIGAR IN THE WORLD**

Perfecto Garcia



MADE IN TAMPA

ASK FOR THEM

*Nothing will sell itself; but, it shouldn't be necessary to sell the same man twice on the same proposition... There are thousands of men who were sold on **SUNSET TRAIL 5c. CIGAR** the first time they smoked it.... There are thousands still who haven't had the chance to try.... The Roby Cigar Company of Barnesville, Ohio*

New Orleans Still Much Excited Over Sale

Mississippi Has Similar Bill—Failure of Southern Cigar Placed on Tobacco Bugs—Roi Tan Factory Very Bu Koen Grants Sales Vacations—Inventories Now.

NEW ORLEANS, La., Dec. 31.—Among the many important measures of legislation which will come up for consideration by the members of the Mississippi legislature, which will convene in regular session on January 5, will be the tobacco, cigar, cigarettes and cosmetics sales tax bill, which is being sponsored by Mr. Bond, state superintendent of education. The author of this bill, which might more properly be termed a "nuisance tax," is said to feel confident that he will be able to put it over successfully estimating that the new law will add one million dollars to the amount now available for educational purposes.

Very many of the state's influential members of that body, however, are opposed to the method of raising revenue through the medium of a sales tax in any form, and their hostility is expected to develop a stiff opposition to Superintendent Bond's bill. The Louisiana legislature, to which Superintendent of Public Education Harris of this state, will submit a similar bill, does not convene until May, by which time it is confidently expected the Mississippi legislature will have adjourned. The session never exceeds three months duration.

Tax Bills Unpopular

If the Mississippi bill should meet with defeat, as a similar bill did at the last session of the Mississippi legislature, it is dollars to doughnuts that the bill of Superintendent Harris will also be relegated to the scrap pile. The opposition to this nonsensical measure is better organized in Louisiana than it is in Mississippi, the interests at stake are more vast and far reaching, consequently its opponents are in better position to bring about its defeat whatever fate may overtake the Mississippi measure.

The Mississippi law makers are being advised by those who control their political destinies that it would be the part of wisdom for them to go slow, and to confine their work to the enactment of laws, now greatly needed by the state, to bring it in line with other progressive states of the south, by reducing taxes and repealing those measures which are making Mississippi a tail end in the sisterhood of states.

Tobacco Bugs Bankrupt

Tobacco bugs put the Southern Cigar Factory, Inc., out of commission. Henry Estes is authority of this statement. A crawfish hole in a levee, about eighty miles above New Orleans, some years ago caused the Nita crevasse, which destroyed millions of property. Both of these incidents prove that nothing is too small to be overlooked. The factory had made great headway, and promised to be a very successful enterprise, until overtaken by the misfortune which put it into a bankruptcy court. To have one, two or several boxes of cigars of a consignment, sent back on account of devastation of those little pests is not unusual, for that matter, but when they were being returned in "lots," there was nothing else to do but seek the relief afforded by a beneficent law.

That was, at all events, the view which Mr. Esta took of the matter, hence the closing down of the factory for the time being. As soon as matters have been adjusted to the satisfaction of all concerned, it is the intention of Mr. Estes to resume operations, probably on not so large a scale, at first, but, resume he will, as soon as all legal entanglements have been straightened out. Meanwhile Mr. Estes has opened a cigar and soft drink stand on Royal street near Canal, in the heart of the promenade district of New Orleans.

Too Busy to Close Cigar

The Seidenberg branch of the American Tobacco Company, of this city, man-

ufacturers of Roi-Tan, of which Goldsmith is manager, will shut cigar factories here, not shut the purpose of taking the us inventory. The factory is w full capacity, and Mr. Goldsmith a highly satisfactory increase in p tion in the factory's output for 1924.

The books of the New South Cigar Tobacco Company, of which N. P. is president, disclose that the d rill of the several lines represent New South Cigar & Tobacco om during 1925 showed a substiti crease over 1924, that those lin s affairs are justified in feel gratified over the result of th labor.

The Imperial Cigar Company which Lucas Carless is the x head, is putting a drive on vil Flora de Vega. It has increa selling force, the better to com the purpose.

Record for Schulte

H. Goldvogel, vice presi d Schulte, Inc., accompanied by F who has supervision over the territory, passed through Ne Orleans a day or two ago, on their way Texas. They report themse well pleased with the busin s acted by the three Schulte on New Orleans, which exceed in ume any previously done since the establishment. Beaumont, Houston Dallas are included in their tin through the Lone Star State.

R. L. Castanado, whose restaura 613 Common street, is the reca business men in this section o mercial district, is "mopping u" f tively speaking, with the ciga to and cigarette annex of his establi He is carrying nothing but thc of goods, which are finding a ay with the discriminating patro of place.

"Jim" Fox, the energetic sp sger of U. Koen & Company, afte exceptionally successful trip th north Louisiana, has returned Orleans. He will remain until Jan 11, before taking the road aga pursuant to a time honored com this firm, all of its traveling taff been given the opportunity to stn their respective homes to spen h days with their families. The wil sume work January 11. Simir as was taken by all the big factie which include A. Falk & Son and Pan American Cigar Compa CENT.

Indianapolis Jobbers like Webster Brand

INDIANAPOLIS, Ind., Jan. 2.—leta of this city are evidently selg Webster cigars than ever bef. is proven by the records of th K. Stewart Company, which wholesa Webster here. Co-operative m work has been cheerfully retr the dealers, and the jobbers e n appreciative of the counter dila sales effort placed on the Web Preparations now being arrag clude an enlarged selling movem this new year, and the local job ticipate increased results at on.

Canadays in Florida

ALBANY, N. Y., Jan. 4.—Bo M J. Canaday and his son, M. J. Jr., touring Florida in their car. m retirement of the Canadays fr the cigar business in the Ten Ey H here they have devoted their m great deal of travel. When th home in the Spring they mayos again engage in the cigar tr.

Ed Tobacco StocksClosing Prices Monday
Reported by Marketwire

	Bid	Asked
Snuff	145	150
Snuff Pfd.	100	105
Sumatra	10 1/2	11 1/4
Sumatra Pfd.	88	120
Tobacco	114 1/2	115
Tobacco Pfd.	100 3/4	106 3/4
Tobacco "B"	114	114 3/4
Tobacco Cigar	62	62 1/2
Tobacco Cigar Pfd.	95	95 1/4
Tobacco Cigar	116	117
Tobacco Cigar Pfd.	112	116
Tobacco Cigar Pfd.	106	114 3/4
Tobacco Cigar	88	90
Tobacco Cigar Pfd.	122 1/2	124
Tobacco Cigar "B"	87 1/2	87 3/4
Tobacco Cigar	36	36 1/4
Tobacco Cigar Pfd.	112 1/2	114
Tobacco Cigar Pfd.	118	125
Tobacco Cigar "B"	94	94 3/4
Tobacco Cigar	98	98 1/2
Tobacco Cigar "A"	108	109
Tobacco Cigar	96	96 1/4
Tobacco Cigar Pfd.	116	None
Tobacco Cigar Co.	56 1/2	58
Tobacco Cigar Co. Pfd.	None	114

Inactive and Unlisted StocksClosing Prices Monday
Reported by Stone, Prosser & Doty

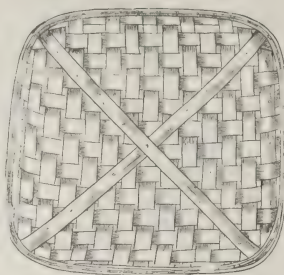
	Bid	Asked
American Cigar	110	113
American Cigar pfd.	95	99
Bayuk Cigars	47	48
Bayuk Cigars 2nd pfd.	95	100
British-American Tobacco	26 3/4	27 1/2
Continental Tobacco Co.	14 1/2	15
Eisenlohr & Bros. com.	18	20
Eisenlohr & Bros. pfd.	94	99
*G. W. Helme Co., new	68	70
G. W. Helme Co., pfd.	114	117
J. S. Young	124	128
J. S. Young, pfd.	103	109
Imperial Tobacco	24	25
International Cigar Machine.	65	75
Johnson Foil	80	90
McAndrews & Forbes	182	186
McAndrews & Forbes, pfd.	100	102
Mengel Co., com.	46	50
Phillip Morris	21	22
Porto Rican A. T. Co.	53	60
Universal Leaf, com.	66	70
Universal Leaf, pfd.	99	101

Schuyler Ready for New Buffalo Campaign

BUFFALO, N. Y., Jan. 4.—Distribution of the G. W. Van Slyke & Horton Peter Schuyler brand is here in the hands of the Dykstra-Gammel Company. Through M. H. Powers, of the Schuyler factory, arrangements have been made for additional work during 1926. All the retailers in this city handle Schuylers, but the intensive consumer service is to be enlarged with generous advertising expenditure in this market very soon.

Tampa Men to Return

After many pleasant days in New York both Manuel L. Perez and Marcelino Perez will return to Tampa in time for the annual inventories and conference planning for the 1926 season on Redencion cigars.

**LEAF TOBACCO GROWERS, DEALERS, & WAREHOUSEMEN
SAVE MONEY AND TOBACCO BY USING****NORFLEET
UNIFORM
WEIGHT
TOBACCO
BASKETS***Write for Sample and Price***Norfleet Basket Mfg. Co.**
Winston-Salem, N.C., U.S.A.**HAVANA CIGARS***The
Leader
in All
the World's
Markets***ROMEO
y
JULIETA**

U. S. REPRESENTATIVE

WM. T. TAYLOR, 50 E. 42nd St., N.Y.C.**A. H. BUCHAN, President****NIXON-BUCHAN TOBACCO COMPANY**Cable address
NIXON, Mullins, S. C.Located on the largest market in the South Carolina Belt
MULLINS, S. C.Codes used:
LIEBERS 5 letter
A. B. C. 5th Edition**DEALERS and EXPORTERS**
VIRGINIA—CAROLINA TOBACCO*Our Specialty***BRIGHT CIGARETTE TOBACCO****Mazer Cressman Cigar Co., Inc.****5031-5047 Grandy Avenue, Detroit, Mich.****Makers of****FLOR DE****MANUEL**OFFICE DETROIT, MICH.
TOBACCO THE BEST

Our Enormous Production

enables us to make this cigar of such wonderful value at **5c**

JOHN RUSKINS are displayed by dealers who are desirous of giving the consumers the most for their money.

See our exhibit
at the
TOBACCO SHOW
Jan. 25 to 30, 1926
Grand Central Palace
New York City

*They
are
MILD*



I. Lewis Cigar Mfg., Co., Makers, Newark, N. J.

John Ruskin

Best and Biggest Cigar

EMANELO

Highest Grade

Conn. Shade Wrapped
Havana Filled
Cigars



D. EMIL KLEIN CO. Inc.
438-440 E. 91st STREET, NEW YORK

Philadelphia Celebrates Most Gorgeous Year

All Cigar Manufacturers Pleased With Old Year—Bros. Distribute Bonus—Florida Jobbers Attend La Palina Banquet—Bayuk Workers Enjoy Theatre Party.

PHILADELPHIA, Jan. 4.—All through the week that followed the Christmas holiday there was a continuance of the demand for over the counter cigars and boxed goods. There still remains to be seen just what the year's business totaled for both the retail trade and the manufacturers, and when inventory days are over it is believed there will be surprisingly high averages for both these branches of the industry. It is estimated from a superficial survey of the holiday trade that this year's sales will be the highest of the normal years since the war days for the retailers, and the pinnacle attained in normal times for the manufacturers.

Factories Still Busy

While the gaieties coincident to the holidays and the closing of the year's business cycle occupied the attention of the large manufacturers, a few announced the closing of plants for the inventory of stocks on hand. It will be found that there are but few hangovers there having been practically a clean sweep of manufactured goods.

With present indications of a very active season for the retail trade, and the virtual clearing of all the well known brands from shelves and counters, the manufacturers are anticipating a continuance of the present prosperity well into the first months of the new year. In fact, several of the producers already have enough advance orders to keep capacity operations for many weeks to come.

Though the leaf dealers did not have the volume of business which should have been carried on in consideration of the heavy traffic in cigars among the local manufacturers, there nevertheless was a fairly well maintained demand for all grades of leaf up to the holidays. All orders were confined to the needs of immediate business, and gave evidence that there is not much preparation for the new year among the intermediate factories at this time. However, the leaf trade looks for better times after the inventory season has passed and the manufacturers are settled into replenishing of stocks for 1926, following the clean up of the Christmas goods.

Profitable Progress

General celebration of one of the most prosperous holiday seasons in the history of the local manufacturing industry was the outstanding factor of the week. Though the months of 1925 will be chronicled as the biggest normal year that the trade has witnessed, it is by no means the highest averaged, this record having been scored during the hey day of the war boom. But, apart from the booming business of the war period, it is certain that when inventory of the stocks on hand is completed, and the 1925 accounts are closed, there will be shown

for several of the well known advertised firms a peak never attained in a normal year.

It is not only true of the holiday season, but also of the year's practically demonstrated by the operation of factory facilities which were carried out within the year. Those having attained the pinnacle of production will have, at the close of the season, the largest working force, number of plants, sales organizations, distributors, and general factors in their history. This is particularly true of independent concerns, who have won recognition from sheer quality, backed by sound business methods and persistent advertising.

Bobrow Banquet

The first of the week's festive celebration of an unusually prosperous business period, was that of the Bobrow Brothers, in compliment to their business family for its co-operation in making for the successful conclusion of the year. With a hospitable and generous distribution of its numerous and members of the firm and the relatives, Harry I. Bobrow, Chesley and Wesley F. Pike, respectively the official body, and Sales Manager Harry Petrosky, welcomed their associates who assembled at the board in the Sylvania Hotel of the evening, and set the pace for a season of the good will and any prevailed in the trade throughout the week.

In short but sincerely expressive formal talks, each extended to the others their heartfelt appreciation for the year's goodwill, as well as the generously shown in the final holiday season. They, after all had partaken of the things of seasonable menu, the high sales record attained throughout the year, then set a goal for a substantial increase in the new year, and what was the entertainment committee, chairman of the season with a press, and in the role of the presented to each a goodly bonus from the Bobrow brothers, Tosella, Bold, Topic and Recl.

La Palina's Big Day

Next to make happy the holiday executives from factory and office, and those sales representatives from the Philadelphia territory and those who happened to be within reach, were the nationally famed manufacturers of Java wrapped La Palina, the Cigar Company with its genial greeting through the members of the headed by President Samuel M.

A generously spread banquet was the Adelphia Hotel, surrounded by

(Continued on page 13)

K & B Rotary Stamping Machines

Guaranteed to put revenue stamps on
150 PACKAGES PER MINUTE

Over forty of these machines in use by Liggett & Myers Tobacco Co. Several of them now in use by the Tobacco Products Corporation. Service speed 156 packages per minute on Stroller Cigarettes in soft packages. Higher speed on other types of packages.

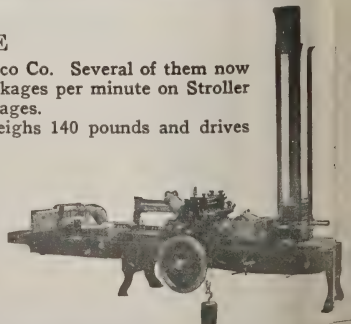
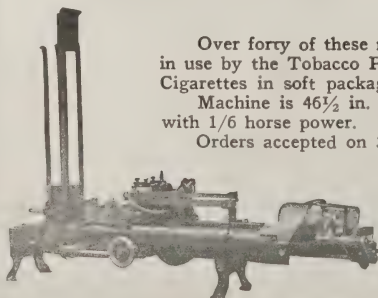
Machine is 46½ in. long, 14½ in. wide and 15 in. high, and weighs 140 pounds and drives with 1/6 horse power.

Orders accepted on 30 days' free trial.

BIEHLER & SONS

308 HAGUE STREET, ROCHESTER, N. Y.

Send us samples of all your packages, and tell us where you want the stamp placed.



San Francisco News

San Francisco, Cal., Dec. 28.—The trade has come and passed, and moment buyers lived true cord. The trade that many got this year at an earlier customary seems to have been much to the good. There more favorable weather con drawing out the fullest trade. There was just enough rantee that nature was doing supply another prosperous. But most of the time the most favorable to shopping. As a result the spending in California was considerably above any that en place, unless one year of mending be taken into account. The best phase of the situa cigar stand man is the fact neighbors in other lines of busi done exceptionally well; and neighbors as a rule furnish a conle alk of his trade.

in charge of the office of G. during the absence of the lat. Frida, reports that the dealers to ve been doing well. Their ent gar has been getting good re n, th numerous repeats coming the ountry trade has been good eri that he has had to canvass rad mostly by mail, which by no eqals the personal contact. Mr. hie self and wife are still enjoy for winter climate. Incidentally vel has for some time been finda late profits in Florida more live than the cigar game.

pens New Stand

Mir has just opened a new stand ne printer's building at 431 San st, and D. Crespi has been in charge. Mino was formerly cir business in San Francisco eacy, and later went to Marin y, respi, the manager, has for ad a reputation in the West as an artist, having pitched for als and has played in other coast as well as in Texas and the Mid-

el. Knubel, after a successful and his territory for two and ths, spent the holidays in the He takes the territory from El enver to the Pacific. He has d office on Market street, and ant all business from the Hotel ie, 05 Geary street, where he h home.

rel stands that were situated strong bid for the box candy ir neighborhood, are pleased ults this year. C. C. Green- who's situated in the midst of an secn, besides his great cigar ot forget the other; for the al many of these offices hire who do not use cigars. So to show a single order for nd fine ones at that of Miss colates. His holiday trade r 200 boxes of these elegant tes and constituted a wortha adition to the revenue of the

teenth and Mission streets; and the north-west corner of Kearney and Sutter streets. This company carries regular cigar and tobacco counters. It is, how- ever, a fact to remember that San Francisco has never been a good city for drug-store cigar stands, even at cut-rate prices. The above firm has already be come established in Los Angeles and Hollywood, and has recently taken over the seven Bowman Drug Company stores on the east side of San Francisco Bay. Joe Rinaldo, president of the Joe Rinaldo Cigar Company, is smiling with post-Christmas cheer, for the simple reason that the house has broken all previous records. The La Palinas, El Dallos and Van Camps all proved to be great holiday favorites, and while they got in immense stocks, they cleaned them up in beautiful shape. He affirms that they never had a better prospect ahead than 1926 appears to offer. And the best part of it is that the retailers seem to have cleaned up somewhat better than usual.

Charles R. McCormick, who is responsible largely for the extensive distribution of the cigars made by Otto Eisenlohr & Brothers on the Pacific Coast, swung in for the holiday season, and is able to report that Santa Claus has treated him well.

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent. Parity of exchange is given as reported by the United States Mint, except in countries with the silver standard, where parity fluctuates with the price of silver.

Closing Rates Monday

STERLING—Par	\$4.86½ per sovereign	Demand.. \$4.84¼	Cables.. \$4.85½
FRANCE—Par	193 cents per franc	Demand.. 3.83½	Cables.. 3.84
ITALY—Par	193 cents per lira	Demand.. 4.03¼	Cables.. 4.04¼
BELGIUM—Par	193 cents per franc	Demand.. 4.53¼	Cables.. 4.54¼
GERMANY—Par	238 cents per mark	Demand.. 23.81	Cables.. 23.81
AUSTRIA—Par	14.07 cents per schilling	Demand.. 14.125	Cables.. 14.125
DENMARK—Par	26.8 cents per krone	Demand.. 24.74	Cables.. 24.76
GREECE—Par	19.3 cents per drachma	Demand.. 1.31	Cables.. 1.31½
HOLLAND—Par	40.2 cents per florin	Demand.. 40.23	Cables.. 40.25
HUNGARY—Par	20.3 cents per crown	Demand.. .0014¼	Cables.. .0014½
NORWAY—Par	26.8 cents per krone	Demand.. 20.34	Cables.. 20.36
SPAIN—Par	19.3 cents per peseta	Demand.. 14.11	Cables.. 14.12
SWEDEN—Par	26.8 cents per krona	Demand.. 26.80	Cables.. 26.82
SWITZERLAND—Par	19.3 cents per franc	Demand.. 19.32	Cables.. 19.33
CHINA—Cents per silver dollar for			
Hong-kong; per tael for Shanghai and Peking.			
Hongkong—	Demand.. 58.375	Cables.. 58.50	
Peking—	Demand.. 79.25		
Shanghai—	Demand.. 75.50	Cables.. 75.63	
PHILIPPINE ISLANDS—Manila: Par	50 cents per silver peso.	Demand.. 50.00	Cables.. 50.125
JAPAN—Par	49.8 cents per yen.	Demand.. 43.25	Cables.. 43.375
ARGENTINA—Par	42.44 cents per Argentine paper dollar.	Demand.. 41.375	Cables.. 41.50
BRAZIL—Par	32.45 cents per paper milreis.	Demand.. 14.75	Cables.. 14.81

HOYO de MONTERREY

The Aristocrat of

Imported Cigars

VALERIANO CIUTERREZ, Representative

Street New York

SMOKE DILL'S BEST

"It's A Mighty Fine Pipe Tobacco"

If your jobber is unable to supply you, write us direct and state size desired. Give us the name and address of your jobber.

10c 15c 25c 75c \$1.50 (Slugs)

J. G. DILL CO.

Richmond, Va.



LA PALINA CIGAR

Webster Cigars

"YOU'LL APPRECIATE THE DIFFERENCE"

SIZES 2 FOR 25c TO 25c STRAIGHT

A rare bit of nature's greatest effort, producing a fine, mild, aromatic cigar. Manufactured and aged by the most scientific methods. Not a secret blend, but a combination of the highest priced tobaccos that the finest plantations grow.

Webster Cigar Co.

5545 GRANDY AVENUE DETROIT, MICH.

OPTIMO



BEST OF THE BEST

BEST OF THE BEST

MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa and Key West, Fla.
Main Office: 1181 Broadway, New York

GEO. A. LEA, President.
I. R. BASS, Secty.-Treas.
ORDER OR CONTRACT
Danville, Va.

GEO. A. LEA & COMPANY
Incorporated
LEAF TOBACCO BUYERS AND BROKERS
SATISFACTION GUARANTEED
Cable "LEA"

J. D. ROGERS, Vice Pres.
General Manager.
PERSONAL SUPERVISION
Rocky Mount, N. C.

L. B. JENKINS & COMPANY

Leaf Tobacco Dealers
Kinston, N. C., U. S. A.

Buyers and rehandlers of all grades of Bright Leaf Tobacco. Domestic and export types bought on order or contract. Modern redrying plant equipped with improved machinery and ample storage facilities.
Correspondence Solicited

Cable "Jenco"

Samples Furnished

Cable "Wright"

Codes: Western Union: A. B. C. 5th Ed.

WRIGHT-HUGHES TOBACCO CO.

INCORPORATED

LEAF TOBACCO DEALERS

ALL GRADES VIRGINIA, CAROLINA AND KENTUCKY TOBACCO
ORDER OR CONTRACT—SAMPLE UPON APPLICATION

Storage Capacity 5,000 hogheads

WINSTON-SALEM, N. C., U. S. A.

THE HENDERSON TOBACCO CO., INC.

HENDERSON, N. C.

Dealers, Packers & Exporters

LEAF TOBACCO BOUGHT ON CONTRACT FOR FOREIGN AND DOMESTIC USE
VIRGINIA AND CAROLINA TOBACCOS ALWAYS ON HAND

Samples Submitted

Cable Address "Henco" Henderson, N. C.

Proctor Redrying System
Code: Arnold's No. 5

Cable Address: "CLARK"

Code: "ARNOLDS NO. 5"

Largest Loose Leaf
Tobacco Market in
the World

W. T. CLARK & COMPANY

Established 1887

Packed for Export and Domestic Trade

We operate in North Carolina, South Carolina, Virginia and Georgia

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A. B. KEEN TOBACCO CO., Inc.

Successors to E. K. JONES & CO.

Verdict in the Danville Warehouse Case

DANVILLE, Va., Jan. 2.—The trustees of John Hughes Orphanage scored a victory over W. D. Powell, local tobacco dealer in the corporation court yesterday, after a five days' trial. The trustees sought to recover from Powell, as an individual, the sum of \$22,000 as result of the collapse last October of the Hughes storage warehouse. The jury's verdict was for \$18,000 cash and salvage which virtually amounts to full damages. It seems certain that application will be made for a writ of error and if it is granted it will be fully a year before a final determination is reached in the court of appeals.

The case was a bitterly fought one and was followed by unusual interest on the part of tobacco men. Many of the leaders in the tobacco business were called by one side or another. Expenses of the case will be high as each side had to bring here expert witnesses to tell the jury about certain stress and strain and to discuss close questions of physics since the decision depended on whether the jury believed that Powell had overloaded the storage house with tobacco hogheads. The plaintiffs sought to show that the weight of the tobacco tierces was twice as much as the carrying capacity of the warehouse, that the floors sagged under the load, pulled out the joists from the wall and sent the five story building into a jumbled mass of wood, brick and tobacco. The defense theory was that a pier in the basement contained a defect and that when this crumbled it let down the building. The defense also sought to show that the trustees knew at the time they rented the building that it was to be used for storage purposes and Mr. Powell was able to show that before accepting leaf he had gone to reasonable lengths by having two reputable contractors make an examination. They told him that it was safe to carry all the leaf he placed in it.

In addition to photographs of the wreck a miniature of the factory building standing four feet high and made of wood was presented to the jury. It was built to scale and every joist and timber was represented. A hundred or more miniature hogheads made of wood were also produced to show how the tierces were arranged. The jury deliberated for six hours and returned at first with such an ambiguous verdict that the court directed the seven men to retire and clarify it which was done.

Three other cases resulting from the tobacco crash are to be heard in February. These are the cases of property owners who claim their buildings were damaged by falling walls. The extent of these damages claimed aggregate \$16,500. These suits are directed against Powell and the trustees and a three cornered fight will be seen with the trustees' lawyers who in the case just finished clamored for damages resisting the claims set up by the property owners.—TETLEY.

Spanish Monopoly's Imports

WASHINGTON, D. C., Dec. 28.—Commercial Attache Cunningham at Madrid sends the following to the Department of Commerce:

The Compania Arrendataria imported 79,034,910 pounds of tobacco during 1924, which came from Cuba, Brazil, Santo Domingo, the United States, Java, and the Philippines, besides small quantities of yellow tobacco for cigarettes from Algeria.

Despite the efforts of the Government to encourage the cultivation of tobacco

in Spain, only about 3,527,360 pounds were produced in the country. Spanish climatic conditions favor tobacco growing and a good leaf is produced, but it lacks the aroma of American and tropical tobacco. Furthermore the cost of production is higher, averaging over two pesetas per kilo (about 10 cents per pound.) There is a difference between the kinds of tobacco produced in different parts of Spain. The district of Malaga produces tobacco most similar to that of the Province of Viscaya tobacco produced is more similar to that of the Philippines. Valencia is said to produce tobacco similar to that of Maryland and Porto Rico. While of the tobacco production is cried in the vicinity of Jerez in the region of Andalucia, tobacco can also be found in widely different sections of Spain.

Tobacco Sales and Stamp

On the third of November a law was promulgated prorogating the period of Government supervised tobacco growing as laid down at the farmers the right to dedicate as much as 2,000 hectares (4,942 acres to tobacco crop during 1926 and thereafter. The Institute Agrícola Catalan has reacted all Government restrictions beyond from the raising of tobacco at all to be made a free crop, but that to be made to the Compania Arrendataria. It is noted that sales of tobacco in 1923-24 amounted to 256,210,000 pounds against 285,190,000 in 1924-25 and the Compania Arrendataria itself paid 17 per cent dividend.

Bulgarian Tobacco Export Stabilize Currency

WASHINGTON, D. C., Dec. 27.—Tobacco production in Bulgaria during the last few years has exceeded the export of grains, according to reports received in the Department of Commerce from American Consul at Sofia. The increase in tobacco export is considered the main factor in stabilizing the Bulgarian lev against the Bulgarian valuta from the period which befell Germany and Austria. Bulgarian statesmen who see the economic situation of the country to a great extent to an incalculable tobacco production, are making efforts for the improvement of its quality. There have been established tobacco trusts for various sorts of tobacco and management of specialists; at the same time a particular selection of tobacco is made at the time of planting. Structures are to be found tobacco growers how to keep the tobacco after they have been collected, the for the different sorts of tobacco so selected.

The Government aids to prevent the tobacco growers in their organization for cooperative manipulation of exportation. The three tobacco banks also render great financial assistance to these cooperative societies. The present time there are 46 tobacco operatives, owning about 19,000 pounds of tobacco of the 1924 crop, which has already been marketed and fermented.

At the very start in their organization these cooperatives have the financial assistance which they now, nor had they sufficient experience therefore certain things were passed to pass especially in the future. Now, however, the cooperatives have special modern storehouses and experienced experts.

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 Factory at Rocky Mount, N. C.
 BRANCH FACTORIES IN PRINCIPAL MARKETS OF ALL TOBACCO DISTRICTS.

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Money Rates and Business in 1926

Business continues to be the late winter and early spring. Policies must be made months however, for many enter- it therefore becomes neces- sary the influences which will the course of events beyond money alone does not revive d high rates do not check it contributory influences are oper- led, more frequently than rates are quite as much a nee: as they are a cause of pre- vious conditions. Today, how- the intimate relationship between on market and the future of pris, building and construction, sa speculation and installment: come to give the question of a piece of great importance in the with the business probabilities

Summary of 1924 the United States market has been in pro- of adjustment to unprecedented At about that time the in- ment of gold which took then in the autumn of 1920 and d of 1924 began to make itself

dition of the gold movement yrits a profound effect on the et but it is in turn influenc- tors. Thus low money rates ed States militate against a ent gold toward this country by it suitable for American banks. fuls in foreign money markets, enraging the flotation of for- and this market; and it is clear on August, 1924, until the present rve policy has operate! in of cap money. The actuating no- in this policy has been to sup- rior European countries in their ous currency stabilization, by m to hold what gold they add, if possible, to their gold s. e United States, along with of the world, is certain to be the ing to an end the currency brcl. It is also highly desir- ul point that our gold sup- ul not increase, at least for the fact that federal reserve ued on broad monetary con- is not lessened the problems m the exertion of federal nce on the side of low rates.

Meantime, capital accumulation has been going on in the United States at an unprecedented rate. In this connection also the fact is not to be overlooked that capital accumulation is again in progress in Europe.

With many factors thus making for low rates, it has become increasingly evident that under postwar conditions the money requirements of the ordinary commercial business of the country are less than they had been expected to be. This has been due in large measure to hand to mouth buying and emphasis on rapid turnover, made possible by unparalleled efficiency of transportation and other means of communication. The issue of stocks and bonds to increase working capital and the accumulation of large cash reserves by many enterprises have been further factors in lessening the demand for bank loans for commercial purposes.

Redundancy of Funds

As a result of these many influences there has been a redundancy of funds for short term employment and long term investment, with ultimate natural diversion into stock speculation. The remarkable earnings of many corporations have also been an encouragement in that direction.

Another consequence of cheap money has been a huge volume of speculative building and real estate ventures. All businesses have been tremendously stimulated by the large volume of building and construction. Cheap money has also been a large factor in the rapid expansion of installment sales, and only experience can show whether or not future purchasing power has been mortgaged to create good business in the present at the expense of future business.

A Firmer Tendency

As speculative activity widens the available supply of funds is gradually cut down. Thus, while in the early stages of a stock market advance the hope of large profits may draw money out of conservative channels, as the hope of such profits lessens with advancing prices a drift sets in toward more permanent and less speculative investments. Another influence tending to render periods of credit redundancy comparatively brief, unless prolonged by the injection of new elements into the situation, is the fact that in all types of speculation there is

(Continued on page 36)

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 Specialize Eastern Carolina bright tobaccos, all grades, lowest to highest. In position by reason of close touch with entire trade to furnish on short notice any type tobacco from Bright or Old Bella Carolina or Virginia and all districts Kentucky.
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 Branch Factories: Wilson, N.C.; Wendell, N.C.; New Bern, N.C.

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HAMBERLAYNE LEAF TOBACCO CO.
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VIRGINIA CAROLINA SEED LEAF	KENTUCKY CLARKSVILLE SPRINGFIELD HOPKINSVILLE WESTERN DIST.	BURLEY OHIO MARYLAND
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Established 1855

Freight Brokers and Forwarding Agents

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Prevailing ocean freight rates on LEAF TOBACCO in Hogsheads from Atlantic and Gulf Ports. Subject to change without notice.

Liverpool	65c	Las Palmas Direct	82½c
London	65c	Teneriffe	82½c
Glasgow	65c		
Belfast	70c	FRANCE	
NORWAY		Bordeaux and Havre	60c
Christiania	67½c C-75c D	PAR EAST	
Christiansand	67½c C-75c D	Hong Kong	\$1.30
DENMARK		Shanghai	1.32½
Copenhagen	50c	Yokohama-Kobe	1.30
Aalborg	65c	AUSTRALIA	
BELGIUM		Melbourne & Sydney	37½c
Antwerp	60c	MEDITERRANEAN PORTS	
HOLLAND		Genoa	45c
Amsterdam	60c	Marseilles	70c
Rotterdam	60c	Algiers-Tunis-Oran	\$1.00
GERMANY		Tangiers	90c
Hamburg	65c	Gibraltar	1.00
Bremen	65c	Malta	90c
Danzig	50c	SOUTH AMERICA	
Ports in Finland		Buenos Aires	E. \$1.00 F 1.10
Direct	80c	Montevideo	70c
Via Hamburg	75c	Santos	37½c cu. ft.
Lisbon-Portugal	60c	RIO	40c cu. ft.

B—Includes "Kings Warehouse Delivery"—Conference Lines.
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E—Freight Steamers.
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Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Tobacco from Porto Rico		J. Klorfein	
S. S. Porto Rico	—Dec. 30	Porto Rico American Tobacco Co.	
	Barrels	H. Ottenberg	
L. Hirsch	88	P. Costa	
Kohlberg, Gonzalez Co.	100	Madera Tobacco Co.	
H. Duys Co.	17	I. Lewis Cigar Manufacturing	
Rosenstadt & Waller	18	Scravien S.	
P. Lorillard Co.	312	F. Bonilla	
J. Delmonte & Son	10	Cigars from Cuba	
Maurice Winter Co.	155	S. S. Siboney	
Madera Tobacco Co.	30		
H. Duys & Co.	25	Central Union Trust Co.	
Stern, Mendelsohn Co.	150	Reymers & Bros, Inc.	
	Bales	Estabrook & Eaton	
L. Hirsch	1	D. A. Schulte, Inc.	
Donato Vigil Co.	11	Schwarz & Son	
P. Lorillard Co.	18	J. Wagner & Sons	
Maurice Winter Co.	26	Duncan & Moorhead Co.	
Madera Tobacco Co.	111	A. J. Billin Co.	
Congress Cigar Co.	415	Faber, Coe & Gregg	

Tobacco from Cuba		Cigar Labels from Cuba	
S. S. Siboney	—Dec. 23	S. S. Siboney	
	Barrels		
Morris Rosenberg & Co.	25	Webster Cigar Co.	
S. Ruppini, Inc.	81	General Cigar Co.	
American Cigar Co.	111	Congress Cigar Co.	
E. P. Cordero & Co.	14	Cigarettes from Porto Rico	
Hinsdale, Smith & Co., Inc.	35	S. S. Porto Rico	
E. Rosenwald & Bro.	35		
M. B. Pendas	7	United Cigar Stores	
H. Duys Co., Inc.	30	Porto Rico American Tobacco Co.	
H. Sommers Co.	18	Amortg Trading Co.	
Waitt & Bond	119	Cigarettes from Cuba	
J. H. Meyer & Son	5	S. S. Siboney	
M. Schwartz	75	Faber, Coe & Gregg	
	Bales	Cigarette Cards from General	
S. Ruppini, Inc.	65	S. S. Albert Ballin	
Stern, Mendelsohn Co., Inc.	25	Baltimore & Ohio R. Co.	
S. Rossin & Sons	40	Pipes from France	
H. Duys & Co.	5	S. S. De Grasse	
	Packs.		
J. Bernheim & Son	23	Murray Hill Co.	
M. Schwarz	12	A. Oppenheimer & Co.	
S. Rossin & Sons	10	R. H. Meehan	
Kraus & Co.	20	Smokers' Articles from Souan	
I. Kaffenburgh & Sons, Inc.	40	S. S. Homeric	
Yocum Bros.	21	Murray Hill Co.	

Tobacco from Greece		Danville Resumes	
S. S. Carenco	—Jan. 2	DANVILLE, Va., Jan. 2—The	
	Bales	tobacco market will resume its	
P. Lorillard Co.	1,800	operations Tuesday after being closed	
R. J. Reynolds Tobacco Co.	10,289	last two weeks. The improver	
S. S. Byron	—Jan. 2	vails that not more than five to	
	Bales	million pounds will be sold	
P. A. Raftis	530	end of the season. The market	
G. A. Georgopoulos	20	ready more than 25,000,000	
To order	1	since October 1 at an average	
	Barrels	\$16.56 per hundred, price not	
Tobacco from London		good for the quality of the leaf	
S. S. Vardulia	—Dec. 29	this year.—TETLEY.	
Faber, Coe & Gregg	5 cases	Rich Prepares For New	
Tobacco from Liverpool		Hardly home from his western	
S. S. Alania	—Dec. 30	tory, E. J. Rich, of Maurick	
A. Oppenheimer Co.	3 cases	& Company, New York, is preparing	
Tobacco from Scotland		lines of Sasiens pipes again for	
S. S. Caledonia	—Dec. 30	start after the January stock	
A. Dunhill	1 case	Siegel Goes East	
Cigars from Porto Rico		In order to have one last	
S. S. Porto Rico	—Dec. 30	fancy Connecticut packings of	
	Cases	131 A. Siegel, of New York, will	
Bosch Bros.	43	Hartford again last week.	
United Cigar Stores	131		
Porto Rico American Tobacco Co.	22		
Villar, Lanza Co.	8		

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(Successors to W. G. DUNNINGTON)

Leaf Tobacco Dealers
Packers and Exporters

Our facilities are ample to buy, handle and redry in the best manner, any quantity of Tobacco in any way desired. Branches on principal market of Virginia.

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W. C. JONES, Manager

Leaf Tobacco Dealers

ALL GRADES VIRGINIA AND CAROLINA TOBACCO

Orders or Contract Samples upon Request.

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All grades leaf tobacco. Buying on order or on contract a specialty. Branches on principal markets of Virginia and North Carolina.

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106—Shoebat Slip

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Buyers on All Important Markets in Virginia and Carolina

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CABLE ADDRESS: "Penn," Richmond, Virginia

CODES USED: Western Union, Arnold's 5 and 15, Bentley's

the Lynchburg Situation

LYNCHBURG, Va., Jan. 2.—The Lynch-
burg "C" market had a most success-
ful season up to the time of suspension
on Christmas holidays on December
and was very gratifying to those
interested in the tobacco industry which
it was such an important fac-
tor in making of Lynchburg, and is
one of the most important factors
in business enterprises.

The market opened for the season No-
vember and during the seven weeks to
close 18,473,300 pounds was sold
through the auction warehouses
which is 717,000 pounds more than
sold up to the same time last year.
There was some mighty good to-
bacco quality as a whole hardly came
to expectations, but taking into con-
sideration the unusually dry summer,
the hail storms in various sections,
quality has shown up remarkably
well. Nearly all types had good body
and texture.

The market had a larger corps of
men than usual, there being strong
competition on all grades of tobacco,
and when considered, everything offered
at splendid prices, the general
demand for all sold to the present time
was good and \$18.50 per hundred pounds.
There are good roads from all to-
bacco sections running into Lynchburg
which is proving of great benefit
to the tobacco market as people even
at a great distance who want to sell
the largest dark tobacco market in
the state can load their tobacco on
trucks and get to Lynchburg in a few
days, getting all the benefits af-
forded by a big market.

Stories have been running reg-
arding all tobacco bought before the
day has been worked up so the

buyers are now ready and anxious for
more stock.

As the market closed strong and ac-
tive for all grades it is natural to sup-
pose that the good prices prevailing
then, will continue when sales are re-
sumed Monday, January 4.

The buyers want tobacco and the
market is ready.—JOHN D. OGLESBY.

Tri-State Co-operative Activities

RALEIGH, N. C., Jan. 2.—More than
fifty-seven million pounds of tobacco
have been received by the Tobacco
Growers Cooperative Association during
the present season, according to the full
returns of deliveries which followed the
closing of the cooperative markets for
the holidays.

Total deliveries to the association
from the South Carolina belt exceeded
25,500,000 pounds, an amount of tobacco
which is practically double the 1924 de-
liveries of tobacco co-ops of that area.

In the dark fired tobacco district of
Virginia a steady sign-up is progressing
without any intensive campaigning for
new members. More than a million
pounds of the dark weed were signed up
during December for the new association
which the growers plan to operate from
1927 to 1931.

Following mass meetings in every im-
portant tobacco county of the South
Carolina belt, the sign-up of the new
contract began this week in a majority
of the 158 local units of the Association.
Results of the first day's campaign have
not yet been reported to the associa-
tion's headquarters, but the new con-
tract is being discussed in every tobacco
town and cross-road store in the South
Carolina belt and there is no doubt that
the campaign for membership in the
new and larger association, by which

CLARK BROS. & CO.

Buyers, Packers and Exporters

All Grades Virginia and Carolina Tobaccos.
Also Kentucky Air Cured and Burley Types.

We cover closely the Virginia Dark Belt and specialize in this type of Export.
BEDFORD, VIRGINIA

CABLE: "Edmunds" Danville CODES: Bentley's, Lieber's
J. M. EDMUNDS COMPANY

DANVILLE, VA., U. S. A.

Dealers and Exporters

Virginia, Carolina, Kentucky and Tennessee Leaf Tobaccos

E. B. FICKLEN TOBACCO CO.

Incorporated
Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips
BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT
Apply for Redrying by Steam or Natural Season
Samples Furnished Cable "FICKLEN" Correspondence Solicited

Clown Cigarettes
and Old Hill Side
Smoking
Manufactured by
Axtion-Fisher Tobacco Co.
Incorporated
Louisville, Kentucky, U. S. A.

PAPER BAGS FOR SCRAP AND FINE CUT TOBACCO

Manufacturers, Protect Your Tobacco. Pack it in our Paraffine Lined, Weatherproof
Bag, that keep the natural moisture of the contents on the inside, and Excludes the
Dampness and prevents Mould.

For twenty-five years we have furnished bags to the Scrap Tobacco Manufacturers.
There Is A Reason. Write for samples—make a trial and be convinced.

THE WESTERN PAPER GOODS COMPANY

Third and Lock Streets

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Cable Address "GARRETT" Dealers in LEAF TOBACCO Codes: A. R. C. 4th & 5th Editions
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ROCKY MOUNT, NORTH CAROLINA, U. S. A.

Cigarette Paper "EL PINO"

In Reels, Reams or Books

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JOHN STAUN & CO.

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CIGAR LEAF TOBACCO

7 AND 9 WEST SECOND STREET, CINCINNATI, O.

Established 1898

Cable Address Randolph

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INCORPORATED

Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply
demands on short notice. Represented on all markets of
size in Virginia, North Carolina and South Carolina.

Correspondence solicited. Satisfaction guaranteed.

Samples sent on request.

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B. P. EGGLESTON & CO.

Established 1892

DRAKE'S BRANCH, VA.

D. Q. EGGLESTON

DEALERS IN LEAF TOBACCO

Specialty:—VIRGINIA DARKS

Your Business Solicited

Correspondence Invited

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APPOMATTOX, VIRGINIA, U. S. A.

VIRGINIA DARK TOBACCOBought on order or contract for domestic, or foreign account
Ample facilities for steam and air drying

We manufacture hoghead shooks. Stock on hand at all times

J. E. BOYD AND COMPANY, INC., South Hill, Va.**DEALERS IN LEAF TOBACCO**

Buyers and redryers of leaf tobacco on order or contract. Bonded storage warehouse under government regulation. Stocks of leaf tobacco on hand at all times. Samples submitted on request.

Established 1857

R. C. MORTON & CO. LEAF TOBACCO DEALERS

RICHMOND, VIRGINIA

Cable address, Morton-Richmond

Bright and Dark Virginia
Burley—Western—Seed Leaf
Strips—Scraps—Stems—Cuttings

Mail Pouch

*"The Original Package
Chewing Tobacco"***The Bloch Bros. Tobacco Co.**

WHEELING, W. VA.

GET THE NEWS OF THE TRADE
FROM YOUR TRADE PAPER
READ TOBACCO

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TOBACCO PLUG & CUT PLUG

EXPRESSLY MADE FOR SHIP STORES

We Manufacture all Styles of Plug, Cavendish, Twist and Cut Tobaccos

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INCORPORATED 1914

CABLE ADDRESS "MACZIM"

CODES USED

A.B.C. 4th & 5th Editions

LIEBERS - STANDARD

BENTLEY'S

the growers are planning to protect their industry for another five years, will be off to a good start by the early days of 1926.

The association warehouses which will open after the holidays are to begin receiving tobacco on Monday, January 4, 1926.

The association will close down all of its warehouses in eastern North Carolina except Rocky Mount, Goldsboro, Washington and Wendell.

Only eight of the old bright belt receiving points will shut down after the holidays. Receipts from the old bright belt growers exceeded a million pounds a day during the last delivery days of 1925.

The association is continuing its liberal 65 per cent cash advance in 1926 and large deliveries are looked for during the remainder of this season.—S. D. FRISSELL.

tt & Myers Combine Departments

Heretofore separate sales departments of the cigarette and tobacco divisions are consolidated in many districts by the welding of the missionary work for the various brands comprising the lists in these sections. This arrangement will cause the line-up of state division managers and crew captains to change considerably, but each one will undoubtedly be placed in a position which should be entirely satisfactory to the men who have accomplished so much for Chesterfields, Piedmonts, Fatimas, Granger Rough Cut, Velvet, and the many other titles so well known to the American smoker.

Richmond Season Sales

RICHMOND, Va., Dec. 31.—There has been sold to date, out of this crop of sun-cured tobacco, on loose warehouse floors 2,022,295 pounds at \$16.93 average. To same date last year the figures were 1,382,295 pounds at \$14.84 average. The figures speak for themselves. We have no report as to the receipts of the Co-operatives, as the law here does not compel them to make the numerous reports the Public Warehouses have to make to the State Department of Agriculture. The warehouses reopen January 5.—R. C. MORTON & Co.

Martin Leaves Hamburger

Taking effect January 1, A. Martin has resigned from the sales force of Hamburger Brothers & Company. Mr. Martin is now at his home in Ithaca, N. Y.

South Carolina Belt

RALEIGH, N. C., Jan. 4.—South Carolina tobacco growers are signing new five year cooperative contracts as they face the question of whether they will return to auction market for another five years or protect their tobacco by an association of growers.

First reports to arrive from community meetings and local unit Tobacco Growers Cooperative Association in the Palmetto State show that a large majority of the farmers attended the meetings held December 1 and in some cases one hundred of association members at certain points signed the new five year contract designed to protect their tobacco for another five years.

Extremely rough weather and the attendance of large number at the first sign up meetings in the South Carolina belt, but the tobacco farmers have less than 60 days in which to cure 65 per cent of the total crop of the South Carolina belt at work up to the fact that unless the job now, the catastrophe of loss which was threatened this fall by the opening of the auction warehouses in their state, appears certain to become permanent reality.

The figures from the United States Department of Agriculture show that for ten years before the World War South Carolina tobacco farmers received a gross average of 10.1 cents per pound. For the ten years before the war they received a gross average of 15.8 cents a pound and the Tobacco Growers Cooperative Association was formed they have averaged 15.8 cents a pound.

Of the 500,000,000 pounds of tobacco received by the Tobacco Growers Cooperative Association during the three and a half years the South Carolina growers have delivered 30,000,000 pounds.

Within the past three and a half years the Tobacco Growers Cooperative Association has paid its membership states \$80,000,000 in cash, a price for tobacco each season which is greater than the average price for five years in history except the war years.

Tobacco growers in every part of the Carolinas and Virginia, especially in the eastern part of the Carolinas, are now considering the question as to whether they will return to the pre-war prices or continue to the protection of cooperative marketing. Plans for the old belt sign up have been completed by the organization committee representing the growers.—FRISSELL.

The Merger of Consolidated Litho Co. Now Effective

Under date of January 1, 1926, the new Consolidated Lithographing Company, 257-265 West Seventeenth Street, New York, announces that it is the result of the Pashbach-Voice Lithographing Company, Inc., and William S. Sons & Company, Inc., is now in operation.

Both the former factories of the individual concerns, located in New York and Brooklyn, are now under the personal direction of first vice president and general manager, Jacob Pashbach-Voice, and Henry Suer.

And both Oscar Pashbach, president of Pashbach-Voice, and Henry Suer, president of Wm. Steiner Sons & Company, bespeak for the new management the support of their old friends at customers the continued patronage of the tobacco trade.

W. H. McAlister leaves

Following a cerebral hemorrhage at home, 210 West Ninetieth Street, New York, former secretary William H. Alister, of the American Tobacco Company, died at the Post Graduate Hospital last week. He was 70 years of age. He is survived by a wife, daughter, and a brother in New York. Burial was at Woodlawn.

Another of the Camel Cigarette series now running nationally in the magazines

When the second act has come to an end—and the curtain is rung down amidst whirling applause—when you mingle outside with the excited throngs in the lobby—have a Camel!

WHEN the thrilling second act of the best show of the year has just come to an end. And the stars have taken their curtain calls in answer to round after round of applause. When you join the crowds outside just as pleased and thrilled as yourself—have a Camel!

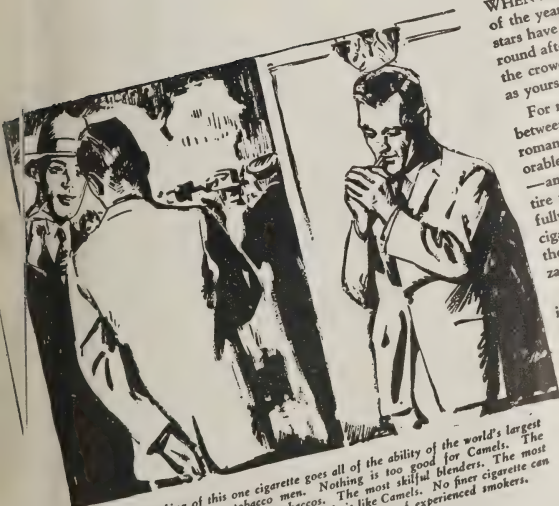
For no other friend is so cheerful, so resting between acts as Camel. Camel adds its own romantic glamour to the brightness of memorable occasions. No other cigarette ever made—and kept—so many friends. Camels never tire your taste no matter how liberally or zestfully you smoke them. Camels never leave a cigarette after-taste. All the desire to please, all the skill to serve of the largest tobacco organization in the world, goes into this one cigarette.

So when you leave the theatre pleased and inspired for greater things, when you see life's problems and their solutions clearer—lift the flame and taste the mellowest smoke that ever came from a cigarette.

Have a Camel!



Our highest wish, if you do not yet know Camel quality, is that you try them. We invite you to compare Camels with any cigarette made at any price. R. J. Reynolds Tobacco Co.



Into the making of this one cigarette goes all of the ability of the world's largest organization of expert tobacco men. Nothing is too good for Camels. The choicest Turkish and domestic tobaccos. The most skillful blenders. The most scientific package. No other cigarette made is like Camels. No finer cigarette can be made. Camels are the overwhelming choice of experienced smokers.



Cable "Robey" Franklin,
Ky.

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Plants and equipment for Buring, Air Drying and Packing on all One-Sucker Markets.
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Specializing Kentucky—Dark Air Cured

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Branches:

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Cable "Miller" Paducah

Codes—A. B. C., 5th Edition

ED. R. MILLER & SONS

DEALERS and BROKERS

Dark Fired Kentucky Leaf Tobacco

PADUCAH, KY.

U. S. A.

Cable: Austin, Greenville

{Arnolds No. 5
{A B C 5th Ed. Improved



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Head Offices: Nashville, Tenn.



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{ENGLAND—Invaide, Liverpool.

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Buyers on all Hoghead and Loose Leaf Markets in Burley and Dark Sections

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INCORPORATED

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Leaf Tobacco Brokers, Dealers and Rehandlers

Can handle all grades in any way desired, on Order or Commission. Personal care given
all business, with special attention to Green Rivers and Burleys

Louisville Market

LOUISVILLE, Ky., Jan. 2.—The Louisville Tobacco Board of Trade reports the hoghead leaf tobacco transactions as follows:

Tobacco Sales for the Month and Year to December 31

Ware-houses	Auction Sales	Week Private	Total for Week	Year Jan. 1 to Date
Kentucky and Louisville	163	..	163	7,381
Main Street	37	..	37	3,879
Planters	60	10	70	4,513
Farmers	..	..	..	..
New Tenth Street	..	..	..	1,084
..	260	10	270	16,857

Classifications of This Week's Sales

	Old Crops	1924 Crops	1925 Crops	Total
Burley	2,064	10,270	2,630	14,964
Dark	1,256	637	..	1,893
	3,320	10,907	2,630	16,857

Comparisons With Previous Years

	1925	1924	1923
Sales	1925	1924	1923
Total Sales of new crop to date	13,567	10,907	10,270
Sales of new crop to date, Original inspection	11,368	9,320	8,637
Rejections	2,199	1,587	1,633
Rejections this week	78	78	78
Burley	78	78	78
Dark	78	78	78
Total	30	30	30
Percentage of rejections to auction sales:	30	30	30
Burley	30	30	30
Dark	30	30	30
Total	3,001	3,001	3,001
Rejections, Jan. 1 to date	3,211	3,211	3,211
Burley	3,211	3,211	3,211
Dark	3,211	3,211	3,211
Total	13,207	13,207	13,207
Receipts this week	13,207	13,207	13,207
Receipts, Jan. 1 to date	13,207	13,207	13,207

Quotations at Louisville

December 31

	Dark	Burley	Bright	Colony	Year
	Red	Red	Red	Red	Mid.
Trash, green	..	..	..	..	..
or mixed	8-10	11-13	14-16	..	6
Trash, sound	10-11	12-14	17-19	6 1/2	7
Common lugs	13-15	16-18	19-21	6 1/2	7
Medium lugs	17-19	20-22	23-25	7 1/2	8
Good lugs	20-22	23-25	26-28	8	8 1/2
Common leaf, short	11-12	14-16	18-20	8	10
Common leaf	16-18	19-21	22-24	10	12
Medium leaf	18-20	22-24	26-28	14	16
Good leaf	24-26	28-30	32-34	18	20
Fine & Select	28-30	30-32	33-35	22	25
N. B.—Unsound or defective in condition, length or color or mixed packages, from 1 cent to 3 cents lower.—	..	..	..	..	..
F. E. BROCAR, Secretary.	..	..	..	..	..

NOTE.—Burley, 1925 crops, 177 hogheads this week, average \$14.23; to date, 2,630 hogheads, average \$16.65.

Lexington Season Sales

LEXINGTON, Ky., Jan. 2.—Sales of Burley tobacco at auction on the Lexington loose leaf market the past week totaled 299,943 pounds, for a total of \$64,619.57, an average of \$21.54 a hundred pounds.

Sales for the season to date Lexington market total 9,819,919 pounds, for which the growers received \$154.30, making the average price for the season \$22.11 a hundred pounds.

Light sales the past week were under zero cold weather, temper under zero prevailing for a first time. All houses held sale but growers brought in but little. Sales were suspended Thursday noon until Monday.—PORTER

Taking Depositions in S. B. Libel Suit vs. Fred

HOPKINSVILLE, Ky., Jan. 2.—Depositions in the million dollar libel suit of Aaron Sapiro against Ford and his Dearborn Tobacco Company, has resumed in Hopkinsville, the headquarters of the Kentucky Tobacco Growers' Cooperative association, in whose institution Sapiro was a conspicuous factor. The attorneys are Ward N. Chota and monard Watson, both of Detroit. Sapiro is represented by Willis H. Gallagher, of Detroit, and Walter of his Chicago office. The session interrupted last Tuesday here. Chota was called to Mayville, a case in Federal Court last day was consumed in taking the money of Reams D. Farmer, treasurer of the tobacco association whose examination had not been completed when the work was suspended. The first day of the were those of T. A. Dayton, County, Ky., and R. J. McMan, Robertson County, Tenn., joint directors in the pool.

The libel suit, which is to be next February in Detroit, grew out of a series of articles published in the born Independent in 1924 and which, it is alleged, accused Sapiro becoming identified with thimble organizations and exploiting its power for their benefit but for its gain.

Among the witnesses to be examined here are J. Wallace Hancock, of the Hopkinsville Tobacco Board of Trade; T. C. Jones, a director pool; Richard Leavell, farmer; Davis, former president of the Hopkinsville Chamber of Commerce; W. R. Crawley, realtor. T. A. Dayton will go from here to Owensboro, Lexington, and thence to Mesquite Colorado.—UNDERWOOD.

Baltimore Men Con

From the factory of Kris & Company, Baltimore, Md., Messrs.heimer and Harris came not last to look at the leaf market in New and Hartford.

Goldvogel Tours ex

Making a tour of general inspection the branches of A. Schulte, Inc., as, Vice-President Goldvogel is making practically all the important of the Lone Star State.

A. L. GLASGOW, President

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W. H. SIMMONS & CO.

Packers, Dealers and Exporters

ALL GRADES TENNESSEE AND KENTUCKY TOBACCO

Correspondence Solicited

Baltimore Market

BALTIMORE, Md., Dec. 31.—Gieske & Mien, leaf tobacco merchants, make the following:

MARYLAND.—With receipts of 66 hogsheads and sales of 558 hogsheads, the stocks in receivers' hands were reduced.

Coming to some duplications, accurate figures of stocks cannot be published next week, actual count now being made.

OHIO.—No receipts; sales, 2 hogsheads.

Association Data

Leaf Tobacco Associations of Baltimore City issues the statistics for the week ending December 30:

Receipts, Including Reinspections

This Week	Previous Week	Total	Net to Date	Same Date 1924
80	33,108	33,188	32,117	32,003
433	433	433	433	402

To 80 33,541 33,621 32,550 32,905
Receipts this week: Maryland, 14; to date, Maryland, 1,071.

Deliveries

Coastwise	Domestic	Foreign	Total	Ohio	Total
80	932	100	1,032	2	1,034
80	8,935	16,618	25,553	525	26,078
To	9,867	16,718	26,585	527	27,112

Stock in Warehouses

Maryland	Ohio	Total
Dec. 1st Jan. 1st	5,774	824
Dec. 1st	32,117	433
To	37,891	1,257
Deliv'd since	26,585	527
Stock today	11,306	730

Sales

Maryland	Ohio	Total
This week	558	560
Previous week	31,394	325
To	31,952	327
Grand sales to date, 685 hogsheads.		32,795

Frich Monopoly Nets Big Gains

The Associated Press gives out the following news story from Paris under date of Dec. 31:

P. Doumer, Finance Minister, told the Chamber of Deputies today that the tobacco monopoly in 1925 brought receipts of 2,000,000,000 francs, against expenditures of 560,000,000 francs, a net profit of 1,440,000,000 francs.

"I have never received any concrete proposition which could insure the French Treasury larger profits," he declared when questioned about offers of American firms to take over the monopoly.

P. Doumer said: "I have found in the official papers of the Ministry of Finance a report that in March, 1924, a well-known and favorably known American financier residing in France asked for

the tobacco monopoly for seventy-five years in return for 18,000,000,000 francs, 9,000,000,000 to be paid immediately and the other 9,000,000,000 over a period of years. The Poincare government then fell and negotiations were discontinued."

"What was the name of this American financier?" a Socialist Deputy shouted. M. Doumer replied:

"Inasmuch as this financier did not desire to engage his bank, which is one of the largest in the world, in any responsibility, I cannot name him. But we must realize that 18,000,000,000 francs over a period of seventy-five years is not nearly as large as a net profit of 1,500,000,000 a year."

Doumer admitted that he recently had been offered from 9,000,000,000 to 10,000,000,000 francs.

Several days ago it was announced that the David A. Schulte Tobacco Company, of New York, had offered to take over the French tobacco monopoly.

Paducah Prospects

PADUCAH, Ky., Jan. 2.—Since our last report, December 18, there has been very little tobacco moving in the loose state. There were sales up to December 23 on the loose floors, but there was no change in the market conditions from our last report.

During the past several days there have been small sales on the loose floors at Murray and Mayfield, and prices on good tobacco have been fully maintained and prices on trashes and low grades of leaf have been slightly higher, but common and low grade leaf continued to drag and farmers are much displeased with the prices they are getting for these grades, which we know are below the cost of production, and no doubt the majority of the farmers will see the necessity of making better tobacco in the future or diversifying their crops. Farmers who are fortunate enough to have good tobacco this year are well pleased with the prices on these grades, and no doubt the difference in values between good and common tobacco will induce the majority of the farmers to make a greater effort to make good quality than heretofore.

The weather for the past ten days has been extremely cold and dry, and we look for very little activity in the market until we have had a good handling season. Most of the farmers have their tobacco stripped and ready to bring to market, and no doubt there will be another rush when weather conditions are favorable.—W. B. KENNEDY & SON.

Shacklett Goes With Am. Ex. Cigar Co.

Announcement is made that Harry Y. Shacklett, of Washington, D. C., selling High Life cigars in that territory for many years, is to continue with the American Exchange Cigar Company, New York, in charge of the District of Columbia, Pennsylvania, Maryland, Ohio, Michigan, Virginia and West Virginia. He will also handle the Rosa del Rancho, of course. Samuel Mayers will continue to cover his former territory.

J. M. VAUGHAN, Pres. J. W. VAUGHAN, Vice-Pres. R. N. CASTLEN, Sec'y.
Cable Address: "VIRGIN," OWENSBORO, KY.

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BUYERS, REHANDLERS AND REDRYERS ON
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Improved Stick and Apron Drying Machines.
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Leaf Tobacco Broker and Handler of All Grades of Leaf and Strips

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All Grades of Firsed, Air-Cured and One-Sucker

Orders and Contracts Solicited. MADISONVILLE, KY.

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Lorillard's Snuff, : Est. 1760

Rail Road Mills Snuff, Est. 1825

Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboy's—Rappees—High Toasts—Strong, Salt, Sweet and Plain
Scotchs

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We serve sixteen tobacco companies. This proves beyond doubt our ability to handle shipments of tobacco.

It would give us great pleasure to number you among our clients.

We are able to serve you out of Atlantic and Gulf ports, with our own office or personal representative at each place. We handle shipments efficiently and economically.

Soliciting your patronage, and trusting that we will have the pleasure of handling your shipments.



Gulf ports, with our own office or personal representative at each place. We handle shipments efficiently and economically.

Soliciting your patronage, and trusting that we will have the pleasure of handling your shipments.

A 1925 Census of Tobacco Manufacturers

Regarding the census of manufacturers for 1925, the Tobacco Merchants Association is sending out the following timely suggestions:

To All Manufacturers in the Tobacco Industry:

The Bureau of the Census is making plans for the next biennial census of manufactures, which will cover the year 1925, as provided in the Act of Congress approved March 3, 1919.

In deciding upon the items to be covered by the census, the bureau has consulted with the representatives of various associations with a view to securing, as far as practicable and without making the schedule too elaborate, information which will be of value to the representatives of the several industries concerned, and at the same time furnish a record of the progress of manufactures generally throughout the United States.

Recognizing the value and importance of this work to the tobacco industry, we have arranged to cooperate with the bureau in collecting the data for the census.

The blank forms upon which reports should be made will be mailed by the bureau to all manufacturers about Jan-

uary 1, and a report will be required from each manufacturer whose gross products are valued at \$5,000 or more for the year 1925. It is to be hoped that every manufacturer concerned will have his records in such shape that he can fill out the schedule within a few days after its receipt, as the tabulation of our industry will not be made by the Bureau of the Census until reports are received from all manufacturers engaged in it. We therefore urge all manufacturers in the industry to furnish this information as soon after January 1 as they possibly can in order that we may have, as early as possible in 1926, the statistics which will show the condition and record of the tobacco industry for the year 1925.—TOBACCO MERCHANTS ASSOCIATION OF THE U. S.

Louisville Companies Join Interests

LOUISVILLE, Ky., Jan. 2.—The leaf tobacco firm of H. M. Cousins & Company has been dissolved, and H. M. Cousins will hereafter be connected with the Dibrell-Dunnington Company, whose offices will be at 1024 West Main street, this city.

Owensboro Outlook

OWENSBORO, Ky., Jan. 2.—Moreland, Withers & Hicks, report: "Our market reopened on Monday and light offerings throughout the week gave us aggregate sales of: Green Rivers, 1,240,060 pounds; average, \$7.91. Burleys, 32,650 pounds; average, \$15.15 per hundred pounds.

"There is little change to report in conditions and prices on Green Rivers. All Burley grades, however, showed a decided advance."

The Kentucky & Virginia Leaf Tobacco Company makes comment in part as follows:

"The market opened strong and active last Monday, common trashes showing an advance of three quarters cent over prices before the holidays. However, as the week advanced some irregularity developed in common trashes and some piles were purchased at pre-holiday prices.

"With above exception the market showed no material change from previous prices, the lower average being due to increased offerings of common grades."

The Hodge Tobacco Company says: "This week's sales were considerably

curtailed due to the extreme cold weather, and deliveries will probably continue light until we have a good shipping season.

"Trashes and the medium type of leaf are more in demand which means more satisfactory prices on these grades."

"Taken as a whole, offering has been common this week, which accounts for the lower average."

Vice President McDonald Retires From L & I

St. Louis, Mo., Jan. 1.—When president E. B. McDonald retired from the Liggett & Myers Tobacco Company last week he was presented with a service by associate vice president T. Anderson and his friends in the company's employ. Mr. McDonald, connected with the L. & M. company fully thirty-five years, four in sales department. He started as a man, and he retains a keen appreciation of the work his assistants have accomplished during his management of the selling staff.

The best cigars contain

Connecticut
Valley
Tobacco

The CONNECTICUT VALLEY
TOBACCO ASSOCIATION, INC.

Headquarters · 225 State St. · Hartford, Conn.

Connecticut Sells Right Up To Very Last Minute

Grown Sales Most Numerous—New Crop Buying Continues—Beautiful Wrappers—Will Manufacturers Eliminate Packers?—Brewer Now Succeeds Bernstein.

ORD, Jan. 4.—The closing week of the year would hardly be expected to show many leaf transactions, but many took place, and several good grades were closed and covered all though the shade grown sales the lead.

ing of the new crop continues at a pace, and quite a number of contracts have not recently done much to have signified their intention of entering the field in the very near future. If reports are true, some fairly good packings will not put up before the year is over, and the prices being paid for growers who have fair to good grades is somewhat higher than those of a few weeks ago.

Fine Wrappers

Steps are coming in from the sorting plants to show some very fine wrapper grades, with a large percentage of fine day grades. Average quantities of these grades are in most cases, being used for stemming purposes and for paper bales, instead of cases.

This saves the packing charges as well as the incidental, and also eliminates these grades from cigar making. Only the good clean grades are coming on the market later on. Better grades will bring in price that is much more by reason of not having large quantity of low grade tobacco competition.

Curing Poor

While the crop in general looked like one of the leafiest bumper crops when it came to the sheds, that we have had in the curing season was very disappointing. Much of the crop was run into a lifeless, papery leaf, owing into the stemming grades, but a small proportion of the crop is up to go into cases. These will show much less number, when all added up than the totals of the so called bumper crops of recent years.

Next all everybody will be wondering is where the tobacco has gone to, for the 1925 crop, when once ready for the market will soon be absorbed by manufacturers. They have long been looking for tobacco of the kind that the 1925 is showing up.

Uniformity Demanded

Howell the crop appeals to some is down to the operations of one large manufacturer, who up to present time has bought about one thousand acres of land. If he is still in the market and leaving to secure only what are considered good crops. They are of large quantity, thereby getting a fair degree of uniformity in his packing, which in turn reflects itself in the cigars made from them. Naturally, if the cigars are improved, the chances are that their sales will increase, and next season a much bigger crop will be required to meet factory demand.

Packers Eliminated

Of course this takes off the market from many more crops which usually go to the packers. They put it up and sell it, then ready, to this same manufacturer and others. Should this buying by the large manufacturer prove profitable, then not others be inclined to enter the field of direct buying and packing, and thus eliminate many of the few packers that are at present still operating. With the large manufacturer as an agent, his packings lost to him he had no desire to follow up the present

day small trade. And if, say, only half a dozen of the large manufacturers took it into their heads to buy direct from the growers from 500 to 1,000 acres apiece, each season, what would happen?

Among the buyers in town this week were messrs. Jerome and Meredith Kohlberg, H. Cohn, Leo Hirsch, Leo Holzman and son, A. I. Mendelsohn, A. Siegel and son, of New York, C. J. Koffenburgh, of Boston, and Messrs. Laupheimer and Harris, of Kraus Company, Baltimore.

Association Notes

There is but little in the way of news or of inside affairs, to be made public. Some changes in the sales force have taken place, A. I. Bernstein leaving and Vin C. Brewer being taken on as a salesman in territory to be assigned later.

Several of the other salesmen from distant points have been in town recently and planning for the future. The big meeting of all allied interests of the Association, as arranged by the Chamber of Commerce, takes place Monday, January 4, in the endeavor to find ways and means to lift the tobacco growers out of the hole he is in.—NUTMEG.

Inventory The Story With Western Trade

KANSAS CITY, Mo. Jan. 2.—All jobbers and retailers here are deep in the masses of figures consequent upon their annual inventories. J. H. Parker, of the Parker-Gordon Cigar Company, reports a very good year, and he now looks for an even better 1926. Cigar sales are materially increasing, thinks Mr. Gordon, and the retail trade is taking more interest in the national brands advocated upon the local market. Additional advertising appropriations are now looked for here on all the popular cigars which cover this important territory.

Bernstein Succeeded By Vin C. Brewer

Effective January 1, A. I. Bernstein, of the Connecticut Valley Tobacco Growers' Association, has resigned his New York sales territory. He will be succeeded by Vin C. Brewer, whose complete new territory is to be announced very shortly.

New South Dakota Cigar Factory Opened

WINNER, S. D., Jan. 1.—Making a cigar called the La Zona, John Goebel, of Sioux Falls, has opened a new factory here. Two sizes of the La Zona will be manufactured in the ten and two for a quarter grades.

Hartmann Goes to Seattle

Manager Hartmann, of the New York offices of the Crescent Manufacturing Company, proprietors of Mapleine for tobacco manufacturing purposes, departed this week for a conference with the officials of the company at the main offices in Seattle, Wash. Many new inquiries are developing for Mapleine, and the product is especially suitable for plug and scrap tobacco manufacturers, Mr. Hartmann says.

Neuberger in Connecticut

What was probably the last trip of the year to the Connecticut fields was undertaken last week by Moritz Neuberger, of Heinrich Neuberger, New York.

HATHEWAY AND STEANE
GROWERS OF CONN. SHADE
And Packers of Leaf Tobacco
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Telephone John 2831

M. J. GANS PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobacco
219 State St., Hartford, Connecticut



M. W. BOYLE
PACKER and GROWER
of LEAF TOBACCO
32 Bridge Street, Hatfield, Mass.



L. B. HAAS & CO., Inc. Established 1853
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HATFIELD, MASS.
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BROAD LEAF and HAVANA SEED Tobacco

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Packers of Connecticut Broadleaf and Havana Seed.
109 COMMERCE STREET, HARTFORD, CONN.

HUNTTING BROS.
Growers and Packers of Connecticut Shade, Primed,
Broadleaf and Havana Seed
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A. N. SHEPARD & SON

GROWERS AND PACKERS OF

CONNECTICUT LEAF TOBACCO

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Branches: Hartford, Conn.; Portland, Conn. TELEPHONE: CHAS. 7555

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SPIRITUS SAN MIGUEL 85, HAVANA, CUBA LAS VUELTAS
LAS VUELTAS Cable: Haas, Havana PLACETAS

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Commission Merchants

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COMMISSION MERCHANTS—EXPORTERS
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HAVANA LEAF DEALERS

Raimundo Cabrera 152/158 (Industria)

Habana, Cuba

P. O. Box 495

Cable ANTERO

Havana News

HAVANA, Cuba, December 31.—Excepting the purchases of some exporters for the United States and Europe, our market continued rather quiet during the past week. Mark A. Pollack bought further lots of Remedios 8 as and a few days ago was followed by two other firms, Echevarria & Perez and Abraham Haas. Of this class is very little left by this time. Sobrinos de Antero Gonzalez continue in the market buying all kinds of low grades for Spain and a few days ago also Leslie Pantin & Son started to buy Remedios Botes for a European client. Several local and Tampa cigar factories purchased wrapper and filler grades.

In the Remedios section further sales of Vegas took place, including several of our local Almacenas as the buyers, mostly people who sold their holdings during the rush a few weeks ago. In the Sancti Spiritus section, especially in Zaza del Medio and Taguasco, there is very little tobacco left. Vigil & Corzo and Abelardo Cuervo added further lots to their stock. The market for 1st and 2nds is very firm and nearly all holders only want to sell both grades together. As mentioned already in former reports, the reports about a probable good crop do not affect prices for last year's goods at all and besides this nothing definite can be said about the new crop either, as the months of January and February will decide quantity and quality.

The weather conditions, probably with the exception of the part of the country between Havana and Santa Clara, such as Esperanza and Jicotea, were favorable lately, enabling the farmers to plant all posturas at their disposal and many of them finished planting days before Christmas.

The reports from the Partido section are very encouraging. Several farmers have cut well developed tobacco already and the plants on the fields are looking "fine."

Regarding Vuelta Abajo very little can be added. After the final rains in all sections, the tobacco-fields make a satisfactory impression and a few rain-showers during January will undoubtedly assure a good first cut. After a few cold days, combined with short-rain-showers, the weather, at least in Havana, is rather mild again, which indicates that more rain is likely to be expected.

The crop in the Province of Santiago de Cuba, which produces mostly tobaccos for local consumption and export to Europe, is said to be first class and at this time the first cutting is said to have started.

Our stripping factories in the city and in the country are working with full force and the larger American export houses like Leslie Pantin, Mark A. Pollack and Walter Sutter Company, are very busy with shipments of barrels. Also to Argentine large lots of Remedios upper grades were shipped.

Writer of this wishes TOBACCO and its readers a Happy and Prosperous New Year.—GALLO.

Smaller World Crop

WASHINGTON, D. C., Jan. 3.—A world tobacco crop slightly less than those of the last two years, but 38 per cent greater than the annual average of the five years before the war, was indicated tonight in Department of Agriculture reports from nineteen countries which last year produced 74 per cent of the world crop. India and China were not included.

The more important producing countries in Europe show a decline of 13 per cent from last year, the department

announced, the drop being the largest in France, with a loss of 45 per cent. Yugoslavia and Bulgaria also show declines, while Czechoslovakia and Rumania have materially increased production. Production reports have not yet been received from the Dutch East Indies, the Philippines, but the crop there is said to be of inferior quality, and reported a crop of better quality than usual.

Big California Jobs Employ 22 Salesmen

LOS ANGELES, Cal., Jan. 1.—The new year here, Klauber & Heim, are inventorying stock and making plans for the season. American cigars are the biggest merchandise, and many shapes are so low in supply or entirely exhausted that new business must await shipments from the Orient. Even two salesmen are now employed in various local territories, and the distribution of the K & W lines is complete.

Callan Opens New Store In Rochester

ROCHESTER, N. Y., Jan. 4.—At the corner of Meigs street and Lombard avenue, this city, James Callan has opened a very fine modern cigar store in the recently constructed building which now occupies the site of the former site of the city. It was formerly the smallest cigar store in Rochester. All popular cigars will be carried. Particular attention will be given to window work, and store interior display.

Albany Salesman Dies Very Suddenly

ALBANY, N. Y., Jan. 1.—While at the Lark street home for the night, Frank Decent, former salesman of the American Tobacco Company and Dearstyn Brothers Tobacco Company, died of acute indigestion. Mr. Decent was a most progressive salesman of the younger generation, and he was highly admired and much liked by his friends and customers throughout this state.

Coast Retailers Now Have Thirty Fine Store

SEATTLE, Wash., Jan. 1.—With more in other nearby towns, thirty stores in this city and district are now under the management of the Star Cigar Company surely have a thorough coverage of the retail trade. Lopez, Seattle manager, announced a gain of nearly twenty-five per cent in 1925. He also reports a large gain for the old year, although he believes cigarettes are showing a slight increase and bulk in business.

Consolidated Cigar Em...

It is estimated that Consolidated Cigar Corporation in the year ended December 31, last, earned about \$32,000 after all charges and depreciation would be equivalent to about \$8,000 share on 147,573 shares of common compared with about \$5.40 a share in 1924. Earnings amount to nearly \$40 a share on the \$3,890,000 preferred, or almost six times dividend requirements. Ratio of current year's current liabilities is expected to be around 20 to 1, compared with 14 to 1 at the end of 1924.—Wall Street Journal.

Hirsch in Nutmeg

More of that fine Connecticut was of extreme interest to L. Hirsch last week, so he went over to the Hartford market for another close look at the leaf.



Tobacco Exports During 1925

WASHINGTON, D. C., Jan. 4.—Too importance has probably been attached to the fact that exports of tobacco from the United States for the year have declined when compared with 1924, says the Tobacco Section of the Department of Commerce. In a comprehensive review of tobacco exports from the United States for 1925 the department says:

In 1919, approximately 766,000 pounds of leaf tobacco were shipped from countries in the United States. This was the greatest amount of leaf tobacco ever exported during any year of our history. The next greatest amount exported during one year was 546,000,000 pounds, exported in 1924 and exports during 1923 rank next in point of annual export. It is obvious, therefore, that a comparison of the current year's exports with those of these years reflects an unusual situation. Nevertheless, if the comparison is made, exports of leaf tobacco from the United States during the first ten months of 1925 have fallen 24 per cent when compared with the corresponding period in 1924 and 7 per cent when compared with 1923. Compared with the corresponding period in 1924, which year more nearly represents a normal year, there is a decline of 25 per cent in the leaf exports of the current year (1925).

The export of raw leaf from January to October of 1925 amounted to 349,000 pounds and it is safe to prognosticate that the exports for the two remaining months of the year will make the total for the year exceed the quantity of 400,000 pounds exported prior to the end of the year and equal the quantity of 400,000 pounds exported in 1922.

The United States had a short crop of tobacco amounting to 1,240,000,000 pounds, the latest estimate for the crop of 1925 is a production of about 1,264,000,000 pounds.

There is a movement in many foreign countries to become self-sustaining in tobacco needs, and production in these countries has accordingly increased. This is a policy, however, which cannot be pursued too far without incurring its own penalty, since governments launching into such enterprise will relinquish a valuable venue in the form of import duties and take grave risks in attempting to export the tobacco tastes of their people. In competitive tobaccos, Italy has a water increase in production in another foreign country, and the United States is substituting poorly fired Italian tobacco for American tobaccos is yet to be noted.

While increased foreign production undoubtedly influenced the downward trend of tobacco exports during the current year, it is the opinion among exporters and dealers that much more tobacco could have been sold abroad had there been no unwillingness from recent experience to sell on terms of long credit.

Continued low purchasing power of European currencies, the steady increase of food prices maintained by the United States, the American leaf from the two crops, as well as an accumulation of stocks in Europe from the heavy crops of American tobacco in 1924, have been without influence in our decline during 1925.

With the exception of cigarettes, exports of tobacco products have not suffered during the year. Exports of cigarettes from January to October of 1925 amounted to 6,703,000,000 compared with 6,000,000,000 during a similar period of 1924. Cuba is the greatest market for American cigarettes and economic disinclination in that country account of the decrease.

It may be noted from the following table the exports of plug and smoking

tobacco in 1925 compare favorably with quantities exported during 1924.

Total Exports of Leaf Tobacco from the United States 1909 to 1913, and 1918 to 1925.

(Quantity in Pounds)

1909-1913	388,283,746
1918	403,871,275
1919	765,913,164
1920	467,662,124
1921	515,353,007
1922	430,907,978
1923	474,500,139
1924	546,555,416

January to October

1922	354,167,149
1923	375,849,396
1924	457,860,246
1925	349,513,206

Exports of Manufactured Tobacco from the United States, 1922 to 1925.

Cigarettes

	Number
1922	11,470,179,000
1923	12,252,528,000
1924	10,495,883,000

January to October

1924	8,819,378,000
1925	6,702,725,000

Plug

	Pounds
1922	3,707,038
1923	3,769,324
1924	3,811,113

January to October

1924	3,107,645
1925	3,076,135

Smoking

1922	1,298,958
1923	859,148
1924	978,741

January to October

1924	808,618
1925	946,102

Wolf & Lavenson Succeeded By The Wolf Company

PHILADELPHIA, Pa., Jan. 2.—Effective January 1 the old firm of Wolf & Lavenson, tobacco trade lithographers and display creators, is succeeded by the Wolf Company. Offices and the factory will be maintained at the corner of Fifteenth street and Mount Vernon avenue, this city. August Wolf and Benjamin Hirsch have purchased the former interest of Isaac Lavenson.

Sam Zinberg Returns From Europe

After a most thorough inspection of European conditions in the pipe trade, Sam Zinberg, with the House of Comoy, has returned to his New York offices. Mr. Zinberg believes the United States leads the world in the retailing of tobacco products. Display and advertising of pipes in the most progressive stores is far superior here, thinks Mr. Zinberg. He urges upon American merchants an even more intensive display and sale of smokers' necessities.

Porto Rican Crop Estimate

WASHINGTON, D. C., Jan. 6.—The tobacco crop of Porto Rico for 1925-26 has been estimated to be between 25,000,000 pounds and 27,500,000 pounds, according to a report received in the Department of Commerce from Trade Commissioner Erwin P. Keeler. The tobacco crop in Porto Rico is harvested during the late winter months and the early spring months and it seems to be generally agreed that the acreage of the present crop is sufficiently greater than last year to warrant a considerably larger crop. The crop for 1924-25 amounted to 23,329,000 pounds.—LAMM.

Cable "Pollack"

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Commission Merchants and Exporters

Leaf Tobacco

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Cable "Valleluis" Telegraph "Valle" Code A B C 5th Ed Improved

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Packers, Dealers, and Exporters of Leaf Tobacco

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GERVASIO 182, HABANA, CUBA

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Havana Leaf Tobacco of all kinds

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Guaymas
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Porto Rico—Manati

128 Water St.
NEW YORK

TORANO & CO.

SPECIALISTS IN PARTIDO

HABANA LEAF TOBACCO PACKERS AND DEALERS

Cable: Toranoco

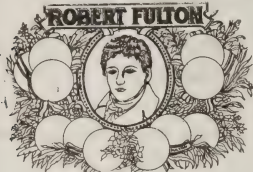
53 Estrella Street

Habana

Trade-Marks Filed in U. S. Patent Office

The following trade-marks were published in compliance with section 6 of the Act of February 20, 1905, as amended March 2, 1917. Notice of opposition must be filed with the U. S. Patent Office, Washington, D. C., within thirty days from date of official publication.

Ser. No. 220,454. HARRY L. HAINES, doing business at H. L. Haines & Company, Red Lion, Pa. Filed Sept. 19, 1925.



220,454

The name and portrait is that of "Robert Fulton," American engineer and inventor (deceased). No claim is made to the name "Robert Fulton" except in the association shown.

The particular description of goods.—Cigars. Claims use since May, 1913.

Ser. No. 221,359. JEAN FAURANT, Paris, France. Filed Oct. 7, 1925.



221,359

The particular description of goods.—Cigarette Paper. Claims use since Apr. 1, 1925.

Ser. No. 221,726. VICTOR TALKING

MACHINE COMPANY, Camden, N. J. Filed Oct. 14, 1925.

HIS MASTER'S VOICE
221,726

The particular description of goods.—Cigars, Cigarettes, Smoking Tobacco, and Cigarettes Made from Cigar Tobacco. Claims use since Autumn of 1904.

Ser. No. 220,654. ANTONIO GUTIERREZ, New York, N. Y. Filed Sept. 23, 1925.



220,654

The portrait is that of Aaron Guedalia (deceased). No claim is made to the name "Guedalia" except in the association shown.

The particular description of goods.—Cigars, Cigarettes, and Smoking Tobacco. Claims use since July 1, 1924.

Ser. No. 221,787. L. & H. STERN, INC., Brooklyn, N. Y. Filed Oct. 15, 1925.



221,787

The particular description of goods.—

Smoking Pipes, Cigar Holders, and Cigarette Holders. Claims use since about Jan. 1, 1924.

Ser. No. 220,665. LOUIS MORGENSTERN, doing business as the Luzon Cigar Co., Inc., Schenectady, N. Y. Filed Sept. 23, 1925.



220,665

The name and portrait is that of Chas. P. Steinmetz, American-German electrical engineer and author (deceased 1923). No claim to "Charles P. Steinmetz" or "Chas. P. Steinmetz" except in the association shown.

The particular description of goods.—Cigars and Cigarettes. Claims use since July 1, 1924.

Ser. No. 221,280. RUBINOVICH AND HASKELL LIMITED, Montreal, Quebec, Canada. Filed Oct. 5, 1925.



221,280

The Particular description of goods.—Smokers' Articles, namely, Pipes, Cigar and Cigarette Holders, Cases, and Pouches. Claims use since October, 1915.

Ser. No. 214,798. GEORGE EVANS KENT, Toronto, Ontario, Canada. Filed May 23, 1925.



214,798

The Particular description of goods.—Match Strikers Consisting of a Strip of Abrasive Material Inserted Beneath the

Undercut Edges of an Open Grooved Stem of the End of the Groove Being Closed by the Mouthpiece in its Inserted Position. Claims use since May 1, 1925.

Ser. No. 185,670. PEGO v. CA, Habana, Cuba. Filed Sept. 11, 1925, der ten-year proviso.



185,670

The particular description of goods.—Cigars, Cigarettes, and Cut Cigars. Claims use since about 1890.

Ser. No. 221,206. NICK RENZ, doing business as Renz & Co., Connellsville, Pa. Filed Oct. 1, 1925.



221,206

No claim is made to the words "Italia" apart from the mark shown.

The particular description of goods.—Cigars. Claims use since Aug. 1, 1925.

Ser. No. 222,166. DOUGAL BROS., London, England. Filed Oct. 23, 1925.



222,166

The particular description of goods.—Matches. Claims use since June, 1925.

MILTON H. RANCK

Packer of and Dealer in
Domestic Cigar Leaf Tobacco
Office: Cor. Duke and Chestnut Streets
LANCASTER, PA.

Packing Houses: Strasburg and Lancaster

I. H. WEAVER CO.

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241 No. Prince St.
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Seedleaf Tobacco Growers Co.

All Grades
Pennsylvania Tobacco

536 No. Charlotte St.
LANCASTER, PA.

Lancaster County Leaf Tobacco

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Minkoff Leaf Tobacco Co.

J. M. MINKOFF, PROP.

All Types of Leaf Tobacco

210 W. Grant St. Lancaster, Pa.

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Accurate, reliable service guaranteed.

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J. W. BRENNEMAN & CO.

Packers of

Pennsylvania
Leaf Tobacco

MILLERSVILLE, PA.

Warehouse: 349 W. Walnut St.,
Lancaster, Pa.

City Leaf Tobacco Co.

Packers of

CONNECTICUT and
PENNSYLVANIA TOBACCO

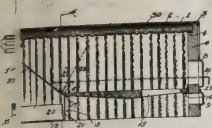
Main Office and Warehouse:
106 W. Gas Ave. York, Pa.

Patents Recently Granted

By U. S. Patent Office

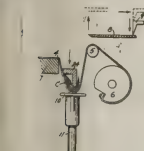
description of the patents described herewith can be obtained from the Patent Office by sending to the Commissioner of Patents, Washington, D. C., the number of the patent with 10 cents in currency or order. Stamps will not be accepted. For this sum the Patent Office will send a printed copy of the patent, which contains complete descriptions in detail.

1,563,312. TOBACCO-DRYING APPARATUS. JOHN BIRT MUSE, Cameron, Ark. Filed Jan. 25, 1924. Serial No. 1,563,312. (Cl. 126-104.)



1,563,312
An apparatus of the class described, comprising an inner and an outer casing, a grate within said inner casing, supporting means for the grate, a damper plate within the inner casing and having a pivot journalled in the side walls of the inner casing, said pivot rod being connected to the support of the grate and a crank arm connected to said damper plate, an operating rod extending beyond the outer face of said inner and outer casings and positioned also between the inner and outer casings at its inner end to operate the damper plate.

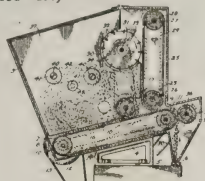
1,563,333. CIGAR-BUNCH-CHARGE MACHINE. B. BRONANDER, Montclair, N. J. Assignor to International Cigar Machinery Company, a Corporation of New Jersey. Filed Mar. 15, 1924. Serial No. 1,563,333. (Cl. 131-39.)



1,563,333
In a cigar machine, the combination of a bunch-rolling mechanism including a rotating drum receiving a charge of filler substantially flat form, of means acting on a charge at one side of its center to feed it out and convert it into arcuate form, a bunch rolling begins said movement in the form of a chianti and said means acting on the charge to form the arcuate form.

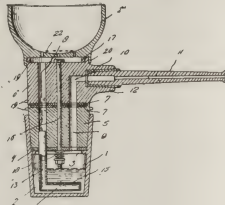
1,563,334. CIGARETTE-MACHINE. TOM C. FEED, WILHELM B. BRONANDER, Montclair, N. J., assignor to American Machine & Foundry Company, a Corporation of New Jersey. Filed Feb.

12, 1925. Serial No. 8,727. 16 Claims. (Cl. 131-39.)



1,563,334
The combination with a housing for confining a mass of cigarette tobacco, of automatic mechanism for disentangling tobacco from said mass and feeding it to a cigarette machine, and automatic means for maintaining within the range of action of said mechanism a substantially constant part of said mass.

No. 1,563,460. SMOKING PIPE. WILLIAM WALKER SAWTELL, Calif. Filed Feb. 25, 1925. Serial No. 11,455. 1 Claim. (Cl. 131-12.)



1,563,460
A smoking pipe comprising a cup adapted to contain a fluid through which the smoke is to pass, a bowl for reception of the tobacco, a two-part body interposed between said bowl and cup, one part being received in said cup and the other part being connected with said bowl, resilient connecting means, said parts being formed with aligned openings capable of being disaligned upon relative rotation of the parts, a locking device for maintaining the parts in rigid relation, and a stem carried by one of said parts and serving as a handle for rotating one part with respect to the other.

No. 1,563,805. CIGAR AND CIGARETTE EXTINGUISHER. MAX STENZLER, Philadelphia, Pa. Filed Oct. 24, 1922. Serial No. 596,655. 2 Claims. (Cl. 133-51.)



1,563,805
A cigar and cigarette extinguishing device including an ash tray having a bottom and an upwardly extending wall, and an open marginal frame arranged within the ash tray and fitting the wall thereof and provided at intervals with cigar and cigarette receiving and extinguishing openings and having a horizontal bottom face surrounding the lower ends of the said openings and supported upon the bottom of the tray which forms a lower end wall for the said openings to prevent down draft there-through and cause an extinguishing of cigars and cigarettes, the lower face of the said frame being beveled at the inner edge beyond the lower ends of the openings to form a hand hold for re-

MT. JOY FARM PRODUCTS CO., Inc.

Growers, Packers and Dealers in

PENNSYLVANIA TOBACCO

All Lancaster County Grown MT. JOY, PA. Correspondence Solicited

HENRY MILLER'S SONS

309 RACE STREET, CINCINNATI, O.

Growers and Packers of

DOMESTIC TOBACCOS

Packing Houses: MELROSE, CONN.

QUINCY, ILL.

MIAMISBURG, OHIO

E. L. Nissly,

H. Roy Nissly,

E. Jay Nissly

ESTABLISHED 1885

LANCASTER TOBACCO COMPANY

Exporters of LEAF, STRIPS, SCRAPS, CUTTINGS and SMOKING TOBACCO

Factory equipped with the latest improved machinery, for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.

Office and Factory:

Correspondence Solicited.

FLORIN, PA.

H. S. McGiffin, President; F. J. Stewart, Vice-President; L. J. Harper, Sec. & Treas.

HARPER TOBACCO COMPANY

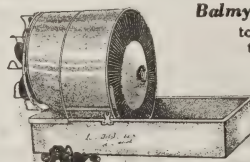
INCORPORATED

Packers of NORTHERN WISCONSIN TOBACCO

CHOICE
NORTHERN
BINDERS

Tomah, Wis.

FANCY
BULKED SWEATED
B's



Balmy, Moist Atmosphere

to prevent the leaf from drying out—to keep cigars fresh—

The American Portable Humidifier

For Nine Years

used by the leading Cigar MANUFACTURERS in all departments where humidity helps production.

CIGAR JOBBERS and RETAILERS find it THE humidifier best suited for use in humidors and steak rooms, large or small.

No mist, no spray, no noise.

Humidity evenly distributed and regulated.

40% of total sales are repeat orders

AMERICAN AIR PURIFIER CORPORATION

165 East 35th Street

New York City

CRAGGS & SMITH

Tobacco Manufacturing Engineers

Suppliers of all kinds and makes of Tobacco Machines; Cigarette paper, Tapes, Tipping material, Adhesives, Humidifying Systems (Rhode Island Humidifier), and all other kinds of cigar and cigarette manufacturing supplies. Domestic and Export.

EXPERT Engineering and Construction Service

Telephone:
"Bowling Green 5025"

Cable Address:

No. 2 Stone Street, New York, N. Y.

K. STRAUS & CO., Inc.

Importers and Packers of
HIGH GRADE LEAF TOBACCO

301 307 N. Third Street

Philadelphia, Pa.

ANDREW JENSON & SON

Packers of Wisconsin Leaf Tobacco

EDGERTON, WISCONSIN

Latest Equipment for Reswetting Seedleaf Types of Tobacco

moving the frame from the tray, said openings consisting of an upper downwardly tapered cigar receiving portion, a lower tapered cigarette receiving portion of less diameter than the said upper portion, and an intermediate downwardly tapered portion presenting inclined walls arranged at a different angle from the walls of the said upper and lower portions of the openings.

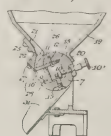
No. 1,563,541. SMOKER'S ARTICLE. CYRUS M. ADLER, Chicago, Ill. Filed-Sept. 26, 1923. Serial No. 664,837. 2 Claims. (Cl. 206-41.)



1,563,541

A smoker's article comprising a cylindrical casing, a spiral passage therein and terminating near the peripheral wall thereof, a knife hinged to said peripheral wall and adapted to close said passage, and a spring normally holding said knife in position to close said passage.

No. 1,563,756. CIGAR BUNCHING. BENJAMIN LIBERMAN, Philadelphia, Pa. Filed Mar. 29, 1922. Serial No. 547,671. 8 Claims. (Cl. 131-39.)



1,563,756

In a scrap bunching machine, the combination of means forming a measuring pocket, movable to and from receiving and discharging positions, means for delivering scrap tobacco thereto, a knife forming a margin of the pocket, means for adjusting the position of said knife,

a second knife secured to a stationary part for cooperating with the first knife for shearing off scrap projecting from the pocket.

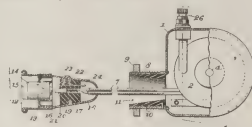
No. 1,563,845. CIGAR LIGHTER AND STAND. HENRY JOSEPH GRIESHABER, Chicago, Ill. Filed Oct. 27, 1924. Serial No. 746,213. 9 Claims. (Cl. 219-32.)



1,563,845

A device of the kind described comprising a base, a hollow standard arising therefrom, conductor tracks extending longitudinally within said standard, non-conductor tracks continuing below said first-named tracks, a lighter unit, a conductor cord leading from said unit into said standard, a weight connected with the inner end of said conductor cord and movable upon said tracks, and contact members carried by said weight and engaged with said tracks and having electrical connection with said conductor cord.

No. 1,564,072 CIGAR LIGHTER. JAMES MADISON JACKSON, Parkersburg, W. Va. Filed Feb. 14, 1925. Serial No. 9,217. 2 Claims. (Cl. 219-32.)

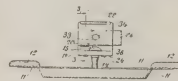


1,564,072

A device of the character described comprising an element to be heated,

means by which said element is carried including a metallic thimble with which one terminal of said element is in electrical connection, a metallic extension upon the thimble having an opening an electrical circuit including a cable, means by which one of the wires of the cable is connected to the remaining terminal of said element, an insulating plug situated in said extension, a spring contact guided in said insulating plug at which contact the other wire of said cable is connected, said spring contact entering said opening and completing the electrical circuit through said element and the wall of the opening, spring tension means by which the cable is wound, and means including an insulating bushing by which said extension is receivable, the engagement of said spring contact with the wall of said bushing pressing the contact out of engagement with the wall of said opening and thereby opening the circuit of said element.

No. 1,564,539. COMBINATION MATCH-BOX HOLDER AND CIGAR CUTTER. VINCENT DI GIGLIA, Brooklyn, N. Y. Filed Apr. 22, 1925. Serial No. 24,934. 1 Claim. (Cl. 131-66.)



1,564,539

A match box holder and cigar cutter comprising a metal plate bent to produce a flooring for a match box, a vertical side wall, an opposed side wall bent angularly outward and inward at an included angle of approximately ninety degrees, its upper edge being disposed substantially level with the corresponding edge of the first named wall, a plate attached to the upper edge of said angular wall and to its junction with said flooring to extend vertical therebetween, end walls formed with said vertical plate to extend coincidentally with the angular walls, the lower of said angular walls having a discharge opening and the upper of said angular walls having an opening receptive of the end of a cigar,

a shear plate slidably engaged with adjacent the inner surface of said angular wall, said shear plate having an opening registerable with the opening in the angular wall, and a spring cooperatively acting between said shear plate and angular wall whereby the shear plate is held normally extended and the opening in register.

Whitney Smoke Shop

DUBUQUE, Ia., Dec. 18.—Frank Whitney, having purchased the cigar at liard business of Walter Madden, has changed the name of the store to Whitney Smoke Shop.

Cohn Looks Over Shee

grown

One of the most interested cigar men in the Connecticut field this past week was H. Cohn, of New York. He examined the fine shadegrown, and admired very much.

Carrying the Message to Garcia

When Eloy Vega rode like a pirate from the factory of E. A. J. Company, New York, with an automobile load of emergency Medalists for the holiday trade of Yahn: Donnell, in Philadelphia, a week ago, few knew that Mr. Vega married Elbert Hubbard's Messer Garcia. Because, on Thursday, December 24, Mr. Vega married Miss Garcia. Then they went down to Atlantic City for the honeymoon, and Vega will return this week to his job as superintendent of the Medalists.

Mendelsohn Returns From East

Back again in New York after a trip to Hartford last week, A. Mendelsohn expressed the opinion that the present movement of tobacco would continue through the month, and that the spring season.

A remarkable record of a remarkable tobacco

THIRTY-THREE per cent more Porto Rican cigars were imported by the tobacco trade of the United States during the fiscal year 1925 than in the previous twelve-month period. The recent Porto Rican harvest of leaf tobacco is practically sold out.

Merit is beating a path for Porto Rican cigars and tobacco. There is a very decided trend toward Porto Rican cigars and tobacco in this country.

Manufacturers, jobbers and dealers will profit by serving the demand of smokers for Porto Rican cigars, or cigars containing Porto Rican tobacco.

We can tell you more about
Porto Rican cigars and tobacco.
Write for information.

GOVERNMENT OF PORTO RICO TOBACCO GUARANTEE AGENCY

136 Water Street, New York
Telephone John 1379
F. LINARES, Agent

To protect buyers of Porto Rican tobacco the Government requires the affixing of a Government Guarantee Stamp to every box of cigars and every bale or barrel of P. R. tobacco leaving the island. Look for these stamps.

onsin Greeted With Cold Holiday "Spell"

Weather of Recent Years and Snow Drifts Halt Stripping Calls for Painstaking Effort Considerable Damage Encountered.

Wis., Jan. 2.—The weather greeted the holidays with some of the worst weather of recent years. A heavy blanket of snow, with a five inches of snow. Today weather has moderated. This morning is promised. This will encourage growers to take down the rest of the tobacco, of which there was commonly supposed. 10 per cent of the crop is still in the poles.

tion of the crop that had been previously has been stripped the exception of a small percentage growers have had a painstaking job of it in some cases, as wet weather in portions of the crop, which pole rot, and shed burn, in most cases the growers have a job of stripping, but a small percentage of them have not stripped it should be. As a result of this, as been prevalent in the few days date in about 5 per cent of the crop delivered for assorting purposes.

Sorting has taken place in both northern and the southern sections, which furnish the Pool ammunition in their campaign of contract renewals for the next five year period. Wet butts have been the cause *per se* of the trouble in the cases, but shed burn has been reported to have caused some of the growers took their time to sort out the wet butts for delivery, others refused to be led, and others took the knife with them.

Twenty per cent of the crops have been the best binders the state seen in years, when bought for that reason. The growers have done a good job in getting the crop ready for delivery and have been rewarded for their go work by prompt acceptance of their goods at the fancy contracted price.

Sorting in the north has been delayed by the holidays, and drifted snow has made it impossible in some places for the roads should become open. Just as well, as the buying move in the north has been a near deadlock for the last two months, and it has come to use making bids on the crops. The buyers have been in the northern sections prices from twenty to twenty-five cents in the bundle for the best crops available.

Sorting in the south has gone on as it has previously reported, with the top figure for the southern binders, and fifteen cents as a base price. The stemming buyers have shown a growing appetite for the stemming of the northern and southern

crops, and eleven cents straight with fillers, rags and throw-outs left in, is the price for stemming of the 1925.

The Pool has its crews of sample pullers out among the sheds of the farmers getting samples of the '25. Some of the graded binder samples have been made ready for inspection at the Madison office of the Pool in grades ranging from thirteen to twenty-five cents. To date no pool warehouse is possessed of enough samples of the '25 to square away for any sales of the southern binders. It will not be long, however, before the Pool will have a good array of samples of the southern '25 for inspection. The grades this year are very numerous, ranging at a cent a pound difference from thirteen to twenty-five cents.

The market on old tobacco spurted just before the holidays, and shipments of small lots of old went out even during the time between Christmas and New Year's. Only one full car load was shipped, but local freight shipments amounted to a considerable number of cases. It is also reported that the Pool has been doing a lot of shipping lately of binders and '24 B's.

This month will see the completion of the huge stemming transactions of the '24 that the Pool negotiated with Lorillard, Liggett & Meyers, and Scotten Dillon last month. Lorillard, alone, received over thirty car loads out of Stoughton last week of their '24 pooled stemming purchase. Liggett & Meyers and Scotten Dillon are receiving just as fast at other points.

The assorting and packing of the '25 commenced last week. F. F. McIntosh, the Claiborne Company, the Pool, and the Eckhart warehouses of Viroqua, all opened with large crews December 28.

The press continues to be full of acrimonious letters; between the Pool office and leaders of the dissolution movement. The pool charges falsehood, or stupidity, on the part of the rebelling growers, and will not debate it without plenty of bitter accusations. The rebels are undeterred by the big stemming sales, the Pool's announcements that they are going to pay advances on stemming of the '25 that will average about \$105 per acre, or the Pool's efforts to place them upon the defensive, but are slamming away with propaganda of their own in the press. Last week Attorney Loverud, head of the dissenters, had a letter in the press saying that he had a plan in which the Pool could be compelled to pay 100 per cent upon delivery, instead of the usual advance, and that farmers interested should communicate with him.

Day by day the campaign is getting hotter and hotter. The rival claims of the different camps vary exceedingly, and only time will tell the true story. Meantime many loyal pool growers are re-

ELADIO MIRANDA

PACKER and STRIPPER OF INLAND
PORTO RICO TOBACCO
VEGA BAJA, PORTO RICO



STERN-MENDELSON CO., INC.
HAVANA & PORTO RICO TOBACCO
165 FRONT ST., NEW YORK

FRANCISCO BUXO

Grower, Stripper and Packer of

SAN LORENZO FILLERS OF PORTO RICO TOBACCO

San Lorenzo is located in Porto Rico's best tobacco section.
SAN LORENZO, PORTO RICO

EDWIN A. BENJAMIN

Manufacturer of

PORTO RICAN CIGARS FOR JOBBERS

Prices ranging from \$22 to \$75 per M.
Package goods \$19 to \$25.

Caguas,

Porto Rico

KOHLBERG-GONZALEZ CO., INC.

Nothing Satisfies Like a Good Cigar.

PORTO RICAN TOBACCOS

144 Water Street, NEW YORK Tel. John 2821
Warehouses & Plantations: AIBONITO—COMERIO—GURABO

Cable "Cobias"

COBIAN SOLARES & CO., SUCS.

S. en C.

Growers, Packers and Strippers of Porto Rican Tobacco
Our Specialty Comerio Tobacco

Comerio,

Porto Rico

Cable: "Menendez" Bayamon

Code: A. B. C. 5th Ed.

VICTORIANO MENENDEZ

PACKER and STRIPPER of

PORTO RICAN TOBACCO

(Exclusively Inland) BAYAMON, PORTO RICO

RAMON MORAN & COMPANY

Growers, Packers & Strippers of

Porto Rican Leaf Tobacco—Exclusively Inland

MANATI, PORTO RICO

CARRO HERMANOS & CO.

Sen C

Growers, Strippers and Packers of Porto Rican Tobacco
BUY DAMIAN FILLERS (The Porto Rican Vuelta Abajo)
Barros, Porto Rico

ORTIZ HERMANOS

AIBONITO, PORTO RICO

Growers, Packers and Strippers of Exclusively INLAND

PORTO RICAN TOBACCO

CENTROSA CIGAR FACTORY

Manufacturers of

PORTO RICAN CIGARS FOR JOBBERS

5c, 10c and up

P. O. Box 502, Caguas, Porto Rico

PEDRO VILLAFANE CUEVAS

P. O. Box 44, San Lorenzo, Porto Rico

Grower, Stripper and Packer

SAN LORENZO FILLERS of PORTO RICAN TOBACCO

I. ROSENWALD & BRO.

IMPORTERS
EXPORTERS &
PACKERS OF

TOBACCO

14 WATER STREET

NEW YORK

PORTOCUBA CORPORATION

IMPORTERS AND PACKERS OF

PORTO RICO and HAVANA TOBACCO

DEALERS IN DOMESTIC TOBACCO

170 Water Street, New York

Warehouses: HAVANA, CUBA

UTUADO, P. R.

DURLACH BROS.

Growers and Packers of

High Grade Porto Rico LEAF TOBACCO

Caguas,
Porto Rico.

New York Office
181 Water St.

STROUSE & HOLZMAN

Dealers and Packers of

LEAF TOBACCO

Conn. Shade - Broadleaf - Porto Rico - Havana
197 WATER STREET :: :: NEW YORK CITY

SANTIAGO IGLESIAS SILVA

Grower and Packer of

BEST SAN LORENZO TOBACCO

San Lorenzo

Porto Rico

NORBERTO GARCIA

UTUADO, PORTO RICO

Grower, Packer and Stripper of

INLAND PORTO RICAN TOBACCO

JOSE SILVA

Packer, Dealer and Stripper of

PORTO RICAN TOBACCO

Exclusively Inland

JUNCOS, PORTO RICO

CABLE ADDRESS "JOSILVA"

TADEMA

INFINITO

LORD BYRON

CLEAR HAVANA CIGARS

ARGUELLES, LOPEZ & BRO., Inc., Makers

GENERAL OFFICE AND FACTORY, TAMPA, FLORIDA

Business Office: 222 PEARL ST., NEW YORK

Warehouses: HAVANA, CUBA



DONATO VIGIL & CO.

Importers and Exporters of

LEAF TOBACCO

San Juan,

Porto Rico

It's **TOBACCO**
You need every week

ported to have signed up for the next five year period, while other loyal pool members have resolved to hold off the delivery of the 1925 crops, and to put off the signing of the renewal until the storm blows over.—BANDER.

McCormick Bound for Show

SAN FRANCISCO, Cal., Dec. 30.—With his grips packed for a wide swing to the various factories of Otto Eisenlohr & Brothers, Inc., Charles McCormick, Coast representative here, is proceeding to Detroit and Philadelphia. He will eventually arrive in New York in time for the Tobacco Show, and he will have some stories to tell about the sales prospects for 1926 on Cincos, Websters, Tom Moores, and so on. Local distributors for this line are the Haas Brothers, who report excellent prospects for the year.

Jake Voice's Twenty-Sixth

To celebrate an association of twenty-six years under the firm name of the Pasbach-Voice Company, a dinner was given J. A. Voice in the famous Green Room of the Hotel McAlpin, New York, last week. More than one hundred guests were present, and the affair was a most pleasant occasion, commemorating an anniversary, and inaugurating the new arrangement in the merger of the firm with William Steiner Sons & Company, as the Consolidated Lithographic Company.

Cordero Factory Moves

To secure more adequate quarters for the manufacture of their Mi Hogar, hundred per cent Havana cigar, E. P. Cordero & Company are moving their plant to the Carl Upmann building, at 406 East Fifty-Ninth street, New York. Recent increases in business have compelled the Cordero firm to make this change now, and it is expected that the production will shortly be in such shape that all orders may be filled upon the day of their receipt.

Employment Statistics

WASHINGTON, D. C., Jan. 4.—November employment figures in the tobacco industry have just been made public by the Bureau of Labor Statistics, Department of Labor.

Replies were received by the bureau from 152 cigar and cigarette factories who reported their employment in October at 35,921, decreasing in November to 35,916, a decrease of 0.1 per cent. The payrolls in these plants on the other hand increased from \$671,809 in October to \$689,887 in November an increase of 2.7 per cent.

Thirty chewing and smoking tobacco and snuff factories reported their October employment at 8,135 decreasing in November to 7,837 a decrease of 3.7 per cent. The payrolls in these plants also decreased from \$125,226 in October to \$115,612 in November, a decrease of 7.7 per cent.

The bureau also received replies from 143 cigar and cigarette factories who

reported their employment in November of last year at 32,185 decreasing the same month of this year to 30,737 a decrease of 1.2 per cent. The payrolls in these plants on the other hand increased from \$605,786 in November of last year to \$618,507 in November of this year an increase of 2.1 per cent. Replies were also received by the bureau from 30 chewing and smoking tobacco and snuff factories who reported their employment in November of last year at 8,383 decreasing in the month of this year to 7,837 a decrease of 6.5 per cent. The payrolls in these plants also decreased from \$124,245 in November of last year to \$115,612 in November of this year, a decrease of 7.7 per cent.—L.A.M.M.

New Year Prospects

(Continued from page 4)

only in the particular concern of them, but in the whole industry concerned with that class of goods. "In" is apt to create a suspicion that something is wrong all along the line.

"What I have said regarding the disbursements of cigars, applies with force to all other types of tobacco products. Advertisements of any product which, whether by innuendo, implication or comparison, convey the thought, though not so intended, that tobacco products, other than those thus advertised, are harmful, impure, imperfect, or unpalatable, are too strongly condemned.

"By the use of the force of reason and appeal the T. M. A. has succeeded in persuading some of these advertisers to eliminate objectionable features, and the Federal Trade Commission has been issued a complaint against a No. 2 advertisement.

"We realize, of course, that it is the advertiser's privilege to say anything he likes about his product, provided, of course, his statements do not attack competitive goods, or contain mere representations as to his own goods, or exercising that privilege no advertisement ought to make statements which are likely to react injuriously upon the industry as a whole."

We urgently call upon all advertisers in our industry to exercise all discretion in framing their advertisements and to include nothing therein which may have a tendency to place our commodity in a questionable light or to precipitate a favorable reaction upon the industry as a whole. Rather let the vast amount of space used for advertising individual products be utilized at the service of the purpose of adding credit and prestige to the industry in which advertisers are so vitally interested.

And we believe and urge that the principle should be applied to all propaganda of all modes, forms, descriptions and that all selling points, features or arguments having the effect of knocking competitive goods, whether by direct statement or innuendo by implication or inference should be carefully avoided.

BENIGNO DIAZ

Grower, Packer and Stripper of
PORTO RICAN TOBACCO

Exclusively Inland

CAGUAS,

PORTO RICO

CONSTANTINO GONZALEZ
EDUARDO GONZALEZ

We solicit your trade

RAMON GONZALEZ
ANTERO MAURICIO GONZALEZ

CONSTANTINO GONZALEZ y CA., S. en C.

Packers, Dealers and Exporters of all kinds of Havana Tobacco

Amistad 91-93, Havana, Cuba

Cable Address: Tinogonzal

Phone No. M. 90

Cable "Combate" San Juan

Code: A. B. C. 5th Edon

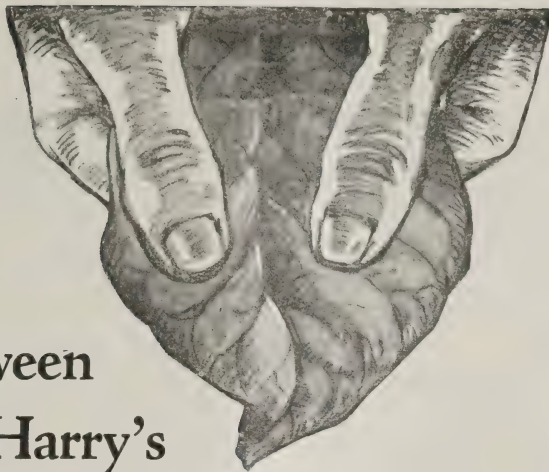
COMBATE TOBACCO CORPORATION

Javier Alonso Riera, President
Growers, Packers and Strippers of

PORTO RICAN TOBACCO

14 Tetuan St.,

San Juan, Porto Rico



Between Harry's Thumbs

... Bill the insurance agent fires
his thunder at Harry the tobacco buyer
... and learns ...

"But put it this way, Harry! You say that when you test tobacco you feel it between your thumb and fingers, smell it, and then burn it."

"That's right, Bill."

"And on that little test you base your decision in buying tobacco. If the sample doesn't smell right, or if the texture is poor, or the burn irregular, then you reject it?"

"There are several other factors entering into it, Bill, but you've covered it pretty well."

"All right, Harry, now here's my point. If you lost your thumb and fingers ... if they were severely burned or crushed in an accident ... you'd lose the chief means of making your living. You'd have to turn to another line of work ... your income would be smaller ... and the worst of it ... your wife and family would suffer."

"You may be right in your way Bill. I know the value of good insurance and I know that many people who earn their living with the piano and fiddle have their fingers insured against injury ... but in my case it isn't necessary and I'll tell you why."

"I spent eight years at the bench as a cigar-maker. That's where I learned the 'feel' of tobacco. Then I saw a bigger opportunity as a buyer and I grabbed it. Then, and now, tobacco was tested by what we call the 'smell and feel.' But do you think this method of testing will continue much longer? I don't."

"Tobacco buyers are getting more support from the laboratory. Everything which enters into the production of good leaf is being analyzed. Experiments are going on. Soil types and the use of different fertilizers are being studied. Why just recently, on January first I believe, a law became effective in Pennsylvania which prohibits the use of chlorine in tobacco fertilizers. Specialists are studying fertilizers, soils, seed, varieties and so on. In fact they have to study them, Bill, because the future of the whole tobacco industry depends largely upon them."

"I personally believe that tobacco buyers are going to pay more attention to the growing end of the business. I think they'll want to know what type of soil the leaf was grown in and how it was fertilized because these factors have a big effect on the aroma and burn. I think that growers are going to state, with a brand or label or something of that nature, how their crops were fertilized ... and what form of potash was used in the fertilizing mixture."

"In short Bill, the tobacco buyer's job is fast becoming a scientific job. I don't say it's becoming any easier than it has been, but this is sure, we are going to have more facts to work with ... and that's what we want."

POTASH IMPORTING CORPORATION OF AMERICA

10 Bridge Street, New York

ATLANTA

SAN FRANCISCO

BALTIMORE

Sales Agents: H. J. Baker & Bro., 81 Fulton St., New York City
West of Rockies: Meyer, Wilson & Co., San Francisco, Cal.

Potash Importing Corporation
10 Bridge Street, New York
Gentlemen:

Kindly mail to the name and address below a free copy of the newly-revised booklet "Better Tobacco." This request involves no obligations of any kind.

Name

Company

Street

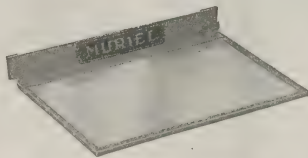
City State

So and Crop Service of the Potash Importing Corporation recently mailed a series of letters to a series of tobacco buyers. To each a fertilizer booklet "Better Tobacco" was offered. The response was so great that the supply was exhausted before all requests were fulfilled. A newly-revised edition—containing up-to-date information—is being printed. You can obtain a copy of this new edition by mail—on the coupon.



Cigar Cutter
and Pocket
Pack Display

"See our exhibit at the next TOBACCO EXPOSITION, Grand Central Palace, New York City, January 25th to 30th."



In appearance, construction, material and strength we give the most for the money. The quality of your advertising reflects the quality of your cigar.

THE BRUNHOFF MFG. CO.

York St. and Freeman Ave.

Cincinnati, Ohio

W. S. LAKAMP
Eastern Representative
113 Maiden Lane
New York, N. Y.

Cincinnati

(Continued from page 3)

"We do not expect to make any material change in our policy or in our line this year," explained David Straus, president of the company. "While the first six months of the year were not very good, speaking from a sales standpoint, business commenced to improve in July and the demand became progressively better each month. We expect this upward business trend to continue through this year, with a progressive increase in sales each month. In our jobbing department we had a very large holiday business, and although the orders commenced to come in later than usual, we succeeded in making shipments promptly by working nights. Our stock ran so low that we had to wire for replenishments, but we succeeded in taking care of our trade. Our Retail and stands did a wonderful holiday business too, and taking everything into consideration we are well satisfied with the showing we have made in the past year."

Bert Cunningham sales manager for the Henry Straus Company, went to Chicago Christmas week, accompanied by his family, to spend the holidays with relatives.

Business Better Than Previous Year

At the factory of Joseph Knecht, 317 Sycamore street, it was stated that the volume of 1925 was greater than that of 1924. "We have been busy every month of the year," it was explained, "and business increased from month to month. During the holidays we were barely able to fill the rush of orders we received for El Rico, and our trade at that time was larger than we have had for years. After a while we will have a larger capacity, as we will be in our new building at 705-11 Sycamore street. It has taken longer than we expected to do the remodelling, and it now seems that we will not be able to move until the first of March!"

"Our December business showed a fine increase over the same month of

last year, and we are well satisfied," said Simon Ullmann, of Ullmann & Company, jobbers, who recently moved into larger quarters at 22 West Third street. "Orders came later than usual, but by working at night we succeeded in getting all of them filled. Our stock ran low, as the demand was larger than we expected, but we wired for express shipments and thus we avoided the disappointment of our trade. The fact that we had larger quarters than before, with better shipping facilities, helped us more than a little."

Mr. Ullmann is of the opinion that the proposed decrease in the tax on cigars will increase consumption and be of benefit to the manufacturer, the jobber, the retailer and the consumer. "The reduced tax will enable the manufacturer to make his low priced cigars a little larger and at the same time improved their quality he pointed out. "Naturally this will be appreciated by the smoker, and a large volume of sales will be the result. When Vice-President Marshall said that 'what this country needs is a good five cent cigar' he uttered more wisdom than is commonly appreciated. It was taken as a joke, but 'many a true word is spoken in jest.' The proposed refund of \$1.50 per thousand on cigars would also be a big thing to the trade, as it would cause the return of millions of dollars."

In Automobile Accident

Samuel D. Hachen, president of the Hachen-Rothert Cigar Company, 213 East Third street, was painfully but not seriously injured in an automobile accident on the morning of December 22. While driving to his business, accompanied by a young girl, the child of a neighbor, a large truck turned in front of him at an angle to his path, and as the street was covered with ice Mr. Hachen was unable to stop his machine. His breast struck the steering wheel with sufficient force to break the rim and spokes, but fortunately he was bundled up in a way that prevented the fracture of his ribs. Besides receiving this severe shock, his knee was badly injured. The child was not dangerously hurt.

"The first six months of last year

were not very good with us, but business increased after that and brought our total to a satisfactory figure," stated Mr. Hachen, who was able to be at his desk a while the last day of the year. "We had a fine holiday trade, and we think that the prospects for the coming year are excellent. We are adding more jobbers to our list and otherwise increasing our merchandising facilities."

Sales Show Increase

Max M. Guggenheim, jobber, at Third and Sycamore streets, stated that his sales had shown an increase each month of the year and it closed with a holiday demand that kept his shipping department working at nights. "I have just heard that the manufacturers of the Mi Hogar cigar are taking steps to increase their production," said Mr. Guggenheim. "I am glad to hear this, for the demand for this popular brand is growing rapidly. Although we have not been in our present location very long, we find that because of increased business we are becoming cramped for space. Business is already beginning to recover from the post holiday lull, and from the way things are picking up I feel safe in predicting that we will make a big gain this year."

New Schulte Link

The new Schulte store, the first of this chain in Cincinnati, opened up a week before Christmas, with Sam W. Evans, formerly of Columbus, O., in charge, assisted by Fred Vedder and Walter Lovell. With its fine furnishings and well displayed stock the new store attracted a great amount of attention, and according to Mr. Vedder it is doing a fine business.

Robey Demonstrating Plant

The Robey Cigar Machine Company has opened a demonstrating plant at 627 Walnut street, which is one of the busiest sections of the city. Here a crew of seven attractive looking young women are operating a double unit shaping and pressing machine, turning out from 2,500 to 3,000 cigars per day, under the direction of C. E. Fowler, who explains the outfit to callers. For the accommoda-

tion of those who desire to see cigars there is a retail counter. Mr. Robey, inventor of the machine, is president and general manager of the company, is spending most of his time here attending to manufacture a

Fine Holiday Trade

"The first six months of the year were not very good, but we made in the last six months and did better than in the corresponding period of the previous year," said F. H. Elson, manager for Chas. N. Krohn & Company. "We had a fine holiday trade, and business is already beginning to show signs of activity, after the usual lull at the close of Christmas. As far as I know at this time, our policies will be the same during the coming year, and we expect to make any material change."

A very satisfactory volume of business during the year was reported by J. H. Frieder & Sons, jobbers, at Third and Elm streets. Herbert Frieder attended the Producto convention, held in Philadelphia factory a few days ago. Mr. Frieder, who is on his way home from Manila, arrived at Rome the 9th of Christmas, and spent New Year's at Monte Carlo. He is expected in Cincinnati about January 15.

On Even Keel

"It has been an even year with us," explained S. N. Shapero, manager of the local factory of the Magneto Cigar Company at 326 East Third street. "That is, we have kept our production at normal capacity all the time, up and down. The sales during the year of the company has kept our output going in a steady stream, and all I had to do was to keep up quality, costs as low as consistent with quality and keep the output up to the point."

A good gain for 1925 is reported by the Peter Ibold Company, manufacturers of cigars, at 912 Main street. Another gain is expected in 1926, although the company had a big force it increased it recently. Geo. W. Coons and J. J. Mamon cover city territory, and J. J. Mamon to cover adjacent territory.—V.L.

DARK TOBACCO

The Dark Tobacco Growers Co-operative Association—a selling organization for 70,000 tobacco growers of Kentucky, Tennessee and Indiana, with headquarters at Hopkinsville, Ky., U. S. A.—offers for sale all types of tobacco grown in the entire Dark Tobacco District as mentioned to the right. All tobacco handled and graded by expert tobacco men; prices uniform.

FOREIGN OFFICE

In charge of Mr. W. M. Fallon (formerly with United States War Finance Corporation.) Sentinel House, Southampton Row, London, W. C. 1, England.

LIMITED STOCKS OF 1924, 1923 AND 1924 CROPS

Packed in Hogsheads, Air-Cured or Retted and Continental Order. Dry Leaf and Ship for English, Continental or Domestic Trade.

ALL TYPES

GREEN RIVER TYPE, Owensboro, Ky.
STEMMING TYPE, Henderson, Ky.
ONE-SUCKER TYPE, Bowling Green, Ky.
DARK FIRED TYPE, Hopkinsville, Ky.
Clarksville, Tenn., Springfield, Tenn., Paducah, Ky., and Mayfield, Ky.

"Vacation" — or Dealer?

By MORITZ NEUBERGER

of Heinrich Neuberger

or, or not to grow? That will be the question with the tobacco farmer in 1926. At the present time the State of Connecticut is a plight that their bankers and suppliers are strongly advising their only remedy a "vacation." Is, one wonders, the only solution of the farmers' problems?

It is perhaps as qualified as a packer to claim some knowledge of the hard lot of the Connecticut tobacco farmer. As a partner of the Neuberger Tobacco Company he has seen the fruits of a work depend on the whims of the elements. He remembers well how the most arduous endeavors are paid by but a single night's hail or gale. For their attempts to escape the burdens of chance the farmers of the Connecticut Valley Tobacco Company certainly deserve highest credit. They should also be given credit for their intentions to better their lot. They have taught many how to assort tobacco, and they have also imbued them with the principle that in co-operation there is strength. That only a small part of their original purposes was accomplished is due to a not despicable fact that the eternal struggle of supply and demand is more powerful than the best of human schemes.

One of all these endeavors the tobacco farmer is just a badly as, for he has been in a position to see the results of his efforts. If the Pool is reported to be a very large amount of the farmers are now delivering their tobacco for many a year, 1925 which ordinarily would be a year of the tobacco farmer's table and if now, as a remedy, a "vacation" is recommended, then the stethoscope of the farmer should be applied to the patient and a diagnosis made.

It should be easy, I think, to trace the condition of the Connecticut tobacco farmer to the somewhat radical change in the distribution of its products. The has curtailed trade between the farmer and the dealer, and favored the dealer, the manufacturer.

One of the main purposes of the Pool the farmers and dealers, and even a few manufacturers, bought the farm-tobacco crop. Naturally, they could have expected certain grades for which they had a ready outlet. Having been owners of Connecticut tobacco, they naturally vigorously advertised and recommended it individually. For many years, friendly relations of confidence created and maintained a steady outlet for the client's immediate needs. Moreover, the outlet was often stimulated by special accommodations of terms and guarantees. If the dealer met with some success in selling part of their stock, they would buyers for additional quantities of Connecticut tobacco. If there was a depression in the market, the burden on the packers. They would even at times if they had not overloaded their stock buy again, although perhaps at a loss. Thus the packers efficiently saved himself the bumper crop of the market conditions.

One of the main purposes of the Pool, however, was to enable the tobacco farmer to avoid as much as possible the direct sales to every manufacturer, large or small. This purpose has proved unobtainable, and manufacturers for various reasons are not allured by the beckoning of the Pool. Outside of their relationship with their tobacco buyers, they found dealing with the Pool to their advantage. A few

far-sighted officials of the Pool either realized this danger immediately, or discovered it in the course of their experience.

Nevertheless, it would seem that no link was found to bridge over the conflicting interests. A great deal of harm had already been done. Quite a few important packers and dealers, who did not want to take up competition against the Pool, discarded or curtailed their purchases of Connecticut tobacco. They invested their capital in other kinds of tobacco. Some concerns even gave up the game altogether. The capital, energy and distributing power of all these firms was irretrievably lost. This loss was in no way sufficiently balanced by direct sales to manufacturers, most of whom can afford to buy only a limited supply, or by purchases of jobbers, who, owing to the competition of the Pool, limited themselves to spasmodic purchases. In this manner the risk formerly borne by the packer or large dealer was thrown back upon the farmers, who are now facing a situation that frequently had to be met by the packers and large dealers.

Besides, the manufacturers and dealers, in so far as they bought from the Pool, restricted their purchases only to certain grades and sizes. While the dependable grades and sizes were in this way disposed of comparatively more quickly, the undesirable grades and sizes were clogging up the warehouses of the Association. It is evident that this presented a new problem which had not been faced in the previous era of distribution.

Moreover, another factor of probably minor importance should not be overlooked. While formerly certain quantities of Connecticut tobacco were bought from the farmers or packers for export purposes to different countries, most of these grades have, since the formation of the Pool, been sold to American manufacturers. Even if they were not used for cigar purposes, the question arises whether it would have been of more advantage to have them go out of the country. The strippers would probably have found a substitute for the exported tobacco in other grades of Connecticut.

If our diagnosis is right, the dealer might be substituted as a remedy for the farmer instead of the "vacation." Perhaps the dealer, instead of being compared to the angry postilion crowded out of his job by the first railroad train, might be likened to the engineer of a train, which in the long run conducts tobacco safely, surely, and profitably from farmer to consumer.

Hollander in Hartford

No more voyages to the Connecticut market are booked for M. Hollander, of New York, this year. It is now in order to mark time until the January period, when inventories are complete, and purchases and sales are again in line.

Newman With Foot Guards

One of the visitors of the week was J. C. Newman, of Cleveland, Ohio, who went on to the capital of Connecticut for a look at the leaf market.

Holzman in Hartford

To finish the old year properly and to start the new year right, Leo Holzman, of Strouse & Holzman, New York, visited the Connecticut market last week.

Kohlbergs in Connecticut

Both Jerome and Meredith Kohlberg looked over the Hartford district last week before closing their records for the old year.

GUM TRAGACANTH

Special Grades for Cigar Manufacturers

PERFECT CIGAR GUM (Powder)
GENUINE SPANISH LICORICE
(Powder and Extract)

RICH POWDERED GUM (3 Grades)
CIGAR AND TOBACCO FLAVORS
(Powder and Extract)

F. E. Richardson & Co., Inc., 114 John St., New York City

EUREKA! EUREKA!

There is no difficulty now in putting the cigar-cigarrette on the American market. It is not necessary to design and build a special machine in order to make a large cigarrette.

Berberian Brothers, Inc., 135 Pine street, Providence, R. I., are the owners of the Old 76 Mild Havana Cigarettes. These cigarettes are among the best in the world.

The Berberian cigarettes are manufactured on the Berberian cigarette basis, according to our American Patent No. 1479458. Made by competent hand cigarmakers, they are the finest which can be produced.

We have just received a letter from Berberian Brothers, Inc., and they agree to make the cigar-cigarrette on the Berberian cigarette basis for our account.

The new smoke, which we will soon put on the American market, is to be packed in boxes of ten, with the following label:

"DIPLOMATIC"

CIGAR-CIGARETTES

Patented in U.S.A. with Mild Havana tobacco filler and the finest of Sumatra wrappers

International Tobacco Corporation,
Montreal, Que., Canada

We can grant you a license agreement so that you may make the cigar-cigarrette in your city or county, and you can buy a special machine for this purpose. Before engaging in the manufacture of this cigarette upon your own account we would advise you to gain experience of your own market with the DIPLOMATIC cigar-cigarrette by ordering them from us. We will supply you with these goods at the same prices that the Berberian Brothers, Inc., charge us.

Apply for quotation to

International Tobacco Corporation,
5729 Park avenue,
Montreal, Canada

LA FLOR DE LA ISABELA

FACTORY, MANILA, P. I.

New York Office:
COMPANIA GENERAL DE TABACOS
DE FILIPINAS
80 Wall Street

San Francisco Office
J. B. HAVRE & CO.
200 Bush St.

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., INC.

Established 1873

Manufacturers

New York

Read Tobacco Weekly

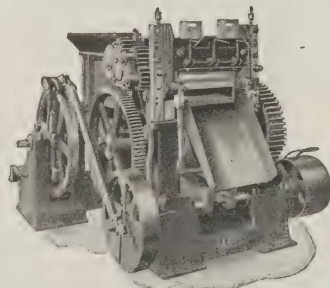
"ADT" Tobacco Machinery

The "ADT" Tobacco Cutter

Class B—Model No. 1
for cutting all kinds
of Tobacco

Large Capacity
Precision Cutting

The Machine with the
Crankshaft below
the Knife



Our Catalog No. 50 contains full details and illustrations of 88 Tobacco Machines. We will be pleased to send you a copy.

The John B. Adt Co.,
Established 1865

BALTIMORE
MD. U.S.A.

Dealers & Exporters of all kinds of

Established 1858
W. S. KESKE & NIEMANN, Leaf Tobacco, BALTIMORE, MD.

Headquarters for Maryland and Ohio Tobaccos



GOOD TOBACCO GROWS IN THE Philippine Islands

Soil and climate and conditions must be right before it is possible to produce good cigar leaf tobacco.

These requirements are fully met in the valley of the Cagayan, Philippine Islands, where the river overflows and restores the richness of the soil each year. For more than two centuries, cigar leaf tobacco from this valley has gone into cigars that found great favor in the Old World and the New.

ISABELA AND CAGAYAN CIGAR LEAF TOBACCO IS SWEET AND MILD AND FREE BURNING. SOME OF IT IS AS FINE AS ANYTHING THAT GROWS ANYWHERE.

The demand for Manila cigars in the American market has served to stimulate further efforts on the part of Philippine planters to produce tobacco that will improve the quality of that cigar.

Manila factories are producing a cigar entirely acceptable to the rank and file of smokers in the United States. Native fillers, some with foreign wrappers, light colors, hand-made cigars beautifully packed are the BEST SELLERS in many sections of the country.

Do You Need a Manila Line?

(For Information write or wire)

MANILA AD. AGENCY

C. A. BOND, Manager

15 William Street, N. Y.





PRINCESS PAT CIGARETTES

FEDERAL TOBACCO CORPORATION -CHICAGO-



Chicago Development Now Helps Cigar Industry

Successful Accomplishments of "I Will" Spirit—Bunting Takes Charge of Palmer House Stand—Federal Tobacco Co. to Make Van Noy Cigarettes—Websters Go to Fox.

January 2.—Chicago, the city that starts another year of progress, is a section of land, 160 acres of an ordinary farm, is the largest group of retail stores and the most complete stocks and to be found in any city in the entire world. This is Chicago's downtown shopping section.

Chicago Develops
Chicago is spreading out. With the growth of Michigan avenue, the city is able to stretch. Development of outlying districts has been rapid and in the last twenty years the number of retail stores in Chicago has increased from 7,000 to 45,000.

Chicago is developing as a city of transformation. Never before has there been so many building projects under way. Fifteen improvements have been completed at a cost of \$158,550,000. More, now under construction, cost \$942,012,000. Twenty others in preliminary stage, will cost, completed, approximately \$1,070,000. These figures are from the Chicago Association of Commerce, and the wonderful strides Chicago has taken are making.

"I Will"
The "I will" spirit of Chicago is making this city one of the great business centers of the world.

Eight new hotels completed in the last year, and four more about ready to open, Chicago's downtown section will care for all travelers and conveniences are coming to our city daily. As the number of cigar stores increases, and the cigar business becomes the largest distributor in the United States.

Anthony, a new clear Havana cigar, is now on sale. Several Chicago dealers are showing the new cigars.

Bunting in Chicago

The Van Noy Inter-state News Company, which control the cigar departments of the Palmer House, show Bertha Chiles the Great and Perfecto cigars in several sizes. William Bunting, a well known local cigar man, is the counter of the main stand in the lobby.

Federal Tobacco Corporation have closed a deal to make the Palmer House cigarettes for the Van Noy Inter-state Company. Palmer House cigarettes are all Turkish tobacco, and come in plain, cork, straw and tips.

Re-ate cigarettes, made by the Buntia cigarette Corporation, of New York, are in fancy gold boxes of ten, and are hundreds were featured by Garland, Chicago's Shop and a high grade Turkish blend, which sells for seventy-five cents a box. A yellow silk cord and the package very attractive. After Christmas offering the cigarettes ran a big sale of Cortez quality cigars at special prices.

Advertising Ceases

For a cigar, cigarette or tobacco ad-

vertisement has appeared in any Chicago newspaper since Christmas. The advertising campaigns on the popular brands will start again very shortly.

The Planters Hotel, one of the largest on the Rialto, has been sold by E. L. Wenzel to Frank Worden and William Bayfield, who operate hotels in Iowa and Indiana.

Mr. Wenzel will build a skyscraper hotel on the northeast corner of Randolph and La Salle street, next to the new addition of the Hotel She-man.

Fox Gets Webster

As the year ended the announcement that the Webster brand of cigars, distributed by Clarence Hirschhorn Company, had been taken over by Nathan Fox & Company, caused quite a stir in local circles. Some months back, when Steele-Weddes Company retired from the cigar jobbing field, Websters were taken over by Clarence Hirschhorn Company.

Already a national seller, Webster will receive the support of the entire sales force of Nathan Fox & Company, one of our largest jobbers. T. P. Jackman closed this important deal, and the selling and advertising campaign is already in full swing.

Websters will be distributed in Chicago and the surrounding area by Nathan Fox & Company. Frank Cohn, sales manager of the cigar department, is to be congratulated on making this very important connection.

The house of Nathan Fox & Company has made rapid strides up the ladder in the last few years. They distribute John Ruskin, the largest selling five cent cigar in Chicago, Lozano, from the Morgan Cigar Company, and Popper's Eight Centers.

Three new sizes in the Webster brand will be introduced. A two for 25 cent size, front marked Knickerbockers and Epicure, and Cadillac ten cent sizes are the new offerings.

Daly Makes Report

Charles Daly who has been manager for many years of the Wengler and Mandell retail store in the Hartford Building, is glad to say that their Christmas business was the largest in their history. Tom Palmer, now made in Tampa, had all the call.

In all the stores of Fred L. Wells, the cigars that got the call were Ravisloe Club and Optimo, both from the factory of A. Santaella & Company, of Tampa. Hoyle's Auditorium Smoke Shop, at 439 South Wabash avenue, closed the year with a very large Christmas business. La Tropical, from F. Garcia & Bros., and LaMega were in big demand. Hoyle has already wired orders to Tampa for rush shipments of these brands, as his stock was cleaned out. Malliard's candies and imported cigarettes are featured by this firm.

All the United Stores are featuring Windless, a new pipe that retails at \$2.50, \$3 and \$5.

High Sovereigns Wanted

Barron Brothers, whose factory is at 1911-13 West Van Buren street had a very heavy call for their High Sovereign cigars. They worked nights for a week before Christmas to fill rush orders.

After a large holiday demand for their Ben Bey cigar, Nathan Elson & Com-



MARIE ANTOINETTE

A Specialty in Mild Havana Cigars
27 Sizes—MADE IN—27 Sizes

"Bought When Quality is Sought"

Descriptive Booklet and Samples Sent Upon Application

E. KLEINER & CO., Inc., Makers
320-322 E. 63d Street, New York City

CEDAR CAN LINING

PRESERVE THE AROMA OF FINE CIGARS

We Specialize in Cedar Linings for Cigar Cans

THE CEDAR PRODUCTS COMPANY

Philip L. Hans & Son, Proprietors
LAKE RONKONKOMA LONG ISLAND, N. Y.

Arthur Bornholdt & Co.

Importers of

SUMATRA

152 Water Street New York

Alfred W. Penner
Western Representative
Room 416, 186 North La Salle St.
CHICAGO ILL.

Amsterdam
Frascati-Nes

Glass Cigar Box Covers

Highest Quality—Lowest Prices

Our Style D Suits the Purpose

100	15 cents each
250	14 cents each
500 or more	12 cents each

Includes Printing on Glass or Metal
Choice of Five Colors Send for Sample.

GEBHARD MFG. CO.

Manufacturers
9-11 E. FAIRMOUNT AVENUE, NEWARK, N. J.

WILLIAM H. WHITNER

Importer and Packer of

LEAF TOBACCO

24-25 and 26 Wall Street BINGHAMTON, N. Y.

Tobacco Merchants' Association Of The United States



Officers and Executive Committee:

Jesse A. Bloch, Wheeling, W. Va., president.
 Chas. J. Eisenlour, Philadelphia, Pa., ex-president.
 William Best, New York, chairman executive committee.
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Julius Lichtenstein, New York, vice-president.
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 Wm. T. Reed, Richmond, Va., vice-president.
 Harvey L. Hirst, New York, vice-president.
 Asa Lemlein, New York, treasurer.
 Chas. Dushkind, New York, counsel and managing director.

pany, 19 South Wells street, opened their offices December 26 with a file full of orders for delivery at once, and early in January. Ben Bey is a Java wrapped cigar and it has a big sale here and in the Middle West.

Tampa Car Lost

A package car out of Tampa, Fla., that left the southern city December 9, loaded with cigars for Chicago got lost on the way. It finally reached Chicago on December 28.

Dealers all are anxiously awaiting word

from Tampa as to what brands will advance in price.

The news that Webster cigar had been transferred from Clarence Hirschhorn & Company to the Nathan Fox Company means that the House of Hirschhorn will lend all its efforts to El Producto, Tom Moore, Optimo, Detroit Hand Made and other lines.

Huckin's New Year

O. B. Huckin's remembered your correspondent with a Happy New Year's card. "Huck" is the boy who sits at that large mahogany desk as you enter the General Cigar Company's offices. He receives the orders for White Owl, Robert Burns and Van Dyck, and he never lets you leave without a "thank you."

Scientists Rap Cigarettes

Fundamentalists and cigarette smokers were scored at a meeting of the American Association for the Advancement of Science, held at Kansas City, Mo.

"Smoking does not agree with rabbits," said Prof. W. J. Baumgartner, of the University of Kansas. "Rabbits, subjected regularly to cigarette smoke at the University, became slovenly and did not gain weight normally."

Prof. Baumgartner declared that the retarded growth of the rabbits accorded with carefully measured stunted development of smoking students at Yale University, reported some years ago by Prof. Seaver.—H.L.H.

Hirsch to Go West

In the change of territory consequent upon the New Year, William Hirsch, of L. & H. Stern, Brooklyn pipe manufacturers, will leave his New York field for a section of the middle west division.

Salesmen Close Convention

(Continued from page 3)

trade papers and the Associated Press, as well as to the No-Tobacco League.

The following officers were elected for the ensuing year: President, E. M. Freeman, New York Branch No. 1; First Vice-President, Edward J. Mulligan, Boston Branch No. 2; Second Vice-President, Albert Freeman, New York City Branch No. 1; Third Vice-President, Jack A. Martin, Newark Branch No. 3; Fourth Vice-President, Ralph S. Williams, Chicago Branch No. 7; Secretary, Sidney Cohen, New York City Branch No. 1; Treasurer, Charles A. Rubey, Chicago Branch No. 7.

The following were elected as members of the Board of Governors:

First District: Herman J. Goldwater, Max Berliner; Second District, Irving Prischberg, John Prischberg; Third District, Abe Brown, Jack Waldor; Fourth District, James I. Rowen, Arnold Franklin.

The following Standing Committees were appointed by the President: Delegates to National Council of Traveling Salesmen's Association, Sidney Cohen, of New York, Chairman; J. J. Ollendorf, Albert Freeman, Herman J. Goldwater, N. M. Freeman, President ex-officio. Alternates: Jack A. Martin, Ralph S. Williams, Irving Prischberg, James I. Rowen.

Father's Day Committee for 1926: E. N. Freeman, Chairman and Treasurer; Sidney Cohen, Secretary; J. J. Ollendorf, Abe Brown, Ralph S. Williams, Edward J. Mulligan, James I. Rowen. Banquet and Show Committee: Sidney

Cohen, Chairman; Max Berliner, Albert Freeman, Herman J. Goldwater. Convention Committee for 1926: James I. Rowen, Chairman, Charles A. Rubey, Arnold Franklin, Ralph S. Williams.

It was decided to hold the next annual convention of the National Board of Tobacco Salesmen's Association on December 27 and 28, 1926, at Cleveland, Ohio.

The delegates to this convention were the guests of the National Board at luncheon on Monday, the first day of the Convention, and in the evening were entertained by New York Branch No. 1 at dinner, and later taken to the theatre. On Tuesday, the second day of the Convention, the delegates were the guests of New York Branch No. 1 at luncheon at the New York Tobacco Table, at the Hotel McAlpin, where they were cordially welcomed by President Carl Avery Werner.

The Convention was voted by all present to have been a great success, both from a business and social standpoint, and all the delegates expressed themselves as looking forward to a splendid convention in Cleveland next year.

President E. M. Freeman requested all manufacturers, jobbers and retailers to meet with the salesmen Thursday, January 28, during the progress of the Tobacco Show in New York, for a conference on Father's Day for 1926. Tickets for the Clover Garden Dance are now on sale at \$2.50.

Money Rates

(Continued from page 15)

always a gradual accumulation of more or less frozen credits. The proportion is likely to be especially large in the case of building and real estate activities, and it is not yet certain that a considerable volume of slow loans will not develop as a result of installment sales.

The various factors in the situation and the gradual firming of the money market since midsummer suggest that while credit stringency is not in sight there will be no early return to the bargain counter rates prevailing during the later months of 1924 and the first half of 1925, unless gold should flow toward the United States in large amounts, and this seems unlikely. With money rates neither high nor low, the promise for 1926 is not for boom business but for good business, with satisfactory profits for those who can win them by means of enterprise and economy.

Investment Securities

Notwithstanding the firm tendency of money there are no indications of any lessening of the pressure of funds seeking investment. Thus although bond averages are now a little lower than at mid-June, when the peak for the year was reached, prices of most classes of bonds have crept slowly upward since August. Stocks definitely in the investment class, such as prime rails, seasoned utilities and investment steels, also reflect in their comparative price stability in the face of stock market furies the mounting demand for prime securities. The proposed reduction of federal taxes will tend still further to augment the volume of funds seeking investment.

Just where large amounts of prime new issues are to come from is not clear. Foreign offerings will undoubtedly continue in large amounts. The American market is not growing less critical of their quality, however, and the supply of prime foreign obligations is not unlimited.

The volume of municipal and state offerings seems likely to diminish.

If residence building should slow down and if there should be any check on real estate speculation, there would be less need for expansion of gas, electric and telephone facilities and the supply of the various types of bonds based on real estate development would be reduced. Industry does not seem to need much new capital except for special industries and localities. Reviewing the situation as a whole, from the longer viewpoint, says the National Bank of Commerce in New York, the indications are for rising prices and a corresponding downward trend of yield on prime investment securities, whether stocks or bonds.

Philadelphia

(Continued from page 3)

firm associates, sales representatives, office and factory executives, by means of much cheer dispensing appeal, while the hosts, on the company, told of their dealings in informal platform expounding a heartier accord of seasonal cheer and appreciation for the harmonious business family which made possible the highest average of sales for 1925 attained throughout 1925.

President Paley was followed by other associates in the firm, including William Paley, as toastmaster, General Manager Willis A. Anderson, stressing the joy occasioned by the achievement in the past year through mutual aid of employer and employee in striving for the success of the Progress Company which during the year added to factory facilities, now numbering seven plants.

Then bonuses were distributed in the fun of a general holiday began. It was prolonged into the small hours of the morning of the new year. Among those who attended were General Superintendent Harry Green, Pace Representative Carlisle Albert, York Branch Manager Archie at the Florida jobbers, Carmichael, whose distribution headquarters at West Palm Beach, and who maintain a branch at Orlando and Benny Paley, who looks after the Philadelphia factory, was absent, having for the past few weeks at H.C. Ark, where he is recuperating from a slight physical breakdown due to work in the holiday rush.

Bayuk's Party

Joining with the Philadelphia firm in making a merry holiday for its customers, the prominent manufacturers, Bayuk smokes provided a jollification to its workers on the retail selling floor at the Arcadia Cafe, interior Building, and a theatre party at the Forrest. Having shared in the festive incident to the holiday season, heavy inroads on the product Bayuk Cigars, Inc. Third Avenue, streets, in which there was a clean up of all the stocks of C. H. Ribbon, Philadelphia Han Charles Thomson, Maps of Prince Hamlet, the retail selling was given a demonstration of royal hospitality of the members of the firm when they partook of the Christmas menu at this central. There were twenty-eight members of retail selling forces assembled for a festive board under the leadership of Fred J. W. Allen, who through the year holds the guiding reins of the Bayuk business.

The "Sheriff" Was Tired

On behalf of the firm he was a man of the good graces of it for its forces, and its happy occasion of appreciation for the generous contribution of the workers with interests in view, and making possible a successful completion of a special holiday business. Then M. K. the one who familiarly is known to the "Sheriff," having some years ago taken the Philadelphia territory in the Bayuk advertisement of the firm, came forth with his sparkling and mirth provoking quips on the occasion of the assembly. In closing, Retail Sales Manager Allen wished every merry holiday, then a group of salesmen to the Fort T. to celebrate the advent of the new year and the passing of a memorable season of the old one.

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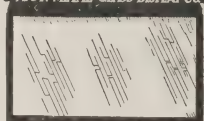
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TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

LXXXI. No. 12.

JANUARY 14, 1926

Per Annum, \$3.00
Per Copy, 10 Cents

Greater Production In Nineteen Countries Now Indicated

Received Show Crop
Per Cent Below Those
Countries in Two Pre-
vious Years—But Increase of
Crop Over 1909-13
Average.

WASHINGTON, D. C., Jan. 9.—Tobacco
production in 19 countries for which
figures have been received indicate a crop
2 per cent below the crops pro-
duced in the same countries during the
preceding years, but an increase of
2 per cent above the 1909-13 average.
The countries accounted for 74 per
cent of the world's estimated total world
crop, exclusive of India, and

which statistics have not yet been
received for this year from the Dutch
East Indies, Brazil, and the Philippine
Islands, all of them among the important
tobacco producing countries. From reports re-
ceived to date, however, a crop somewhat
below last year may be expected in
the Dutch East Indies, according to an
estimate, will probably produce a
crop equal to last year's production of
44 million pounds. The quality of
tobacco in the Dutch East Indies and
the Philippine Islands, according to
reports, is inferior to last year.
Brazil crop will probably show a
slight decrease from the 1924-25
crop. A report from Consul Donovan
at Sao Paulo dated November 14,
1925, that the harvest which was then
being given unsatisfactory
results in the Amazon basin, Parahyba,
Bahia. The state of Bahia
usually produces about 50 per
cent of the tobacco crop of Brazil, says
H. H. Brett at Bahia, is ex-
pected to produce only about 41,000,000
pounds this season, according to a Bra-
zil paper.

United States, the world's most
important producer, has a crop this year
of 150 million pounds, according to
the estimate which is an in-
crease of 1 per cent over the 1924 crop
of 142 million pounds. Unusually
high yields and quality are noted in
all cigar leaf producing areas
of the United States while in most other
countries yields and quality were more
or less affected by the unusually
early season. Conditions in Vir-
ginia, Kentucky and Tennessee in par-
ticular have been unfavorable. In Vir-
ginia the quality is the lowest reported
in several years.

Reports on the most important to-
bacco producing countries of Europe in-
clude a total production in those coun-
tries of 100 million pounds, 10 per cent
below the crop which was produced
in 1924. The greatest increase is
shown in France, Yugoslavia and
Bulgaria. France, which usually
produces a considerable amount of to-
bacco for the United States, has a crop
of 100 million pounds, 10 per cent
below last year. Czechoslovakia
produces 100 million pounds, 10 per
cent below last year. As compared
with last year, Greece, which is an im-
portant source of supply for the Turk-

ish type of tobacco used in the manu-
facture of choice cigarettes, reports an in-
crease of 38 per cent. Bulgaria, which
figures to a slight extent in United
States imports, reports a decrease of 25
per cent, while Yugoslavia's crop is 61
per cent less than her unusually large
crop produced in 1924. Data are still
lacking from Germany, Russia, Hungary,
Sweden, Denmark and Switzerland. The
acreage devoted to tobacco in Ger-
many this year is 16 per cent less than
in 1924. A report from Commercial
Secretary Terry at Brussels at the time
of the tobacco harvest stated that the

crop in Germany was satisfactory both
as to quantity and quality.

Competition is increasing among Euro-
pean tobacco producers, says Mr. Terry.
Bulgaria is said to be particularly con-
cerned over the increasing activity in
tobacco exporting by Greece and Yugo-
slavia. The latter country expects to
abolish all tobacco export taxes and to
improve its marketing processes and
technical organization. There is also
increased activity in Crimea and the
Caucasus, and also in Hungary and
Italy, where expended areas may put

(Continued on page 6)

Federal Trade Commission Reports to President

Complete Investigation Growing Out of Charges Against
American and the Imperial—Much Criticism Pro and Con
—Companies Practically Exonerated—Interesting Data

WASHINGTON, D. C., Jan. 11.—Presi-
dent Coolidge has sent the Federal Trade
Commission's tobacco report on the
American and the Imperial tobacco com-
panies to the Senate. The report, as al-
ready stated in TOBACCO, was sent to the
Attorney General. There is no intima-
tion of wrong doing in the report. Fol-
lowing is a comprehensive summary of
the report which was submitted to the
President by the Trade Commission and
subsequently sent to the Senate:

To the President of the United States:

Sir—On February 9, 1925, the Senate
of the United States directed the Fed-
eral Trade Commission (Senate Reso-
lution 329, Sixty-eighth Congress, Sec-
ond Session), to investigate and report
to you on or before July 1, 1925, "the
present degree of concentration and in-
terrelation in the ownership, control,
direction, financing and management
through legal or equitable ownership of
stocks, bonds, or other securities or in-
strumentalities, or through interlocking
directorates or holding companies, or
through agreements, or through any other
service or means whatsoever by the
American Tobacco Company and the Im-
perial Tobacco Company; and also par-
ticularly to investigate the methods em-
ployed by these companies in their fight
against co-operative marketing associa-
tions and any boycott thereof; and also
particularly to investigate any agreement
or arrangements made by said companies
to embarrass or injure any such co-
operative associations, or to cause dis-
couragement or breaches of contracts be-
tween growers, members, and the said
co-operative associations."

The Commission has completed the in-
vestigation requested by the Senate and
now submits to you in summary form
its principal findings. A more detailed
report accompanies this letter.

Scope of Inquiry

About two-thirds of the entire tobacco
crop in the United States is produced
in Kentucky, Virginia, North and South
Carolina. In this region there have been
directed within the past few years three

separate organizations of growers for the
purpose of co-operatively marketing to-
bacco. Those are the (Tri-State) Tobac-
co Growers' Co-operative Association, an
organization of Virginia, North Caro-
lina and South Carolina growers of
Bright Southern flue-cured tobacco, and
of the growers of Virginia Dark Fired
and Sun Cured types, with headquarters
at Richmond, Va.; the Burley Tobacco
Growers Co-operative Association, an
organization of growers of Burley to-
bacco, with headquarters at Lexington,
Ky.; and the Dark Tobacco Growers
Co-operative Association, covering the
sections of Kentucky and adjacent states
where Dark Western tobacco is grown.

(Continued on page 7)

Appeal Made to Senate Re 50% Cigar Tax Cut

"Trade Co-operation Essential for Success" Rightly Says To-
bacco Merchants Association—Managing Director Dush-
kind Urges Trade to Show Active Interest.

In a special bulletin *To the Cigar
Trade*, Managing Director Charles
Dushkind of the T. M. A., says in part:
"Following the resolution of our Cigar
Conference, we have submitted to the
Senate Finance Committee our appeal
for a 50% reduction of the tax rates on
all classes of cigars from which excerpts
are reprinted in the following pages.

"But we cannot emphasize too strongly
the importance of letting the Senate
Finance Committee hear direct from
the trade.

"In this connection, we must state
that even the 12 million dollar reduction
already passed by the House is not yet
a law. It still has to be passed by the
Senate. In fact, Chairman Smoot of
the Senate Finance Committee is reported
in a newspaper to have said that 'He
would also like to see the House cut in
the cigar taxes stricken out.'

"It will thus be seen that it is just
as vitally important now for the trade
to bring its force behind our appeal
before the Senate Finance Committee

Cut in the Cigar Tax Schedule

WASHINGTON, D. C., Jan. 11.—In re-
ducing the cigar taxes, the Finance Com-
mittee cut the taxes on Class A cigars
from the House figure of \$2.50 to \$2.
Class B cigars were cut from \$4.50 to
\$3, and Class C from \$7 to \$5. Reductions
made on the cigar taxes involve
\$4,000,000, but the committee held that
with lower taxes, better tobacco would
be used and thus the cigar sales would
increase, bringing more revenue to the
Government. The balance of the sched-
ule on tobacco and tobacco products
was agreed to as in the House bill.

Lancaster Growers Elect Officers

(Special Telegram to TOBACCO)

LANCASTER, Pa., Jan. 11.—Louis Cra-
mer was elected president of the Lan-
caster County Tobacco Growers' Asso-
ciation, to succeed John Weaver; L.
Ruppin was elected vice-president, and
Otto Olsen was re-elected secretary and
treasurer, at a meeting to be held today,
in connection with the annual Tobacco
Show.—KEYSTONE.

Frese & Son Incorporate

Fifty-two years ago Fred Frese start-
ed in the tobacco business. And last
week, to mark it, he incorporated his
business under the familiar title of Fred
Frese & Son, Inc. It was in 1874 that
Mr. Frese first got the idea that he
wanted to be a leaf man, and he op-
erated as Frese & Vocke eight years
later. In 1907, however, his son, J. Fred
Frese, was admitted to the firm under
the present caption.

as it was when the bill was still in the
hands of the Ways and Means Com-
mittee."

The extracts from brief filed and as
published in the T. M. A. Bulletin, are
as follows:

Introductory Remarks

"At the outset we must emphasize the
fact that our appeal for a tax reduction
on cigars is in no sense based upon the
psychology of this tax reduction oc-
casion, but it is rather a plea of distress,
prompted solely by a dangerous situa-
tion in the industry, which the Govern-
ment alone can remedy.

"We are appealing on behalf of an in-
dustry that is in the throes of serious
depression, as is evidenced by the very
fact that the internal revenue receipts
have dropped down from 55½ million
dollars in 1920 to about 43½ million
dollars in the last fiscal year.

"This tremendous shrinkage in revenue,
which is still continuing almost

month after month, is obviously an unmistakable symptom of a serious illness in the industry, which must necessarily be regarded with the gravest apprehension.

"We say this not alone because our industry is in danger, but because, too, its very existence as a substantial source of revenue to the Government is in great jeopardy.

Ways and Means Committee Recognizes Seriousness of Situation

"That the Ways and Means Committee has fully recognized the seriousness of the situation may be gathered from a statement in its report, to which no dissenting opinion has been filed, and which we are quoting as follows:

"Another example of a tax which imposed a serious burden upon an industry is the tax on cigars. The manufacturers of cigars showed conclusively that under the high war-tax rates the number of cigars sold was steadily diminishing, and also the number of cigar manufacturers. Apparently the tax was so high as to depress the business and reduce the revenue to the Government."

"Appended hereto is a copy of the brief or memorial which we submitted to the Ways and Means Committee, supplementing the oral arguments presented to the Committee (see p. 511, et seq., Hearings before Ways and Means Committee), which contains, what we believe to be, convincing data, regarding the situation in the cigar industry demonstrating its dire need for a 50% tax reduction for the very preservation of the industry.

Serious Loss of Business and Shrinkage in Government's Revenue

Briefly, it may be stated that since 1917 (the last year under the prewar tax rates) the cigar industry has suffered a loss of per capita consumption to the extent of 24%. And so, too, as already shown, the internal revenue receipts have in the last five years suffered a drop of nearly 27%; and what must be particularly emphasized is the fact that the decline in both, the manufacturers' output as well as the Government's revenue, seems to be steadily continuing without any apparent check.

Prewar Tax Rates and Reductions Asked For

"Prior to the war, cigars were taxed at a flat rate of \$3 per thousand. In the war revenue acts, cigars were divided into five classes, based upon their intended retail prices to the consumer, and the tax rates were accordingly graduated from \$4 per thousand on the lowest class, to be retailed at 5c or less, to \$15 per thousand on the highest class, to be retailed at 20c or more each.

"We have appealed for a reduction of 50% of the tax rates on all the several classes and types of cigars in order that we might give the consumer better value for his money, and thus put new life into our stagnant industry.

"In other words, we have not asked for a tax reduction for the purpose of enlarging our profits or of reducing our cost, but solely for the purpose of enabling us to give the consumer a better smoke for his money, convinced, as we are, that by this means we shall be able to put new life into the industry and increase the popularity of cigar smoking.

"Needless to say, as the Ways and Means Committee stated in its report, 'It is believed that the apparent loss in the tax on cigars will in some degree be offset by the increase in the business affected.' We not only firmly believe that such reduction will be very substantially offset by increased business, but it seems to us self-evident that the very preservation of this source of revenue to the Government requires such reduction in the tax rates.

House Bill Reductions Entirely Inadequate to Rehabilitate Industry

"Though convinced of the merits of our case, and of the justness of our appeal, the Ways and Means Committee recommended, and the House granted our request for a 50% reduction on little cigars, but, as regards the various tax rates upon the five classes of large cigars, the Committee recommended, and the House passed, reductions which would aggregate only about 12 million dollars, or approximately 28% of our

aggregate annual tax payment on cigars.

"We are, of course, grateful for this allowance, but it is hardly adequate to provide the much needed stimulus in our industry. And at this point we must again repeat that we are seeking this reduction solely for the purpose of giving the consumer a better cigar for his money, and not for the purpose of enhancing our profits or reducing our costs. Thus with a production of approximately 7 billion cigars, a reduction of 12 million dollars is entirely inadequate to make an appreciable improvement in quality.

"If the Government is to furnish us the means, which we pray for, and which is in fact the only means possibly available, to rehabilitate the cigar industry, it is obviously essential that we be granted an amount of relief that should be adequate enough to make an appreciable improvement in the present day cigars.

"In this connection it may not be amiss to make special reference to the fact that in addition to the internal revenue taxes, the duties on imported wrappers and fillers used for cigars average over \$3 per thousand. Thus, for example, the nickel cigar covered with Sumatra wrapper pays about \$4.50 in duties on the wrapper, in addition to the \$4 internal revenue. And so the 10c cigar covered with Sumatra and filled with Havana filler pays an aggregate of \$18 per thousand in revenue and duties (see p. 8 of our appended brief).

"Hence we are taking the liberty of appealing to your Honorable Committee for a downward revision of the tax schedule on cigars to the extent of 50% of the present tax rates.

"As against this possible loss of revenue, it is entirely safe to figure on an offset of at least 12 million dollars from an increased business, so that the loss of revenue would be reduced to only 10 million dollars. Surely this would not be too much of a sacrifice on the part of the Government to aid in the rehabilitation of a stagnant business which always did, and let us hope always will, constitute a substantial source of revenue to the Government.

A Word About the Higher Priced Cigars

"In submitting our proposed schedule, we realize, of course, that the first thought that may present itself is that the higher priced cigars can stand higher taxation. But under our proposed schedule they will still be taxed much higher than the lower priced cigars, and when to this are added the duties on imported wrappers and Havana fillers the aggregate revenue paid thereon, as demonstrated in our arguments and briefs before the Ways and Means Committee, is indeed very much excessive.

"Furthermore, the two classes representing the higher grade cigars, to wit, D and E, only amount to about 2% of the entire business, the remaining 97% of the cigar business being divided approximately as follows:

Class A—Nickel cigars selling, cheetos, etc., 45%; Class B—Cigars selling roots, etc., 45%; Class B—Cigars selling at 10c each 28%; Class C—Cigars selling at 2 for a quarter, and 15c each 9%.

"Thus it will be seen that any discriminating differential against the higher classes would yield entirely too insignificant an amount of additional revenue to justify such discrimination. On the other hand, it is of most vital importance to the industry to retain the existing classifications without any change. For while an industry is ailing it may be fatal to disturb existing business.

"The cigar industry is now in a serious plight and any shifting of established brands from one class to another would only wipe out existing brands with established trade and add still more injury to the already critical conditions of the industry.

"For these reasons we most urgently pray that the present classifications, enacted in the House Bill, be retained unchanged and that equally proportionate reductions be allowed upon all of the several classes of cigars.

Concluding Remarks

"Though we feel that, after a lapse of seven years since the war, it would only be fair that we should be relieved of the war tax imposed upon us purely as a war emergency, we base our appeal mainly on the ground that our business has been suffering serious depression, that its sales are steadily and alarmingly declining; that it is weighed down to a point of danger by the present tax levies; that it is in dire need of a stimulus for new life, and that the Government alone can help it by lightening its heavy tax burden.

"After all, the cigar business is but one of the main branches of the tobacco industry, an industry which contributes to the Government's revenue approximately 350 million dollars a year in internal revenue taxes, and another 30 million dollars a year in custom duties on imported raw material. The reduction for which we are now pleading would cause a possible maximum loss of revenue to the Government of but 22 million dollars, which is only about 6% of the annual tax bill paid by our industry.

"But as a matter of fact, taking the revenue from the entire industry even with a 50% reduction on cigars, the normal increase in revenue from the other tobacco products, as is already evidenced by the last five months' receipts, will more than make up the possible maximum loss on cigars.

"And we are more than confident, even though we are representing a commodity which is universally recognized as a proper subject for peace time taxation, that our plea for relief from war time taxation will receive all the consideration that the seriousness of the situation in our industry justly calls for."

Dark Fired Markets Show Firmness

MAYFIELD, Ky., Jan. 9.—Since the holidays practically all markets in the western dark fired districts, including Hopkinsville, show firm quotations on all grades, while Springfield and Clarksville show slightly lower averages compared with previous weekly reports. Lugs are in a stronger position than low grade nondescript leaf, and in several instances medium to good baskets of trash lugs sold for the same price as low leaf.

Auction sales for the week are as follows:

MAYFIELD.—Sales for the week ending January 2, 196,915 pounds at an average of \$9.10; for the week ending January 8, 725,155 pounds at an average of \$8.33, making a total sales since our last report (Dec. 25, 1925) 922,070 pounds at an average of \$8.50. Total sales for the season, 2,106,835 pounds at an average of \$8.50, against an average a year ago of \$10.14 on approximately 1,627,000 pounds.

PADUCAH.—Sales for the week, 631,649 pounds at an average of \$8.07; for the season 1,550,510 pounds at an average of \$7.73. This market shows an upward tendency in prices compared with previous weekly averages.

HOPKINSVILLE.—Sales for the week, 1,016,405 pounds at an average of \$11.19; for the season, 5,349,470 pounds at an average of \$11.44, against an average a year ago of \$12.09 on 2,496,660 pounds.

CLARKSVILLE.—Sales for the week, 1,014,010 pounds at an average of \$14.50; for the season, 3,535,705 pounds, at an average of \$14.82, against an average a year ago of \$15.01 on 2,091,045 pounds.

SPRINGFIELD.—Sales for the week, 167,160 pounds at an average of \$17.55; for the season, 1,455,980 pounds, at an average of \$18.77, against an average a year ago of \$19.53 on 1,766,810 pounds.

OWENSBORO.—Sales for the week, 2,179,980 pounds Green River grades at an average of \$7.22, and 167,140 pounds Burley at an average of \$14.44. Market irregular with a slight weakness on the low and medium Green River grades, while a sharp upward tendency on all Burley grades was noted.

HENDERSON.—Sales for the week, 84,580 pounds at an average of \$8.36.

BOWLING GREEN.—Sales for the week, 706,105 pounds, at an average of \$9.75. —S. B. SMITH & COMPANY.

Havana News

Havana, Cuba, Jan. 7.—Continues about the same as before; at least, as far as the cigar industry is concerned. Shipments of unstripped and stripped, waiting the last two weeks, H. Smith & Company, after a large lot of Vuelta Abajo, Foyo & Rodriguez some time ago, an additional purchase of principal this firm had been them.

Mark A. Pollack continues Remedios Bas, and he bought bales of Vuelta Abajo upper grades, Ruisanchez, Gutierrez y Cia. Cigarette factories are in the again for Vuelta Abajo Remedios botes, and the Government added further lots of Vuelta Abajo large holdings. Trimmed after their recent large purchases, market, are buyers again of low grades, like Manchado.

The small Havana dealers are still in the market for wrapping material, especially Remedios section.

During last week quite a lot of tobacco arrived from the United States; most probably the buyers in the country want to close their own sell or send in commission have on hand. Constantino Company received from the Remedios section about 160 bales, most for export to South America.

Some Rain

As reported already before, the members of the Partido section are cutting, as up to the present was favorable, and reports are in Vuelta Abajo and Seminoles that has started. This evening, heavy rain showers in the Vuelta Abajo and Partido, which is unfavorable to some, but not to others, as cutting had to be stopped. Although waiting until these reports, nothing might be obtained from the Remedios whether the rain had reached or not.

Reports received by letter from around Cabiguán and Guasima sections continue dry. Farmers reports speak about the scarcity of seedlings, imported from the Remedios and Partido, have given. If the question is the reason for the crop in Remedios, the farmers body else, are to be blamed for it, with a little more common sense, the import of seedlings from other sections could have been easily.

Planting Cud

While the system of leaf packing of tobacco, due to the hard labor of our Havanaistas and packers, has reached a limit of perfection, the intention of raising tobacco, especially the sibria (Remedios section) is most primitive state, as the farmer is able, even while the rains, to protect such an awkward land—as far as excess rainfall is concerned—not to grow tobacco, which is absolutely benevolence of Saint Peter.

The first cut in the Vuelta Abajo is expected to be of most light quality, due to plenty of reports from the Partido section, can hardly be any better, and expect one of the best crops. —GALLO.

Springfield Average

SPRINGFIELD, Tenn., Jan. 9.—Leaf auction sales here during the week ending January 6, were 1,440,000 pounds for the season, 1,440,000 sales to same date last season, pounds. Average this season, \$7.73; for last season, \$19.53. —W. TOBACCO CO.

communications between buyer and seller are most satisfactory, especially when promptness and economy are the main features.

Fred Kenny Retires From Porto Rican-American

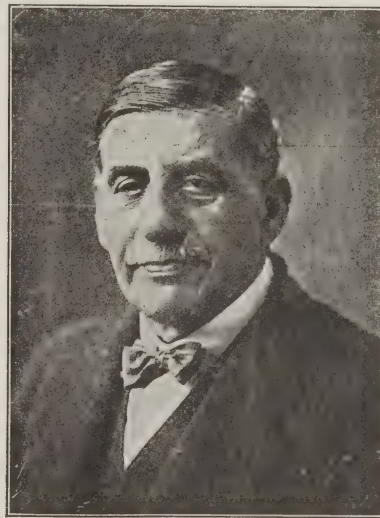
FLORIN, Pa., Jan. 12.—Upon the request of E. L. Nissly & Sons, the creditors of the firm have taken over the management of the tobacco business here, the subsidiary, Nissly Swiss Chocolate Company, and El Recco Cigar Company, of Greensboro, N. C., all controlled by the Nissly family. Assets are listed at \$790,000 and the liabilities are \$587,000. Three tobacco warehouses, with \$90,000 in tobacco, are itemized in the assets, and John Hertzler, President of the Lancaster Trust Company, is the trustee.

La Confesion Factory Loses No Time Now

NORRISTOWN, Pa., Jan. 11.—Absolutely no time at all can be lost at the plant of the Benito Rovira Company here on account of holiday weeks or inventory. Unfilled orders are so numerous that even the recent factory party caused the suspension of operations for only one

With an unsurpassable record of twenty-two years in the Porto Rican-American Tobacco Company, Fred L. Kenny has always felt he would live and die a tobacco and cigar man. But he recently decided that the real estate field looks brighter, and he has now completely severed his long connection with the company, and will move to Dallas, Texas. Mr. Kenny was originally with the old Drummond Tobacco Company before its passing to the present Liggett & Myers Tobacco Company.

PORTLAND, Ore., Jan. 4.—Since Chas. H. Hill took over the sales management of the Hart Cigar Company, of this city, he has devoted much time to the



M. ROSENTHAL

business and elections. C. M. Red Lion, secretary of the County Cigar Manufacturers' Association, is made an honorary member of the Board of Trade.

	Cigars, 1925	Cigars, 1924
Class A	85,227,935	61,645,160
Class B	64,369,295	81,513,335
Class C	38,473,870	40,577,760
Class D	104,235	112,710
Class E	2,150	3,568

Total 188,177,485 183,852,533

The creditors of E. L. Nissly & Sons, prominent tobacco firm of Florin, on last Friday assumed the management of the tobacco business located in Florin, of the Nissly Swiss Chocolate Company, owned by the Nisslys, and of the El Reeso Cigar Company, of Greensboro, N. C., also owned by E. L. Nissly & Sons. Eli L. Nissly, E. J. Nissly, and H. Roy Nissly are the owners of the firms affected. The meeting of the creditors was called by the Nisslys, who deemed it expedient to appoint a trustee to take possession of the concerns and to appraise them. Assets of the companies are given as \$790,000 and liabilities as \$587,000. John Hertzler, president of the Lancaster Trust Company, was appointed trustee. Five large farms and three tobacco warehouses, along with \$90,000 worth of tobacco, are listed among the assets of the companies. Arrangements have been made to effect the transfer of directors of the Lancaster County Farm Bureau have accepted the resignation of Thomas W. Kemp, secretary, effective February 1. Mr. Kemp also acted in the capacity of secretary for the Pennsylvania Tobacco Growers' Co-op. Association, which organization is at the present time only technically in existence.—KEYSTONE.

day. On that occasion the Chain and Marshall streets plant was turned over to the employees for a grand, good time.

Joseph B. Rovira was ringmaster, and he gave each female employee a necklace, and each male employee a leather pocket-book. Then the workers in the plant presented Mr. and Mrs. J. B. Rovira and Herbert Rovira with baskets of floral blooms, and Superintendent W. W. Weeks with a handsome umbrella. After a suitable luncheon had been served, the entire business family danced to the music swinging at a six o'clock contest. Christmas and New Year's Day were the only two other occasions when the factory remained closed for twenty-four hours.

Bensing Celebrates 39th Anniversary

A. T. Bensinger Company, Inc., of 25 Whitehall street, New York, well known as distributors of cable codes, are celebrating their thirty-ninth anniversary. The firm was established in 1887 and has gained a recognized position as cable code specialist. They carry in stock all the recognized standard codes and from their long experience can advise exporters as to the code systems best suited to their individual needs.

Due to the large competition in business with various countries, the use of cable codes has been constantly on the increase. Hardly any house wishing to expand their overseas trade can do without codes, which help materially to make

development of plans for a big cigar year. Mr. Hill was the former credit man of the firm, and he has been in the concern for three years. Salesmen are now starting out with the recently perfected details of their new work, and the results will no doubt bear out Mr. Hill's expectations.

Frank B. Rush Retires From Courtello Factory

READING, Pa., Jan. 11.—It is announced here that Frank B. Rush, of the Rush Manufacturing Company, has retired from active participation in the company's affairs. He is succeeded by Clarence B. Kutz, of the manufacturing department and Martin Sachs, of the sales division. Several leading cigars are made, including the Courtello brand, a two-fifteen favorite, and the Councilman, a ten cent size.

Englander Marries Miss Frances Schleisner

At a very pretty wedding in the Hotel McAlpin last Sunday, George M. Englander married Miss Frances Schleisner. Then the joyful couple took steamer for Miami and Palm Beach. From there they will go on to Tampa, where Mr. and Mrs. Englander will be entertained by Ned Berriman, of Berriman Brothers. They will return to New York via Washington and Baltimore, stopping at the national capital for a chat with President Coolidge, quite likely.

the industry on an export basis. To meet the increasing competition, Bulgarian growers are requesting the repeal of all export taxes.

Mr. Terry states that the Russian Soviet Government expects to increase revenues through an expanded tobacco industry. Large credits are said to have been asked for to aid tobacco production, largely to insure a domestic supply without importing. A prohibition on exporting cigarette tobacco may follow.

The tobacco crop of Turkey is said to be of a quality superior to last year, according to a report from the American Trade Commissioner Julian E. Gilman at Constantinople. A species of "Basma" tobacco is now being grown in Turkey, the leaves of which are smaller and finer than the type of tobacco usually grown there. This type of tobacco has the aroma as well as other good qualities to which the Thracian tobaccos owe their renown. The production of the "Basma" tobacco in Turkey is attributed to the fact that the

exchanged inhabitants from Macedonia and Thrace, where the tobacco growing industry is very highly developed, brought with them large quantities of selected seeds and introduced new methods of culture.

No recent estimates on tobacco production are available for India or China. In an unofficial estimate of pre-war production it appears that India ranked second in tobacco production and was placed about fifth among exporting countries. Her exports since the war have increased considerably which would indicate that her production has probably likewise increased. No reliable statistics are available for China. Tobacco production, however, is of considerable importance and is grown in nearly every province. An estimate compiled by the United States Department of Commerce based on per capita consumption, exports and imports, places the 1923 crop at 250 million pounds. Estimates for later years are not available.

Czechoslovakia	9,467	4,548	6,160	12,720
Hungary	111,883	34,392	29,762	38,045
Yugoslavia	31,920	20,704	38,231	78,671
Greece	58,987	38,936	118,884	d 97,923
Bulgaria	23,435	58,077	88,184	96,340
Rumania	g 48,174	27,750	21,356	47,290
Poland	8,725	.....	d 110	d 1,870
Russia (h)	230,142	di 2,889	di 32,501	d 25,300
Africa				
Algeria	23,097	20,868	46,097	66,140
Tunis	266	722	733	856
Asia				
Turkey	f 88,180	d 44,092	d 50,646	d 170,000
Persia	i (23,000)	i (23,000)	i (23,000)	.....
Palestine	1,530	1,422	4,067	.....
Syria	djk 340	di 2,315	d 2,374	d 2,603
Cyprus	60	29	6	.....
British India	df 450,000	.....	.....	.....
Ceylon	10,000	10,000	10,000	.....
Japanese Empire .....	.....	.....	.....	.....
Japan	93,717	153,364	136,114	124,010
Chosen	25,510	23,244	26,170	d 24,221
Formosa	1,120	3,755	3,610	.....
Indo-China	m 15,939	.....	.....	.....
Siam .....	.....	14,202	15,057	.....
Philippine Island	65,005	66,004	72,324	95,509

Tobacco—Area in Specified Countries, Average 1909-13, Annual 1922-1925.

Country	Average 1909-13 a Acres	1922 Acres	1923 Acres	1924 Acres	1925 Acres
Northern Hemisphere					
North America					
Canada	b 14,964	25,762	23,932	21,317	c 18,261
United States	1,223,000	1,695,000	1,877,000	1,706,000	1,747,000
Porto Rico	d 19,357	35,302	34,999	40,000	33,000
Europe					
Belgium	10,235	4,149	4,907	6,850	7,882
France	40,552	38,118	41,098	42,763	31,866
Italy	20,383	55,333	75,983	89,025	e 98,800
Germany	32,380	28,400	c 19,677	23,541	18,749
Czechoslovakia	7,932	4,122	6,321	10,244	13,348
Hungary	92,635	44,082	38,400	37,578	.....
Yugoslavia	35,241	31,419	53,606	87,051	.....
Greece	76,463	114,407	148,087	148,400	.....
Bulgaria	35,632	83,100	131,447	116,000	101,300
Rumania	d 53,375	52,835	43,920	77,500	90,600
Poland	7,813	.....	.....	c 1,678	e 3,914
Russia	129,991	.....	95,850	94,500	f (118,000)
Africa					
Algeria	24,920	27,119	53,703	73,100	66,700
Asia					
India	1,057,000	1,332,000	.....	.....	.....
Ceylon	14,190	12,709	12,709	12,701	.....
Japanese Empire	72,406	96,809	88,437	93,100	90,700
Japan	50,782	30,119	31,300	29,340	37,361
Chosen	b 26,235	29,187	24,558	.....	.....
Siam	153,619	147,939	159,948	178,134	.....
Philippine Islands	Average 1909-10 to 1913-14	1922-23	1923-24	1924-25	1925-26
Southern Hemisphere					
South America					
Brazil .....	.....	155,400	194,700	166,400	.....
Paraguay	12,174	32,741	26,700	28,700	.....
Argentina	26,513	16,556	21,804	28,700	.....
Africa					
Union of S. Africa	g 19,358	19,301	.....	.....	.....
Southern Rhodesia	4,422	9,054	8,004	.....	.....
Nyasaland	7,045	18,440	e 17,408	.....	.....
Oceania					
Java and Madura	465,658	334,118	351,261	533,249	.....

Official sources and International Institute of Agriculture unless otherwise stated.

(a) Averages for European countries are estimates for territory within the present boundaries. (b) Three year average. (c) Ontario only. 13,273 acres were devoted to tobacco in this province in 1924 as compared with 8,630 acres in 1923 and 9,189 acres in 1922. (d) Four year average. (e) unofficial. (f) Estimate based on an increase of 25 per cent over 1924 according to the Russian Bureau of Information. (g) One year only.

Tobacco—Production in Specified Countries, Average 1909-13, Annual 1922-1925

Northern Hemisphere	Average 1909-13	1922	1923	1924	1925
North America					
Canada	1,000 Pounds	1,000 Pounds	1,000 Pounds	1,000 Pounds	1,000 Pounds
United States	b 15,066	25,948	21,297	18,711	c 20,623
Mexico	996,087	1,246,837	1,515,110	1,242,456	1,349,660
Guatemala	b 29,096	23,085	24,326	d 14,000	d 7,187
Costa Rica	e 256	386	154	.....	.....
Salvador .....	.....	1,213	1,213	.....	.....
Cuba	73,666	51,808	39,903	d 77,000	d 47,000
Dominican Republic	e 25,417	15,000	d 20,000	d 29,000	d 45,000
Porto Rico	f 10,828	24,712	24,500	28,000	23,402
Jamaica	e 490	.....	.....	.....	.....
Sweden	1,744	1,166	1,510	1,299	.....
Denmark	f 258	0	0	49	.....
Belgium	20,767	7,333	9,502	15,031	16,876
France	53,598	61,495	55,464	78,829	43,185
Italy	22,964	50,485	69,004	d 101,351	d 98,300
Switzerland	1,266	794	794	790	840
Germany	64,116	46,387	31,421	44,092	.....
Austria	590	.....	.....	.....	.....

Southern Hemisphere

South America				
Chile	4,493	8,768	9,715	.....
Brazil	f 110,000	156,298	130,000	130,310
Uruguay	2,045	78	194	503
Paraguay	g 17,844	24,672	22,884	25,441
Argentina	12,635	17,730	25,840	20,432
Africa				
French Equatorial .....	.....	558	600	772
Belgian Congo .....	.....	926	882	.....
Union of South Africa	f 14,961	9,671	8,220	13,000
Southern Rhodesia	1,992	2,811	3,878	.....
Northern " .....	.....	19	1,140	.....
Nyasaland	3,017	6,490	3,919	7,323
Madagascar	e 4,203	.....	16,490	19,840
Oceania				
Dutch East Indies—	.....	.....	.....	.....
Java and Madura	n 218,733	n 144,742	n 151,090	n 200,344
Sumatra (East Coast)	46,278	35,413	37,295	40,044
British North Borneo .....	.....	1,208	1,281	.....
Australia	2,135	3,038	1,246	.....
Fiji	42	58	59	.....
Total for all countries reporting for all periods listed (1909-13 to 1925)	1,636,442	1,873,854	2,291,178	2,304,628
Estimated world total exclusive of India and China	2,670,000	2,570,000	2,990,000	3,100,800

Official sources and International Institute of Agriculture unless otherwise stated.

a Averages for European countries are estimates for territory within the present boundaries. b Two-year average. c Ontario only. This province of 12,135,000 lbs. in 1924 as compared with 10,797,000 lbs. in 1923 and 10,030,000 lbs. in 1922. d Unofficial. e Three-year average. f One year only. g Four year average. h These figures include production in Asiatic Russia complete data, yellow tobacco only. According to another source e production of yellow tobacco and makhorka in 1924 amounted to 4,330 pounds. j Rough estimate of annual production. k Lebanon only, crop to the International Institute of Agriculture this district produced 100 pounds in 1922, 882,000 in 1923 and 1,587,000 lbs. in 1924. l Exclusive of Aleppo. m Exclusive of Tonking. n Rough estimate of total production. There are no official estimates of production of land under native cultivation the figure quoted here includes a rough estimate of the crop produced by natives on the basis of an average yield of 4 piculs per bow, as obtained from the Trade Commissioner J. E. Van Sickle, Batavia, Java. To this figure is added the official estimate of production by Europeans.

Tobacco Salesmen Are Ready for Ball

When the Tobacco Show is in full swing, the night of January 27, which will fall on a Wednesday, the banquet and show committee of the National Board of Tobacco Salesmen's Associations will have their carnival and supper dance. It will be held in connection with the Show at the Grand Central Palace, in the famous Clover Gardens.

All exhibitors, their friends, their visiting customers and the trade in general are invited to participate with the salesmen in this affair. From ten P. M. until 1 A. M. the music and color of the Gardens will surely lure the guests of the exhibition to the dance.

And, to properly care for the very large crowd expected, it is requested that the trade immediately advise Sidney Cahen, chairman of the committee, just how many tickets can be used. These will be sold at \$2.50 each, and they are obtainable from the Association members, the New York office at 123

Liberty street, or the National Exhibition Company, Hotel McAla, New York. All checks should be payable to C. I. Miller, treasurer.

Silver Anniversary of Henry Fisher

At his Ridgefield Park, N. J., home last week ago Sunday, Henry Fisher, most genial inside manager of H. F. & Company, New York, entertained his friends. It was the occasion of his twenty-fifth wedding anniversary of Mrs. Fisher. Many congratulations were received from relatives and friends by wire and mail. And, to mere mortals this handsome couple, no one can imagine that the Fishers were married to anything more than their time and the silver celebration.

Tampa Man in New York

Coming out of the cigar, cigar, tourist state of Florida last week, Gradiatz, Annis & Company, Tampa.



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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, JAN. 14, 1926

Always in Demand

Hardly a week, hardly a day goes by that TOBACCO does not hear of opportunities for salesmen.

Salesmen are wanted everywhere. No matter how good, no matter how poor business may be, salesmen are ever necessary to increase it.

And every man has sales ability. Some, of course, have a great deal more than other men. Some have an enormous amount of natural sales ability, it would seem.

Yet, little or much, every salesman can have more. He can get more sales value, too, by always being alert, enterprising, friendly, busy.

Men who never think of themselves as salesmen frequently are pretty fair prospects for the game. And, if a man has confidence and knowledge of his line, no matter what it may be, he can sell it!

No man, either, who is able to walk and talk, and who has ordinary business judgment, may be out of a job. Because with the demand for salesmen, even amateurs in the work may obtain positions.

Every factory, every wholesale house in the tobacco trades needs more men continuously. They want, of course, men they can depend upon. They prefer, naturally, men with proven records of sales and good will in trade.

And now, at this time of year, is the season for new connections. Contracts are being made, territories are being revised, changes are occurring everywhere.

If a man cannot procure a sales opening now, he never can at all! If he cannot interest a boss in his ability now, he never can!

New brands, new deals, new advertising require new men—and the old men, too—for their re-enforcement, their success.

Tobacco factories, cigarette factories, cigar factories, pipe factories, all are putting their 1926 plans in shape for early action.

More money will be spent in advertising this year than ever before. More money will be required for the sales campaigns to follow-up that advertising.

Smokers are not customers until the circle is complete. Mere advertising, without the proper support of a capable sales division, is valueless—cash wasted.

All business men are aware of this open fact. They therefore supply themselves with the finest sales talent they can secure. And, to get an organization which is successful,

there must always be attached to it many men who are beginners in salesmanship.

These inexperienced men, though, quickly learn the ropes. They rapidly attach themselves to some particular part of the sales profession. They become increasingly valuable as time flies.

It is evident, then, that there will always be a demand for new salesmen. There is always some sort of missionary and introductory work that such men may do. They learn the game progressively, and they advance their prospects accordingly.

To be a salesman, to accomplish a man's work in a large, ever growing field, is ambition enough for any man. And any man good enough for salesmanship will find a job good enough for him anytime he looks for it—especially now!

Elephants and Employees

Three elephants—great, grey East Indian fellows—broke from their keepers, one day last week, and ran through the crowded streets of New York.

Thousands of people, especially small boys and girls, ran along with the jungle monsters, and rather encouraged them in the getaway.

Eventually, though, these animals were recaptured. They were chained, and led submissively back to their quarters in a local theater.

Whether or not this was a prearranged press stunt, we do not know. Anyway, the event of their appearance on the streets attracted not only people, but movie men, newspaper men—and crowds to the theater.

And, in that theater the same evening, those elephants trotted upon the stage and went through their triangle acts like stuffed toys of the harmless automatic sort.

They danced, stood on their trunks, jingled bells, played tenpins, walked on fence posts, and so on. Their toes were gilded as Cleopatra's slipper, and they were under absolute control of their trainer.

That trainer, of course, made himself as inconspicuous as possible. When applause swept over the house it was for the elephants, not the trainer. In the audience everyone took the trainer and his whip as just a portion of the equipment.

Watching the performance carefully, an observer could not fail to note that the entire composite of the elephants' actions depended totally upon the elemental and progressive steps of the vigilant trainer.

Minus the trainer the elephants would be dumb indeed. No matter how carefully, how thoroughly they have been trained, if the man-with-the-whip did not stand constantly on guard the show would be a most distinct failure.

It is so, too, with any animal, wild or tame. It is so, too, with people.

No matter how well people, for instance, have been trained or experienced, they simply do not go through their steps unless their trainer—the boss—stands always on guard to correct, to amend, to guide, to watch.

Lots of bosses know this, yet they fail to keep their eyes open. Men—big men—in the tobacco industry leave details of business to their help. It is necessary. It is right. But, without proper control and guidance of little matters of detail, even a big business can go on the rocks.

People—employees—are like elephants. Elephants are the same as employees, in this respect. They bear not only constant control, but the wise guidance of that control.

That is where the successful trainer comes in. That is where the wise boss comes in. Both of them see the crowds, hear the applause—it is the evidence of their superiority as developers of ability, that is all.

And, occasionally, if the elephants run away

—or are induced to run away—so do employees. Any merchant, any manufacturer, any proprietor knows this. What he fails to realize, however, is that the chains and whip or spikes which controls the elephant, is also trained into the modulated eye and hand of the proprietor or manager with his employees.

"We'll Sign Anything"

There is a certain concern manifested in business signs which employs a peculiar business. It is this: "We'll Sign Anything."

Of course it attracts attention. And, of course, it means what it says—in

As an advertisement, then, it is probably effective. As a statement of fact it is leading.

It is misleading because few business men will sign everything or anything! They are too cautious to get their names on paper which may ruin their business or personal reputation.

Big business men realize this fully in almost every walk of life realized. But some do not follow their sense of logic.

No where is this better realized than in Forty-Ninth Street, New York. For around the corner from some of the shops on Fifth Avenue, are some of the most inconspicuous stores or stalls.

These old time stalls or shops are devoted mostly, to books and autographs. Old and ancient and modern autographs are there and they bring unusual prices.

Simple little signatures, phrases, no letters are there. They are exposed to view in dilapidated brown stone basements houses which once were great.

And great and little signatures of the mixed crowd—are as about such men as Theodore Roosevelt, George Bernard Shaw, Abraham Lincoln, Charles Dickens, Beethoven, Lidtze, Washington, Woodrow Wilson, and many others.

What these men wrote and signed stands out in bold display. Display, at \$50, \$1,000 and more.

It is not, however, what they have written, which they have expressed, phrase, which demands fabulous figures. It is, for instance, the fragment of a two-dollar scrap of paper on which Abe Lincoln wrote "Let this boy be discharged as of December 16, 1863," which makes that fragment of a sick soldier so interesting, valuable.

No, it is not that. But it is, in the phrase of things, that a man like President Lincoln, in signing himself merely "A. Lincoln," had a name to protect, to preserve, to be cautious about.

And back of that name, back of that signature and drop of ink is the Lincoln personality, the dominant idea of a man, who, in time, makes his signature, his initials, word, of value out of all proportion to the matter in comment.

Business men, of course, never expect to attain the heights of political, of patriotic influence afforded to men like Lincoln.

So they frequently write and say things, in hand, which they sometimes regret. For Lincoln, perhaps, in his pre-political days wrote stuff he would have recalled.

But business men—tobacco men—cannot more afford to write and sign incautious titles, statements, letters than they cannot checks, power-of-attorney.

Most men in the tobacco business know this. But some, evidently, do not. It is time for grown men in commercial life to think of the sign man's slogan, "We'll Sign Anything!" every time he is called upon to sign

his word, his bond, on a plain paper.

Use No Hooks!

rs of tobacco products have numerations when legitimate complaint made with the transportation com-

it, express and motor delivery is not And it never will be. Too many enter into the carriage of delicate to insure its rapid delivery in order as when shipped.

to products, of course, are perishables, cigarettes and tobaccos cannot strain of rough handling, delays, atmospheric changes.

most manufacturers, surely, make and their goods in such protective ways damage is materially lessened. Still, in the burly of rush orders, demands for transportation, what else can be expected unless occasional mishandling occurs? And delays are innumerable. Faulty work is also frequently to blame for received in bad order. Lost and stolen packages, too, is a combination of circumstances difficult to control.

express companies usually make quick delivery. Their systems are better, much more efficient. Yet they, too, have their periods of inactivity when seasonal rushes overcome well-laid plans.

to transport between cities and suburbs is increasing. It is becoming a haphazard manner of shipment. Cigars, particularly, travel best, it seems, in automobile trucks. Breakage and loss is lessened. Consignees are usually better pleased with this method of service.

is well, though, in the consideration of problems, to go more than half-way to transportation people and their

iction is eliminated, hard words are forgotten when both sides of the question are used in a straightforward and businesslike manner.

care-with-care" often appears on labels and packages and cases. "This-side-up" is another phrase often employed. But the best is the old "use-no-hooks."

combination of words, with its accompanying sense of care and attention, is that the transportation difficulty re-

and now, with the enormously increased demands of all sorts of merchandise, it is more appropriate to urge the shippers of the tobacco industry to get the best results they can—but to Use No Hooks!

Watch Your Step!

When you step up or down to the platform of the average transportation company, there is usually a most prominent sign pointing your face.

is, of course, the familiar warning to "Watch Your Step!" and it refers directly to the possibility of danger surrounding all around moving vehicles.

caution, such as this is necessary. Too many people ignore the ordinary precautionary measures provided for all travelers. And, in this case, we also refer to the business men.

Business men, too, should watch their steps. Business is in motion all the time. If it ceases, so it is apparent that the watch-your-step idea is just as appropriate for manufacturers and merchants as it is to

the folk who provide the wheels on which business does move.

Right now, too, it is necessary to exercise that caution. Plans are being prepared, appropriations are being made. Trade developments are under way. They cost money, much money. They take up time, lots of time. Men and merchandise are involved.

In the tobacco industries the year 1926 appears to be the prospectus of a brilliant twelve months. Reports reaching this publication from every source confirm the general and average impression of a prosperous season.

But to make this prosperity certain, we must watch our steps! Plunging in, diving overboard to get in the swim won't do. Too many business men are drowned commercially in this way.

Pre-arranged plans, figured to an allspice, are essential to any business. In the cigar business, particularly, with its inconspicuous profits, the watch-your-step plan must prevail!

Coming Events

TUESDAY.—Tobacco Table meets at luncheon each Tuesday at the Hotel McAlpin, 34th street and Broadway, New York. New and interesting special features every week. Transients cordially invited.

* * *

JANUARY 25 TO 30.—The Tobacco and Allied Industries Exposition, January 25 to 30, inclusive, 1926; Grand Central Palace, New York City, under auspices of the Allied Tobacco Exhibitors' Association, whose executive offices are in the Hotel McAlpin, suite 334, New York. Telephone, Pennsylvania 5700, extensions 332-334-336. Call or write, Harry A. Cochrane, managing director; Ales Lemlein, business manager; S. W. Levine, president. Get busy, and arrange to feature your products where they may be seen and inspected by many thousands of potential buyers. Do your part. Help to show the world the vast importance of the tobacco and allied industries.

* * *

JANUARY 27.—Supper Dance of the National Board of Tobacco Salesmen's Associations is to be held Wednesday evening, January 27, at the Clover Gardens of the Grand Central Palace in connection with the International Tobacco Show. Many of the hostesses will be well known celebrities of the Metropolitan stage. There will also be a carnival feature of the dance. Tickets are to be on sale January 15 by the National Board of Tobacco Salesmen's Associations, at 123 Liberty street, and by the National Exposition Company, Hotel McAlpin, New York. Reservations should be made now, however, as the demand will be very large.

Under the High Hat

Appointments for business conferences are usually made verbally, by phone, by wire, by cable. American business men are known to keep their appointments, as a rule, and a specified time is regarded as sacred.

It is sacred not only to the man who asks the appointment, but it is also held inviolate by the business man who grants it. This plan, it is evident, is the only one which can succeed if confidence is to be maintained in trade.

Recently, though, a certain member of the tobacco trade complained that a conspicuous associate in the industry had adopted a policy of high-hatting his appointments.

In other words, if the appointment, or the appointee did not completely meet with the approval of this man under the high hat of superiority he would break the engagement.

These broken engagements were most invariably split wide apart with men who came to solicit business, to ask for reasonable reciprocity in trade.

And the gentleman under the high hat would merely follow the attitude of announc-

ing he was out—or, at least, not in to the man who called.

Now, it seems, this high hatting friend also had men out looking for business, himself. His salesmen, it appears, had to go through the same course of sprouts which he himself injected as a curse to his tribe of managing officials.

Rumor of this man's selfish attitude spread in the trade. It ultimately injured his business. Even then he could not readily see how this high hatting process was a matter of concern to his friends and office assistants.

Peculiarly, too, this man was not a bad fellow to meet socially. He was rather pleasant, rather friendly himself. He could be very agreeable to those he fancied.

Trouble was, as it developed, this man was wearing a high hat several sizes too large for his industrial head. During business hours he should have removed this unlovely lid, and hung it in the cloakroom, at least.

Instead, he sat there in his office with its invisible crown over his hair all day long. He sat there, in that way, until his business was almost a wreck from its use and its cause.

Then, one day, he awoke! He suddenly realized, through an engagement of his own, which was fractured by an acquaintance, that high hatting is an art practiced by pompous, unimportant people.

Since that time he has reformed. He now sees—as he should have seen at first—that high hats fit only the heads of persons who have no business in business.

And that, under the high hat of the tobacco man who has no use for financial inferiors—there sleeps the form of a man who is too inferior for the tobacco industry.

Show the Show!

Men in the tobacco business now have an unusual opportunity to do something for the industry. They have the opportunity of boosting the entire trade at the Tobacco Show.

Exhibitors, of course, have the foremost position of showing just what the Show is for. They have the chance, now, of displaying their individual lines in such a way that trade and transient visitors will be impressed with the importance of the tobacco trades and their associated industries.

This cannot be accomplished, however, by commonplace exhibits nor unenthusiastic exhibitors. To get the utmost good from a Show of this sort everyone must put his best foot forward.

Machinery men and growers will demonstrate to manufacturers. Manufacturers will exhibit to jobbers and retailers. Retailers can help, too, by informing their customers of the Show and its attractions.

Everyone should go. Unless those actively engaged in the trade encourage this attitude, the Show will not register as it should. Nothing of this sort can be extremely successful unless all those who should be interested are interested.

And Shows of this sort bring business in a peculiar way. Perhaps the direct return from an investment of the sort is only a small proportion of the outlay. On the other hand, the indirect benefits are many.

People who have been to the former Shows always come away with the idea that the tobacco business is much greater than they had any thought of. And the only way they are ever convinced of this is when the entire trade supports the Show.

Show the Show, then, just what the industry is! Get the idea now that the Show is to be the huge success it deserves to be—and make it so!

Recent 'Doings' in Dark District of Virginia

NEW CANTON, Va., Jan. 11.—The latter part of December was quiet and uneventful throughout the entire dark tobacco district of Virginia. All the markets were closed and the buyers scattered. Farmers generally remained quietly at home with their families. As the weather was unusually dry and bright, there was no "season" for taking down the dark tobacco from the tierpoles in the barns, and no work in the line of getting ready for market was done except the stripping of a considerable amount which had been bulked down early in December.

Many of the dark markets opened early last week and had nominal sales. January 5 was set as the general date of opening, with sales through the week. The first part of the week was warm and damp. Thursday night a cold wind began blowing from the northeast and early the next morning a heavy snowstorm set in which lasted well into Friday, bringing a very heavy precipitation and burying the entire state of Virginia in a mass of white. The dark tobacco region is just now beginning to dig out, and it is likely that it will be some time before large activities in tobacco marketing will be in evidence.

Business Activities

The business activities just previous to the Christmas holidays indicate something as to general financial conditions in the dark tobacco belt of Virginia. Everywhere merchants experienced active trade. Buying was what might be termed liberal, and cash was passed. While nothing like 1919 was in evidence, still it was far ahead of 1922, 1923, and even 1924, with indications that even better times will be experienced other things being equal, in the same season of 1926.

Previous to the holidays tobacco growers in many sections of the dark belt ran their plows and prepared much land for the 1926 crop.

A traveler on the train up the James River Valley from Richmond would observe vast sections of the rich "low-grounds" fully plowed and ready for next spring's crops. Much of this is corn and hay land, but it indicates the great activity of the tobacco farmer generally and tends to show that this year will probably be one of great intensive farming throughout central Virginia.

In most of the larger towns like Lynchburg, Petersburg, Richmond, Farmville, Blackstone, Appomattox, etc., all commercial institutions showed evidence of prosperity. Banks and bankers were in the general line. Many notes were paid off and many deposits recorded.

Indications of Prices

From present indications prices from this time through January and possibly February will continue certainly equal to those of November and December. The heavy large crops of dark tobacco have not as yet reached the market. Most of the large growers, both independent and co-operative, have still the bulk of their crops to be marketed.

As hitherto, prices for the dark product will average about 18 to 20 cents per pound. It is more than probable that a number of the fine crops will average 25 and even 28 cents a pound. In the Farmville territory there are a number of growers who will certainly get considerably more than 25 cents a pound, good and bad. These prices range well with those of post-war times when the tobacco grower was in his glory. The type of dark tobacco sold in Lynchburg will likewise bring possibly an average of 20 cents a pound to all growers.

The Investigation

The investigation by the Federal authorities into the matter of the activities of certain old line tobacco corporations in the matter of doing detrimental things to the Tri-State Tobacco Growers' Co-operative Association is receiving considerable thought and discussion. Naturally there is a division of sentiment in the matter. Most co-operative people still maintain that the

large companies are actively at work against the Association. Most independents claim that the Association is its own worst enemy.

"So they argue the thing at breakfast, They argue the thing at tea, And the more they argue the question The more they can't agree."

Let it be known, however, that both sides, outsiders and insiders, are extremely active all over the dark belt of Virginia. Oratory and discussion is the absolute order of the day. The question is, when will a conclusion be reached?

The January number of the Tri-State Tobacco Growers, official organ of the Co-operative Association, has just been broadcast throughout the dark growing belt. This number is filled with things which serve, seemingly, to inspire the members of the organization. The first inside page contains an article in large type in which it is claimed that within three and a half years the 97,000 members of the organization have marketed 500,000,000 pounds of tobacco for which they received \$80,000,000.

The statement is also made that for the first time in history the average price of dark tobacco exceeds that of bright. This, they state, is due to the strength of the dark organization. Statement is also made that in Kentucky, where the dark association allowed its members to sell at auction, the price of the dark leaf averages this year from 9 to 12 cents a pound. It is also stated that the total receipts of tobacco this season have been in excess of 57,000,000 pounds.

Much is made of the economical way in which the Association is now operated—how small markets have been eliminated and large numbers of employees turned off. "Never has its (the Association's) financial position or its credit been so strong as today," the editorial declares.

As tobacco farming is now considerably concerned with the use of tractors, interest here is shown in the changes in the methods of the distribution of a certain low-priced tractor as announced

by Norfolk authorities to a dealer. Whether or not the distribution will be to the advantage of the tobacco grower is still a dispute. However it may be, growers are generally turning to tractor to help them grow tobacco. So far it has proven to be profitable to implement.

Cole Home Burns

Tobacco people of all conditions are this week extending heartfelt sympathy to A. H. Cole, prominent tobacco grower and gentleman and former manager of New Canton warehouse, whose day night of last week lost his home by fire, nothing being saved. Mr. Cole, nothing expects to rebuild his home on the same spot. He hopes to realize from the next year's tobacco crop largely towards the rebuilding. MER F. JONES

Owensboro Observations

OWENSBORO, Ky., Jan. 9.—(to Withers & Hicks report tobacco sales this week of, Green River district, 2,179,980 pounds; average, \$72.15, 167,140 pounds; average, \$72.15, with general conditions and prices practically unchanged. Some light was noticeable on low grades and prices on the closing sales of the week were firmer, tending to an advance. Burley to advance."

The Hodge Tobacco Company observations: "Tobacco prices remained on all grades with possibly the crop of dirty common lugs and trunks which were lower. Offerings on floors continue to decline in quantity, the lowest average price this season was made this week. "We estimate there has been 10 per cent of the crop delivered in the Green River district."

Manufacturers and Supply People:

Exhibit your line along with other leaders in the

TOBACCO EXPOSITION

January 25th to 30th, 1926

Grand Central Palace,

New York City

And Get Your Share of the Business.

THERE IS NO TIME TO LOSE!

Thousands of jobbers and retailers as well as the public will attend.

For particulars apply to:

ALLIED TOBACCO EXHIBITORS ASSOCIATION

S. W. Levine, President

Harry A. Cochrane, Managing Director

Asa Lemlein, Business Manager

Executive Offices—HOTEL McALPIN—Suite 334—New York City. Phone: Penn. 5700—Ext. 332-334-336.

Chicago Receives New Tampa Cigar Price Lists

Prices Hit All Sizes—Some Quotes Not Yet Made—Three for Fifty-Five Favorite—Ruskin Advertises First—Webster Push Soon—Hassett Bankruptcy—Fonseca Fire.

Jan. 9.—New Tampa prices received. The dealers now are figuring what steps they will take in the light of the old sizes. The announcement of a raise at the Cuesta, Rey & Company, popular selling three for fifty are now \$150 the thousand, to twenty cents straight. The Queens, Favorita, and Palmetto for fifty cent sizes, at \$130 being placed. The five cent Cuesta Company's Rosetas have been \$40, as have their other shapes. Fifteen cent sizes are at \$112. A trade discount of ten and two per cent is given the

the I. Lewis Cigar Manufacturing Company to John Ruskin smokers that they guarantee to give always the best of quality in this five cent smoke.

"Buy them by the box and you'll say they are equal to any good ten cent cigar," they say. Nathan Fox Company is the distributor of John Ruskin, and it is the largest selling five cent cigar on the Chicago market.

With the coming of the new year the P. J. Rubey Company, Chicago's largest wholesale cigar merchants, have just put on extra steam to make 1926 the biggest year in sales that Dutch Master cigars have ever had in this territory. This national seller is handled in every nook and corner where a box of cigars is sold.

Simpson Successful

When the General Cigar Company placed Arthur Simpson upon the north side last year they knew the distribution of Wm. Penn, White Owl, Van Dyck and Robert Burns would increase in sale. They have guessed right, for all these brands have a wide distribution in the territory that Simpson covers.

George Becker, who represents Faber, Coe & Gregg outside of Chicago, is arranging for an early trip over his territory.

Tebbetts & Garland, 16-18 North Michigan avenue, Chicago's Stop & Shop, feature a big window display of Red Horse Inn Mixture made for them by the Continental Tobacco Company. Red Horse Inn is packed in five sizes to retail from thirty cents to \$2.90. Displayed in the window showing are their private brands, Courageous and Durac de Luxe.

Anderson & Thorsen, at 54 East Monroe street, are showing a full window of Don Sebastian cigars from Arango & Arango, also Henry Clay imported cigars.

Francis Braynard, Chicago representative for Easterbrook & Eaton, of Boston, is busy booking orders for imported cigars. The holiday stocks in the hands of the dealers have been cleaned out, and Frank is getting an early start.

Fox Fay Out

January issue of Fox Fay, published by Nathan Fox & Company, has just reached the trade. The sixteen pages of this clever little booklet are very beneficial to the dealers, jobbers and salesmen. This month's issue shows letters of praise from various merchants for the John Ruskin cigar, which the House of Nathan Fox features so strongly. Webster cigars, in new shapes and sizes, bigger and better, are shown in a double page advertisement announcing that Nathan Fox Company have secured the exclusive distribution. The Short Filler column, Business Builders, and Ideas to Limber Up the Cash Register, contain some snappy short notes. The back page of the January issue features Dill's Best, which Nathan Fox carry in all sizes.

Falk Tobacco Company, branch of the American Tobacco Company, is placing a new offering of the Herbert Tarleton cigarette. A convenient humid tin of fifty, and one packing of the regular foil wrapper package of twenty, a total ninety cent value, is offered for sixty-five cents. This deal is making quite a hit with the smokers, and is featured in many of the store windows.

An extensive advertising campaign on the Webster cigar will appear shortly in the Chicago Daily News and the Chicago Tribune for the Nathan Fox Company, Chicago distributors.

Hassett Bankrupt

William P. Hassett, who has conducted a large retail store and card room at 234 East Fifty-fourth street, has gone into bankruptcy. Samuel L. Winternitz & Company will auction off the stock and fixtures on Monday, January 11. The

(Continued on page 36)

ENGLISH OVALS

CIGARETTES

Blended in the Good Old English Way



Keep a
carton
on the
counter

ENGLISH OVALS are rolling up a record in sales, satisfaction and profit for the retail merchant.

A carton on your counter is like an extra salesman in the store. They literally sell themselves.

Ask your jobber for more ENGLISH OVALS today.

Made by the makers of

Philip Morris

BOND STREET CIGARETTES

In the Little Brown Box

"The Ultimate in Cigarette Luxury"

WAITT & BOND

Blackstone
CIGAR

Extremely

Mild

Other Increases

Following closely on the heels of the Cuesta, Rey & Company's announcement from Gonzalez & Sanchez, of Chicago. They also advanced the fifty cent sizes to \$150, to be twenty cents straight. All fifty cent sizes are listed at \$112, and two five cent sizes at \$95, with a 10 and 2 per cent discount. The Chicago office of Clestino & Company was Clestino Vega, in conference with Aaron Straus, a member of the firm. Behind the scenes a conference is taking place and the new prices will be on the new cigars. We hope to be able to come before this letter goes to

(ohn Pushes Websters

John, cigar manager of the Fox Company, has his selling campaign on the Webster campaign. Any new accounts have been secured for this popular brand since the Fox took over the territory. He is taking the rounds with each man and it is safely said that Webster will be displayed in hundreds of

George Hackett, "get the Oliver, Hackett," sales manager of the Chicago branch of the Bernard Schwartz Corporation, not letting the grass grow under his feet. He has his entire staff bent out on the job looking after the sales of R. G. Dun cigars. The sales that George believes in the state and he gets them out with the sales. The Loop salesman for the Fox Company, Inc., is out to his 25 sales record. Bent went big in the year just passed, and Dye Robert Burns, White Owl and Wm. Penn made Ben's total run in figures.

Three for Fifty-Five

One of the three for fifty-five sell has arrived. With the deal being made by Tampa factories dealers have sharpened their pencils to figure out how to make a profit. How much will take to the old prices and small sizes is a question that time will tell. Several of the larger store owners are figuring on putting out new labels. The Quality No. 6" appear in all sizes and elevated cars featuring in cigarettes, the balanced blend, and twenty joys in each pack. The cigars have a wide sale here. The Franklin, who represents P. J. Rubey Company, has been in New York as Chicago's delegate to the National Association of Tobacco Salesmen's Annual convention. Arnold is the Chicago branch No. 7 of the I. Lewis Cigar Manufacturing Company.

Ruskin First on Mat

John Ruskin goes the honor for the first advertisement to appear in Chicago newspapers for 1926. The first appeared in the Sunday Chicago Tribune. It was a pledge from



Charles Denby 2 for 15c

They satisfy the smoker because they are good, and the merchant because they sell.

LA FENDRICH

10c. to 3 for 50c.

H. FENDRICH, Inc.
EVANSVILLE, IND.—ESTABLISHED 1850



ROBERT EMMET

Fresh Cigars Kept Fresh
in Airtight Tins

One Size,
One Grade,
One Price.

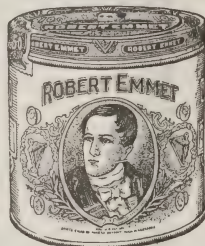
Packed in
Airtight
Tins

10c

The Big Seller

Wherever You Go

SPIETZ CIGAR CO., LIMITED, Manufacturers
Harper & Seneca Sts., Detroit, Mich.



LA PALINA

CIGAR

If you want a fast
moving number, stock up on

TOPIC

CIGARS

"Good from End to End"

In all sizes--
shapes and colors

Bobrow Bros. Inc., Mfrs.
Philadelphia, U.S.A.
Makers of Bold - La Tosella - Recall



Philadelphia Starts In With Added Capacity

Inventories Over—New Year Planning Results in Prosperity
Indications—Holt's High Record—Producto's Twenty
Eight Plants—Henrietta Juniors Successful.

PHILADELPHIA, Jan. 11.—With the resumption of operations in the factories and the settlement of the offices and forces down to the routine of the new year's business, there is every indication of continuance of the prosperity that marked the passing months of the old year. In the return to desks, after a week of jubilation over the passing year's successes, and the attention to outlining new developments in 1926 at business conferences with which the festivities were interspersed, there was every confidence in the future.

And so all are settled into earnest consideration and effort in preparation for the coming year. While hopes are high for the forward outlook in the cigar manufacturing industry particularly and the trade generally, there is strong foundation for the maintenance of these in the present orders already booked to replenish depleted stocks consumed in the holidays among the factories, distributive trade and the retailers, all having been well cleaned up in the rush of the last month.

Inventories Over

From all sections of the country have come demands for the refurbishing of shelves, counters, warehouses and other avenues devoted to the distribution of cigars for the old reliable Philadelphia brands of those producers having national patronage. Inventory having been completed in the majority of factories during the week of the holidays when plants were closed for a few days in order to make record of stock, it was found that there was very little left from the Xmas stocks to start the New Year, and so factories were immediately set to work on the piled up orders that will keep production at capacity for several weeks to come.

Retailers, of course, have had a reaction from the holiday business; and, although the demand is fairly well maintained it lacks the pep of the brisker days of yuletide, and is nearing the normal every day seasonal levels.

Holt Hits Record

Expressing the past holiday as "the biggest" in the history of the business, Arthur Holt, known as the job-lot-king with store on South Broad street below Market, gives some idea of the prosperity of the retail industry during the Yule season. His mail orders and over the counter box sales mounted to the highest ever recorded, even topping those of the war boom days. Numerous brands of the well known makers, and special purchases were made for the holiday business running into millions of cigars, and they were well distributed as Xmas gifts.

Having reached the pinnacle of its sales and production of the El Producto, the G. H. P. Cigar Company, Third and Brown streets, devoted to celebration of this achievement, in the past year, four entire days of the New Year holiday week. Beginning with business conferences at the main offices and factory in Brown street, held on Wednesday, there were equally divided business sections and social gatherings occupying the time intervening from the mid week to Saturday's closing program.

On congratulating the sales organization, the executives of business offices and factories, and the many trade friends present who made possible this high altitude in the history of the G. H. P. Company, the heads of the firm, Samuel Grabosky and his brother Benjamin Grabosky, enthused over the past, and expressed their hopes for even bigger things in the New Year.

With a hospitality of such generous proportions that it has gained for the firm a fame all its own in the annals of trade social functions at Yule time, the members of the official family of the El Producto, assembled at the festive board in the banquet at the Hotel Adelphi, on Wednesday evening, and there greeted the workers with compliments of

the season and expressions of joy at the happy events of the old year.

Twenty-Eight Factories

More than 450 enthusiastic associates of the G. H. P. business friends, trade friends including office salesmen, executives and distributors, heard the hearty words of greeting from the heads of the firm, and general manager Frank P. Will, in a booming business of the year (1925). They went over, in brief, the strategy for the development of facilities for the acquisition of four new factories, completing a chain of 28 during the period, and enabling an increase of hundreds of thousands of cigars in order to meet the needs of the market for the El Producto. Sales manager Thomas Dean told of the work of the sales organization, stressing the victory now being covered by the representatives on the road and the territories, and reaching to the four corners of the compass. Then all enjoyed of the most elaborate of spreading a banquet table, heaping with seasonable good things.

Among those from out of town present were Al Lehman of the Al Lehman Company, Buffalo, N. Y., Gunst, the Cliff-Weil Cigar Co., Richmond, Va., and O. Carmichael, Michael Brothers, Miami, and other Florida points. On New Year's day there was an open house hospitality at the headquarters, Third and Brown streets, with the members of the firm, hosts to the workers in the factories, other departments supplemented by dancing program and luncheon open to all participating. On Saturday morning sent all back to their respective territories, desks and work benches much enthused with the glowing counts of the old year, and inspired with new spirit for vigorous participation in the business program outlined for the new year.

Garvett's Program

Returned from the holiday reception and business conferences of the 28 Cressman Cigar Company, held at the Detroit headquarters, district manager Joseph S. Garvett, is planning out a program for the local activities of the Quaker City sales branch at 171 Vine street. He enjoyed the banquet at the Hotel Tuller in Detroit, where

B. WASSERMAN CO.

77 Chambers Street

New York

Established 1870 Incorporated 1902

Importers

and

Distributors

of

Havana

and

Domestic Cigars

of the business family dined at the head of the firm. y and treasurer Jacob Mazer extending the season's greeting complimentary vein expressing appreciation of cooperation rendered by the forces throughout the year. Distribution of Detroit Hand is Detroit, Counselors and the brands for which it is such advertising is proposed year's business program with adding distribution and aiding r and distributor. The new the invincible, two for twenty size, has been keeping up demands of the holiday, and is excess of production, so that it necessary to considerably increase manufacture of these.

Henrietta Juniors Arrive

executives and the sales or of Otto Eisenlohr & Brothers, t street, met in an annual get-together at the Manufactur- on Saturday of last week, to ate the passing of a year's bright recollections of new achievements for the manufac- the Cinco, Henrietta, and the additions to the brands, the Juniors.

Joseph S. Gallagher, Robert m, and John J. Roger, of the representing the sentiments of good expressing its approval of the n employees, there were terse eads spoken by each, ex- the happiness of the year's All were most enthused over ctory sales of the new Hen- ur just prior to the holidays, gaw glowing accounts of what bloomed for in the new year. er joying a delicious noon lun- y entertaining features com- afternoons festivities. The quarters of the Eisenlohr of- e honored by a visit from ent Samuel T. Gilbert, of the gar Company, Detroit, and of ischer concern, during the week.

El Trebow's Clean Sweep

El Trebow, head of the Trebow Company, is in the middle west- g rounds of distributors and ending his fast growing El ow. The El Trebow was one of Philadelphia made cigars that en- vey excellent holiday sales in the western and the Great Lakes re- adquarters here were kept on speed operation, meeting demands a (an sweep of the entire six rd warehouses at 121 North str. Although Mr. Trebow did eave for the western field until the holiday, he was well repre- sented by J. H. Weller, who covers territory for the firm.

portans, and his brother Charles move in the Cuban field looking for supplies for the Congress Company, Third and Spruce manufacturers of the La Palma. by dates in need of the

Paramount, the brand manufactured by the Mendelsohn Cigar Company, of Cleveland, Ohio, the visit last week to the Philadelphia trade of Grover Mendelsohn, of the firm was timely. One of the big sellers for the gift season was the Paramount, and dealers cleaned up a tidy profit on these Cleveland made cigars. This Profit has been passed along to the producers in larger orders for the Paramount.

More Adlon Capacity

Because of the tremendously broad demand for Adlons, created within the past year, the Consolidated Cigar Corporation has decided to begin the 1926 production with a substantial increase. So, with the week, the production was augmented to 200,000 more Adlons per day. The factory reopened on January 4 after a short closing for inventory.

Howard F. Pent is again on the road looking after his interests for the Marshall Field in the west, having left headquarters of the Marshall Field factory, at 127 North Seventh street, on January 4. New triumphs were scored by the brand in the west as the result of the holiday sales for the brand, now one of the substantially patronized cigars in the retail trade, which is another victory for Philadelphia made products.

Glass Cigar Lids Needed Now By All Dealers

Retailers who do not protect their cigars with cigar glass lids at this time of year are facing sure disaster. These lids are needed, of course, all the year 'round, but the dry winter months are the worst of all for this sort of perishable smoking material.

Cigar manufacturers are supplying their customers with glass lids for all their large selling brands. But there are still a vast number of displayed goods which apparently are forgotten and unprotected. Unless the retailer or jobber can induce the manufacturer to cover all his goods with the needful article, the consumer sale is ruined almost so soon as a box is opened.

With small moistening devices, now supplied to the trade, these glass covered boxes may be kept upon counter tops indefinitely. Not only are the goods thus kept from spoilage, but the progressive retailer absolutely knows that the counter sales are vastly increased by top display.

Manufacturers, who know, say 30 to 40 per cent is the usual added gain for glass lidded cigars on the surface of show cases.

Yankee Notions Interest Hirsch

Probably the Yankee notions which bring Leo Hirsch from New York to Hartford are the appealing crops of Connecticut tobacco. Anyway, he is satisfied that nowhere else this year is there such a good aspect of excellent leaf for cigar manu-

Get in the Show Vanguard

National Tobacco Week and the fourth annual Tobacco Industries Exposition, now but three weeks off, January 25 to 30 inclusive, has resulted in the Last Minute Men of the industry lining up for exhibition space in the Exposition and giving belated attention to National Tobacco Week and means of aiding its exploitation, according to reports from headquarters in the Hotel McAlpin, New York, of National Tobacco Week and the Allied Exhibitors Association, sponsors of the annual Tobacco Industries Exposition, held in the Grand Central Palace, New York, during National Tobacco Week.

The Tobacco Industries Exposition is promised to show a decided growth for a four year old and in addition to a wider and broader scope in its list of exhibits and exhibitors from all branches of the tobacco industry, special features of general interest to the public will be more in evidence. Music, motion pictures and the other features of previous years will be repeated.

Contests are always interesting and the Exposition management is arranging a program of speed contest in which teams from the various hand made cigar factories are asked to compete to determine the fastest working team of operators on the industry.

Considerable interest has been aroused among smokers in the contests announced for world records and championships in the slowest and the fastest smoking of cigars, cigarettes and pipes. The existing records made in France are:

Fastest smoking of a gram of pipe tobacco, 1 min. 10 sec.

Slowest smoking of gram of pipe tobacco, with no relighting necessary, 51 min. 20 sec.

Fastest smoking of a cigar, 1 min. 50 sec.

Slowest continuous smoking of a cigar, 2 min. 13 sec.

Fastest smoking of a cigarette, 1 min. 3 sec.

Slowest continuous cigarette smoke, with no relighting, 38 minutes.

Boston Jobbers Put in Receiver's Hands

BOSTON, Mass., Jan. 11.—An involuntary petition in bankruptcy has been filed against Alford Brothers, the Cash-and-Carry tobacco jobbers of 12 Cross street, this city. Three petitioners with claims of \$2,300, are listed in the court proceedings.

Rosenthals to Porto Rico

Both Mr. and Mrs. Edward Rosenthal sailed for Porto Rico last week. Mr. Rosenthal will be engaged with the business affairs of the Porto Rican-American Tobacco Company, and Mrs. Rosenthal will have ample opportunity to enjoy the wonderful weather of the sun-lit-isle.

Returning For Show

While it was necessary for Sam Zuckerman to make a special eastern trip this week for H. L. Rogers Company, New York, he says he will surely return in time for the Tobacco Show.

Changes in the American Cigar Company

At the Wednesday meeting of the board of directors of the American Cigar Company last week Junius Parker was made chairman of the board. Assistant to the President, Gerson J. Brown, was elected a vice-president. Mr. Brown came with the company just about a year ago. He had been president of the J. B. Moos Company, and the record he made as sales manager in both cases was such that promotion almost automatically followed. And that the increased business has been converted into real cash results is amply borne out by the newly announced dividend, which has now risen from 6 to 8 per cent.

Michaelis Plant Strips 500 Bales of Shade

LANCASTER, Pa., Jan. 11.—More than five hundred bales of Connecticut shade-grown have recently been stripped by the stemming department of M. Michaelis & Son, of this city. Out of town jobbers and manufacturers are calling upon the Michaelis firm repeatedly for this sort of assistance. All leaf stripping is under the ever watchful eye of the members of this firm, and they have won an enviable reputation for quick and careful work.

Durlach Brothers Expect Good Year

Receipts and shipments from the firm of Durlach Brothers, 181 Water street, New York, are so satisfactory that the house anticipates one of the best years in its history. Preliminary requests for samples and prices from cigar manufacturers throughout the country indicate that the present situation will become more intense as the year develops. Every fast selling cigar in the United States is composed of more or less Porto Rican tobacco, and the Island supply will hardly suffice unless the crop is greatly increased.

Trebow Calls on Weller

Going west last week for a hurried call upon his jobbing trade, President Max R. Trebow, of the Trebow Cigar Company, Philadelphia, has arranged to co-operate with J. H. Weller, who is now selling the famous-six El Trebows in that territory.

President Pent in West

Starting out last week for his first trip of the year, president Howard F. Pent, of the Coraza Cigar Company, Philadelphia, went westward. He admits that the Marshall Field cigar is a coming brand the country over, and especially in the western markets.



Harry Blum's

NATURAL BLOOM

The Cigar of Quality

HARRY BLUM, Manufacturer

1300 First Ave., New York City

HOYO de MONTERREY

The Aristocrat of

Imported Cigars

VALERIANO GIUTERREZ, Representative

82 Wall Street

New York

EDUARDO H. GATO



Established Since 1871

BOUQUET de GATO—MI PREFERIDA—CRESSIDA
E. H. GATO CIGAR CO., Factories and Office, Key West, Fla.

Clown Cigarettes and Old Hill Side Smoking

Manufactured by
Axton-Fisher Tobacco Co.
Incorporated
Louisville, Kentucky, U. S. A.

READ TOBACCO

For the Latest News of the Trade

Danville Has Small Receipts

DANVILLE, Va., Jan. 9.—The Danville Tobacco Association did not prepare figures on the sales this week owing to the fact that only four sales days have been recorded since the market resumed operations following the Christmas holidays. The receipts, however, have been light with approximately the same prices prevailing as those recorded just before the holiday period. Very little more good tobacco is expected to be sent here this season notable for the low quality of the crop and the good price that has been received, considering its lack of desirable types.

Thoughts already are beginning to turn to the next crop as reports reach here of farmers clearing land and planting seed beds. This was made possible by recent comparatively mild and rainy weather, followed by the first fall of snow this season.—TETLEY.

Hopkinsville Sales

HOPKINSVILLE, Ky., Jan. 9. — Dark fired tobacco sales this week were 1,016,405 pounds; average price per 100 pounds, \$11.19. Sold to date of 1925 crop, 5,349,470 pounds; average price per 100 pounds, \$11.44. Sold to same time last year, 2,490,600 pounds; average price per 100 pounds, \$12.09.

Burley sales for the week, 279,530 pounds; average price per 100 pounds, \$16.39. Sold to date of 1925 crop, 567,895 pounds; average price per 100 pounds, \$16.07. J. W. HANCOCK, President, Hopkinsville Tobacco Board of Trade.

Farmville Average \$14.08

FARMVILLE, Va., Jan. 9.—Tobacco sales on this market during the week, 174,013 pounds; average price, \$14.08. Sales previously reported, 2,696,772 pounds, at an average of \$17.24 per hundred pounds. Total sales to date, 2,870,785 pounds, average price per hundred pounds, \$17.05. Sales same date 1925, 2,225,297 pounds.

Receipts small on account of Quality of offerings very commonest of any week during season.—DUNNINGTON & Co.

Clarksville Average \$14.50

CLARKSVILLE, Tenn., Jan. 9.—Sales on the Clarksville market this week ending Wednesday: 1,000 pounds; sales for the season, 2,091,045 pounds. Average price per 100 pounds, \$14.50; average for the week, \$14.82; average for last season, \$14.82. HENRY M. LUPTON, Secretary, Clarksville Tobacco Board of Trade.

Tilcrest New Nickel

Sales department manager in Ollendorf, of the Park & Tilcrest division, announces a new five cent to be called the Tilcrest. He expects February 1 as the day for the launch of the independent imported cigarette at \$10 to \$25 advances. His business is reported excellent and the cigar business generally is much better than a year ago.

Carling Stand to Face

All the cigar leases of the United Hotels Company are passing management to Faber, Coe & Gregg, New York. One of the latest to pass is that of A. H. Carling at the Hotel Essex, New York. Another famous cigar which has also passed to Faber & Gregg is that in the Lambs Club, New York. The organization which most of the stage celebrities belong to.

Gyory Home From Exile

Many weeks were spent by Gyory at his former home in London and he has now returned to New York where the Berriman Brothers are engaged in the preparation of a new sales year.

THE HALL OF FAME

After all nothing satisfies like a good cigar

LESCHHEY-MYERS-CIGAR BOX CO.

CIGAR BOX MANUFACTURERS

YORK-HANOVER-EPHRATA-PENNSBURG-PHILADELPHIA

The Best Cigars are packed in Wooden Boxes

THE BEST CIGARS

ARE PACKED IN

WOODEN BOXES

MENENDEZ & CO.

Leaf Dealers, Packers and Exporters
OF

TOBACCO

Cable Parra 87 Amistad St., HABANA, CUBA

HINSDALE, SMITH & CO., Inc.

Established 1844

Importers of Sumatra and Havana and Packers of
Connecticut Leaf Tobacco
SPRINGFIELD, MASS.

125 Maiden Lane
Cable Address "Hargit"

New York
Telephone 901 John

Compania de Abraham Haas

ESCOGIDAS	Escogedor de Tabaco	CAMAJUANI
SANCTI	En Rama	SANCTI
SPIRITUS	SAN MIGUEL 85, HAVANA, CUBA	SPIRITUS
LAS VUELTAS	Cable: Haas, Havana	LAS VUELTAS
		CAMAJUANI
		PLACETAS

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LEAF TOBACCO and CIGARS

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HAVANA, CUBA



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Frank B. Strator

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HAVANA LEAF DEALERS

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Habana, Cuba

P. O. Box 495

Cable ANTERO

Cleveland Invoicing Stocks and Past Performance

Indications Point to Good Showings—Business Taking Serious Run of "Pot Luck"—Slow Collections Causing Considerable Concern—Still Room for Much Optimism.

CLEVELAND, Ohio, Jan. 9.—Inventory is on tap for most of our local dealers. Post season check-ups on stock and sales for the year is what is taking up most of the dealer's time. Business will be, of course, very slow for a few weeks, as it always is at this time, but it won't be long before the wheels of business progress are back into normal speed and gear. The results of inventories and checks up will, for the most part, show an increase in business unless all reports and opinions are grossly exaggerated.

Collections resulting from holiday sales have been very slow to date. Though business is good and the money will eventually find its way into the dealers' coffers, still money is scarce. The money situation is described as "tight." Though business is good, ready cash is far from abundant. This situation, though deplorable, is not hopeless. The money is forthcoming, the accounts are not dead. With a little patience everything will be adjusted. All the same a brighter situation must negate the present circumstances and a perfectly fine year in 1926 cannot be effected without a decided loosening of the flow of money.

No Cause for Suspicion

Al Siegel is back in town after a much needed post holiday vacation and rest (without much resting) up in Montreal. Al tells me that he had a very fine time up there and never once "staggered" home. Of course, every one is entitled to his own free and unfettered opinion.

Eddie Kirtz a Hustler

Young Eddie Kirtz is surely proving to be a chip from the old block in more ways than one. Eddie is with his father in their jobbing establishment, and he and Adolph make a fine duo. Customers are finding their service even better than formerly was the case, the kind of service they pay for and want.

Los Angeles Jobbers Sold Out on La Palinas

LOS ANGELES, Cal., Jan. 1.—Swept clean of practically all sizes of La Palinas during the late holiday rush, the Southern Tobacco Company, of this city, is anxiously awaiting new shipments from factory points. Excellent advertising support has made the Congress Cigar Company's work on the La Palina a decided factor in the Coast trade, and the expectations are that this new year will break all previous sales achievements for the Philadelphia brand.

Up-State Wholesalers Plan for More Cigar Trade

ROCHESTER, N. Y., Jan. 4.—Manager Arthur B. Lauer, of the Bartholomay Company, this city, is planning for an ever increasing distribution this year on Websters and Optimos. Sales and advertising will entirely cover the local territory this season, and it is anticipated that the co-operative assistance of the Webster Cigar Company and A. Sanatella & Company will ultimately result in the largest sale these brands have ever enjoyed in this division.

Louisville Jobber Quits Cigar Business

LOUISVILLE, Ky., Jan. 1.—After thirteen years in the cigar business L. J. Hackett has retired from the business, and entered the insurance game. Mr. Hackett was four years in his present line as exclusive local jobber for Havana, Tampa, Garcia Grande, and several other popular lines. Some of these accounts will be taken over by the Linker

In Chicago

Jack Rosen, representing the N. Y. man pipe house, and local residents of Chicago this week with Jack McManis of the Cleveland Pipe & Novelty Co., any, local distributors of the line of pipes. The Nuvo and lines met with great success in the territory during the year.

Reorganizing

The P. Lorillard Company's office is in the process of re-organizing. Jack Salling, who made such a personal record with little cigars during the year, has been transferred to Pittsburgh. Jack Samuels will be in Salling's place as head of the little cigar and window trimming department in this territory. Bert Berkowitz, who has been doing such good work in the window trimming department, has severed connections with the company. W. H. Harrison will still be the active head of the departments, but Al Simpson, former Bagpipe fame, has gone, as has Thomas, former head of the American cigarette forces in this territory.

William Freudmann Dies

It is with deep regret that the industry tells of the death of William Freudmann, widely known cigar manufacturer of Akron, near here. Freudmann was seventy years old, was one of the best known cigarists in this section.

Seeking New Records

Joe Klein, of the Larus & Rudolph Company, manufacturers of Edgewood tobacco, is in town this week attempting to set new records for things in shape for the year. Edgewood showed a remarkable increase over the previous year, and Joe Klein made this year an even bigger one. Several additions to the sales force have been made, among them being the new only Al Simpson, formerly with the Lorillard Company.—HERB.

Cigar Company and the C. B. Company. Mr. Hackett was at the time in the employ of the J. B. McManis company, and is a salesman of much

Good Opening for Dyes

After the temporary reaction of the inventory period, business has taken again with a rush at the Sumatra-Havana house of H. Duys & Company, Inc., 142 Water street, New York. It is evident, the inside folk say, at cigar industry is well along on the prosperous year, and the advance demand for leaf indicates that the year will undoubtedly exceed last year's record.

Florida Jobber Goes Firm

All the way from the summertime of Florida, C. Carmichael, of Calhoun Brothers, Miami, came north to the El Producto dinner in Philadelphia. And now he has returned home, pleased with what he saw, and happy.

Palina Buyers Go to Cuba

Both Robert and Charles Gansbury for the Congress Cigar Company Philadelphia, engaged passage last week to the Wonder Isle of Cuba.

PRINCE ALBERT

—no other tobacco is like it—

Havana Tobacco Stocks		
Closing Prices Monday		
Reported by Marketwise		
	Bid	Asked
Snuff	142	145
Snuff pfd	100	104½
Sumatra	13¼	13½
Sumatra pfd	88	110
Tobacco	115	116
Tobacco pfd	106½	107
Tobacco "B"	112½	115
ated Cigar	62½	63
ated Cigar pfd	94½	95¾
Cigar	114	115
Cigar deb. pfd	116	118½
Cigar pfd	109	114¾
Myers	91½	92½
Myers pfd	120	122
Myers "B"	91	92
P.	37¾	37½
P. pfd	113	115
R. J. Co. pfd	115	130
R. J. Co. "B"	96¼	96¾
Products	100¾	101
Products "A"	109	109¾
Cigar Stores	91¼	91¾
Cigar Stores pfd	116½	119½
abacco Co.	57	57½
abacco Co. pfd	112	113

Irative and Unlisted Stocks
Closing Prices Monday
Reported by Stans, Prosser & Doty

	Bid	Asked
erlin Cigar	114	117
erlin Cigar pfd	93	97
erlin Cigars	45	47
erlin Cigars 2nd pfd	95	100
erlin American Tobacco	26½	27½
erlin tal Tobacco Co.	14½	15
erlin & Bros. com.	18	20
erlin & Bros. pfd	94	99
erlin & Bros. com.	99	109
erlin & Bros. pfd	114	117
erlin & Bros. com.	124	128
erlin & Bros. pfd	103	109
erlin & Bros. com.	24	25
erlin & Bros. pfd	65	75
erlin & Bros. com.	80	90
erlin & Bros. pfd	183	187
erlin & Bros. com.	100	102
erlin & Bros. pfd	46	50
erlin & Bros. com.	21	22
erlin & Bros. pfd	53	60
erlin & Bros. com.	68	71
erlin & Bros. pfd	99	101

Mac Marquese Visits New Milford

On his usual trip to the New Milford, warehouse last week, Jack Marquese, of Julius Marquese & Son, Inc., 100 West street, New York, expressed the opinion that this would be an exceptional year for eastern tobaccos.

Business Fine With Selgas

Without any apparent interruption, the business of Selgas & Company, 128 Water street, New York, has continued to be excellent right over the usual inventory period. It is apparent from this that the manufacturers of the country are keeping ahead with their unfinished business of last year, and that the search for suitable Havana and Porto Rican tobacco is now on.

TAJMA **INFINITO** **LORD BYRON**
CEAR HAVANA CIGARS
ARGUELLES, LOPEZ & BRO., Inc., Makers
GENERAL OFFICE AND FACTORY, TAMPA, FLORIDA
Sales Office: 200 PEARL ST., NEW YORK Warehouse: HAVANA, CUBA

Cable "Nucc"
P. O. Box 1985
ANGEL MENENDEZ S en C
Dealers in All Kinds of Havana Tobacco
Specialty—Remedios & Vuelta Abajo Tobaccos
SITIOS 11, HAVANA, CUBA
Tel. A. 9067.

Bornholdt Believes Sumatra Will Show Big Gain

From the early reports of cigar manufacturing progress thus far in 1926 it is evident that the requirements of Sumatra buyers will be greatly enlarged this year. Many appeals are coming to Arthur Bornholdt & Company, 152 Water street, New York, for samples and quotations, and it is probable that the supply of very light leaf of good yield will be insufficient to meet all the necessities of the cigar situation, they say.

Romeo y Julieta Increases

Imported cigar business is better everywhere. It is especially good with the dealers handling the Romeo y Julieta brand. William T. Taylor is now settled in his new offices at 155 East Forty-second street, New York, and his associate, J. L. McGuerty, reports that the recent holiday season was the best the Romeo ever had.

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cents.

Parity of exchange is given as reported by the United States Mint, except in countries with the silver standard, where parity fluctuates with the price of silver.

Closing Rates Monday	
STERLING—Par	\$4.86½ per sovereign.
Demand.	\$4.85 1-16 Cables.\$4.85 7-16
FRANCE—Par	19.3 cents per franc.
Demand.	3.82¼ Cables. 3.83¼
ITALY—Par	19.3 cents per lira.
Demand.	4.03¼ Cables. 4.04¼
BELGIUM—Par	19.3 cents per franc
Demand.	4.53¼ Cables. 4.53¼
GERMANY—Par	23.8 cents per mark.
Demand.	23.81 Cables. 23.81
AUSTRIA—Par	14.07 cents per schilling.
Demand.	14.125 Cables. 14.125
DENMARK—Par	26.8 cents per krone.
Demand.	24.87 Cables. 24.89
GREECE—Par	19.3 cents per drachma.
Demand.	1.35 Cables. 1.35½
HOLLAND—Par	40.2 cents per florin.
Demand.	40.17 Cables. 40.19
HUNGARY—Par	20.3 cents per crown.
Demand.	.0014¼ Cables. .0014¼
SPAIN—Par	19.3 cents per peseta.
Demand.	14.20 Cables. 14.21
SWEDEN—Par	26.8 cents per krona.
Demand.	26.76 Cables. 26.78
SWITZERLAND—Par	19.3 cents per franc.
Demand.	19.31 Cables. 19.32
CHINA—Cents per silver dollar for Hongkong; per teal for Shanghai and Peking.	
Hongkong—Demand	58.38 Cables 58.50
Peking—Demand	79.25
Shanghai—Demand	75.38 Cables 75.50
PHILIPPINE ISLANDS—Manila: Par	50 cents per silver peso.
Demand.	50.00 Cables. 50.125
JAPAN—Par	49.8 cents per yen.
Demand.	43.63 Cables. 43.75
ARGENTINA—Par	42.44 cents per Argentine paper dollar.
Demand.	14.375 Cables. 14.50
BRAZIL—Par	32.45 cents per paper milreis.
Demand.	14.75 Cables. 14.81

HAVANA CIGARS

The Leader in All the World's Markets

ROMEO y JULIETA

U. S. REPRESENTATIVE
WM. T. TAYLOR, 50 E. 42nd St., N.Y.C.

JUAN B. DIAZ **BRUNO DIAZ** **ROSENDO PEREZ**

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PACKERS, DEALERS, STRIPPERS
and EXPORTERS OF LEAF TOBACCO

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IMPORTERS & PACKERS
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Havana—Consulate 138-140
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128 Water St.
NEW YORK

HERMANN DIEHL
GERVASIO 182, HABANA, CUBA
Commission Dealer and Exporter

Havana Leaf Tobacco of all kinds
STRIPPING PLANTS

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SPECIALISTS IN PARTIDO

HAVANA LEAF TOBACCO PACKERS AND DEALERS

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Leaf Tobacco

M. ABELLA
PACKER AND LEAF DEALER IN
PARTIDO, SEMI VUELTA AND REMEDIOS
100 Galiano Street Habana, Cuba
Cable: Aella

HIJOS DE DIEGO MONTERO
S. en C.
COMMISSION EXPORTERS LEAF TOBACCO
HABANAS 100-201 HAVANA, CUBA

San Francisco News

San Francisco, Cal., Jan. 6.—Now hands round here have had catch their breath and look to discover if they are headed in. It is very evident that nearly all have reason to congratulate for the reason that the holiday really surpassed expectations, and find themselves with stocks all cleaned up.

In addition the first few days of the new year have been days of more activity than could have been well expected. Factories are still running at capacity. Jobbers are already book-orders, and in many cases unorders. Harold Horn, travelman for the Golden State Leaf, states that he encountered a new man on the trip he just made up the Bret Harte country. General small factory man greets the salesman with the cheering announcement that nothing is wanted, that "I up." But this first trip after holiday, he found some of them acclimating for him, and in a hurry at he had. And on the trip to sales just before Christmas he everybody on the jump, many operating night and day, so intentions to show good had to and at night.

at this is not taken as a 100 per cent indication for the year 1926. Some are in the current, and some continue for apparent dangers ahead. Is it, the successful jobber down Jackson street, calls attention to the new chain of cut-rate stores standing. The fact that these are to be direct or indirect from the inside prices, the same goods, the same jobber and dealer is supported and handle at a profit, he indicates that the factories care less as to whether the little fry

survive or not, so that they sell their goods. That being the case, he states, why should the small dealer be concerned whether the tobacco tax be reduced or not, when it is more than probable that the benefits will be absorbed by the manufacturer. It would simply mean that Congress would have to raise the tax from some other articles which the small dealer has to use.

Pioneer Pushes Ahead

Harry Bercovich, President of the Bercovich chain of blue front stores, states that they have just closed their most prosperous year with a fine holiday trade. Harry is now one of the pioneers of the business. It was 35 years ago that he opened his first small shop in Oakland. Later he opened a considerable factory at Livermore, Cal. After selling this, he removed to San Jose, where he conducted a prosperous business for some time. Other members of the family, his brother and cousins, were associated with him at different times in these earlier days, and all graduated into business on their own hook. Then Harry concluded to expand and came to San Francisco. And in a few days more, he opens his twentieth store in one of the finest corners in San Jose. His nineteenth store has just been thrown into shape at Twenty-first and Mission street, a beautiful store in the best suburban trading of San Francisco.

Manilas Go Big

Emil Judell reports the close of the biggest year in the history of the Judell firm. The Alhambra, for which they have the national distribution, has built into a large trade. Recently returned from Los Angeles, he states that he found their distributor there was doing splendid work. The other firms for which they are distributing in Central and Northern California have expressed satisfaction with the past year; so they will continue their brands another year without change. Their new self-help convenient show case is meeting with gratifying reception; and they are in

receipts of not a few inquiries from large Eastern houses who desire to represent them. But before they can arrange for extensive eastern distribution they will have to arrange for their manufacture in the east, for the freight from the west will make them too expensive.

Charlie Applefield, factory manager for the St. Francis, states that they were completely sold out for the holidays, and are running full blast. They have incorporated for a \$100,000 and will immediately proceed to double up their capacity. He and his brother William Applefield will remain the principal owners.

On Sad Mission to the East

T. W. Harris, president of the American Tobacco Company of the Pacific Coast, is in the east, having accompanied the body of Albert C. Jeffries, Vice-President of the British-American Tobacco Company. Mr. Jeffries remains arrived on board the steamship *President Pierce* which landed in San Francisco from Yokohama on the 24th of December, Mr. Jeffries having died a couple of days before.

Harold A. Jacobs, Secretary of the Harry Bercovich organization gave his friends a New Year's Day surprise. He started the New Year right by taking to himself a life partner on the morning of the first day of the year.

Dave Erdrich, who started on a trip, expecting to go East before returning took sick in Montana, and has been obliged to return.

Monroe Falkenstein, he of the Gato, has departed for a trip to Key West. Before leaving, he dedicated his Buick coupe to Arthur A. Oberg, the popular salesman for E. Goss & Company for a fair consideration and Oberg is now doing the trade in real style.

A. Lackay has opened a new store at the old M & M location at 217 Kearney street. Mr. Lackay was for 19 years with the General Cigar Company, and most of the time in charge of a stand near his present location. So he is practically home again.

Lexington Peak Price Up To \$34

LEXINGTON, Ky., Jan. 9.—Sales of tobacco on the Lexington loose leaf auction market yesterday totalled 293,565 pounds at an average of \$21.74 and for the season to date the sales totalled 11,885,128 pounds at an average of \$22.20.

The high basket of yesterday's sales brought \$34 a hundred and the high basket record for the season to date is \$40.00.

In reaction to the high markets of the last four days, prices took a noticeable slump on the independent market yesterday. Although the quality of the leaf offered for sale was poor, figures paid for grades on the floor were two to three points under those prevailing first of the week.

Quantity of the leaf, as well as the quality, fell off considerably from that of the preceding sales. According to the figures given out from the five independent warehouses, 293,565 pounds of Burley were disposed of for an average of \$21.74, the total money brought in the day's sales being \$63,826.11.

High basket of the day was sold from the floor of the Geary warehouse for the bid of \$34. Several baskets went over the breaks for bids of \$32 and \$33 during the day.

Figures given out from the five houses follow:

House	Pounds	Money	Avg.
Virginia Ave	61,780	\$13,274.29	\$21.48
New Independent	83,060	18,155.13	21.86
Jewel	38,780	7,162.44	18.47
People's	30,355	6,192.23	20.39
Geary	79,590	19,042.02	23.92

On account of the heavy fall of snow, growers bringing their tobacco into market yesterday experienced much difficulty in getting to the warehouse. Warehouses look for light receipts to continue at all the houses this week-end and the first of next week, unless the weather conditions abate.

See The Connecticut Valley Tobacco Association Exhibit

at the

TOBACCO EXPOSITION

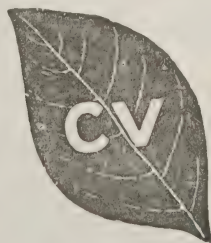
Grand Central Palace, New York City

JANUARY 25 to 30, 1926

The Connecticut Valley Tobacco Association, Inc.

225 State St., Hartford, Conn.

Members of the trade will be welcome to make Space 32 their headquarters for the show.



We will have salesmen on hand, and a liberal supply of samples.



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109—Charles St.

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Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

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LEAF TOBACCO DEALERS

Rehandlers of and Dealers in all Types of Carolina and Virginia Tobaccos. Modern Redrying Plant Equipped with Latest Improved Machinery and Ample Storage Facilities.

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"It's A Mighty Fine
Pipe Tobacco"

If your jobber is unable to supply you, write us direct and state size desired. Give us the name and address of your jobber.

10c 15c 25c 75c \$1.50 (Sizes)

J. G. DILL CO.

Richmond, Va.

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
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ALL OF THE OLD ORIGINAL

Maccobys—Rappes—High Toasts—Strong, Salt, Sweet and Plain
ScotchsMANUFACTURED BY
GEORGE W. HELME COMPANY

111 FIFTH AVENUE, NEW YORK

Sumter Seeks Supremacy in Palmetto State

SUMTER, S. C., Jan. 9.—The first step in an organized plan to make Sumter county a leader in the growing of tobacco and the city of Sumter one of the greatest tobacco markets in the state, was taken when Thomas Hutchins was employed as assistant county farm agent. Mr. Hutchins will devote his entire time to the promotion of tobacco growing and the instruction of the farmers in the best methods of growing this money making crop.

The new agent is a native of Virginia and has had long experience in the growing and marketing of tobacco, both in Virginia and this state.

Mr. Hutchins met with a committee of citizens and after a full discussion of plans it was agreed to pay him a salary for eight months. The legislative delegation has pledged an appropriation to cover the salary paid him as assistant county farm agent.

The plan which has now been put into operation has been under consideration for some time and has received careful consideration by a committee working with the board of trade. Mr. Hutchins will devote his entire time to the campaign for the increase of the tobacco acreage in this county, advising the farmers in the selection of land to be planted in tobacco, the preparation and curing of seed beds, in the cultivation and curing of the crop, and in the marketing of same. The first and most important step is the selection of the land, to the end that only those who have the type of soil suited to growing good tobacco at a profit shall undertake to become tobacco growers.—BRAY.

Lynchburg Sailing on Even Keel

LYNCHBURG, Va., Jan. 9.—John D. Oglesby, of the Lynchburg Tobacco Warehouse Company, makes the following report of leaf tobacco sold on the Lynchburg "open" market:

	Pounds
Sold this week	186,100
Sold to Jan. 8, 1926	4,923,400
Sold to Jan. 9, 1925	4,310,900

Increase for 1926..... 612,500

The week opened with rather light sales, which got heavier each day, winding up the week with good sales, weather conditions considered.

There was a good season for handling tobacco during the week and many farmers are getting their tobacco ready for market. So, if the weather is favorable for marketing next week receipts no doubt will be larger.

The greater part of the offerings consisted of inferior grades and nondescript types, and these grades showed up somewhat weaker than before the hol-

days, but when quality is considered it is thought that prices were good.

The demand was as good for all desirable grades as at any time this season and as a rule they brought prices which gave fine satisfaction.

Summing up the whole situation it may be said that there is very little difference in prices from before the Christmas holidays, this being particularly of all the better grades.

President Harrison Reports on Chinese Trouble

RICHMOND, Va., Jan. 11.—Copley, a very successful trip to the Federal President J. P. Harrison, of the Taylor Company, this city, reports the recent boycotting of foreign goods, which has somewhat abated, is generally very much depressed. The recent revolutions and counter-revolutions have placed the mercantile enterprise of the country at a serious disadvantage. Many of the smaller factories are closed down. Shipments to the interior have been impossible. Cigarette manufacturers and importers are still doing a large business, notwithstanding the turnover would greatly increase if civil disturbances were to cease.

Chairman Writes Regarding Investigation

WASHINGTON, D. C., Jan. 9.—John D. Nugent, chairman of the Federal Trade Commission, has submitted to the Senate a letter regarding the tobacco investigation of the commission under Senate Resolution No. 329. The chairman's letter follows:

"Senate Resolution 329, 68th Congress, Second Session, date February 1, 1925, directed the Federal Trade Commission to make investigation with respect to certain charges against the American Tobacco Company and the Imperial Tobacco Company, of boycotting tobacco growers' co-operative marketing associations and further directing the Commission to submit this report to the President of the United States.

"This letter is written to advise the Senate that the above mentioned report has been transmitted to the President.

This is the report which Lester Coolidge has sent to the Department of Justice. It is reported that nothing in the report which would justify action by the Department of Justice.—LAMM.

Virginia Jobber in Market

After attending the G. H. C. Company's annual turnover dinner at Philadelphia last week, H. Gun of Cliff-Weil Cigar Company, Richmond, Va., returned to his office extremely pleased with the 1926 prospects of El Products.

CHAMBERLAYNE LEAF TOBACCO CO.

RICHMOND, VIRGINIA

VIRGINIA
CAROLINA
SEED LEAFKENTUCKY
CLARKSVILLE
SPRINGFIELD
HOPKINSVILLE
WESTERN DIST.BURLINGTON
OHIO
MARYLAND

**J. D. ROGERS, Vice Pres. &
General Manager.**

PERSONAL SUPERVISION
Rocky Mount, N. C.

CABLE ADDRESSES
"SPENCER"
Danville - Va.
Smithfield - N.C.

T.S. WILLIAMSON, Pres. W.M. SPENCER, Vice Pres. C.E. WILLIAMSON, Sec. Treas.

WILLIAMSON-SPENCER, INC.

Packers and Exporters
Specializing in
BRIGHT VIRGINIA & CAROLINA TOBACCO
On Order or Contract
**DANVILLE, VA.
SMITHFIELD, N.C.
U. S. A.**

ALL CODES USED

TOBACCO SEED

Slate Seed Company

The Largest Tobacco Seed
Growers in the World

SOUTH BOSTON, VA., U. S. A.

Cable Address: "BURTCO"

Established 1883

J. H. BURTON & CO.

Packers & Exporters All Grades of

LEAF TOBACCO

Specializing in
Virginia, Eastern Carolina & So. Carolina Tobaccos.
REIDSVILLE, N. C.

THORPE & RICKS, Inc.

Codes—Arnolds
Nos. 5 & 15
A, B, C.
5th Edition.
Cable Address:
THORPE.

Established 1886

BRIGHT LEAF TOBACCO



Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

CABLE: "Edmunds" Danville

CODES: Bentley's, Lieber's

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INCORPORATED

DANVILLE, VA., U. S. A.

Dealers and Exporters

Virginia, Carolina, Kentucky and Tennessee Leaf Tobaccos

L. B. JENKINS & COMPANY

Leaf Tobacco Dealers

Kinston, N. C., U. S. A.

Buyers and rehandlers of all grades of Bright Leaf Tobacco. Domestic and export types bought on order or contract. Modern redrying plant equipped with improved machinery and ample storage facilities.

Correspondence Solicited

Samples Furnished

Cable "Jenco"

Established 1898

Cable Address Randolph

RANDOLPH MEADE & COMPANY

INCORPORATED

Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.

Correspondence solicited.

Satisfaction guaranteed.

Samples sent on request.

DANVILLE

VIRGINIA

as much as the sales during December 1924. The average price, however, only \$16.20, compared with \$20.07 in December 1924 and \$22.10 in December 1923.

According to the estimates of warehousemen the December sales graded good, 33 per cent medium, and 47 per cent common. These estimates show that the quality of tobacco sold during December was poorer than that sold during November and much below the quality of the tobacco sold in December 1924. The quality graded 28 per cent good, 35 per cent medium, and 37 per cent common.

—HENRY M. TAYLOR, Agricultural Statistician.

Comparison of Sales by Types, 1923-24

	Burley			Average	1923
	1925	1924	1923		
December	612,178	349,004	520,500	\$16.20	\$20.07
Bright					
October	10,197,129	12,644,687	9,689,021	\$15.77	\$21.00
November	20,078,595	16,892,060	17,467,267	17.24	23.00
December	13,212,769	12,075,112	12,238,082	15.47	21.00
Total	43,488,493	41,611,859	39,394,370		
Dark-Fired					
October	5,304	2,044	4,166	\$14.26	\$8.80
November	5,659,049	3,293,910	2,427,141	19.60	19.30
December	9,164,535	7,036,776	5,337,850	17.53	20.60
Total	14,828,888	10,332,720	7,769,157		
Sun-Cured					
October	12,735*	None	None	\$4.76*	
November	339,425	139,370	328,680	15.43	\$11.40
December	1,594,920	1,193,810	943,830	17.37	15.20
Total	1,947,080	1,333,180	1,272,510		
*Primmings.					
Total Producers' Sales to January 1....			77,324,411*		1,600,000
Total Producers' Sales for season			192,568,458		1,600,000
Estimated Virginia sales, 1925 crop			126,070,000†		1,600,000
Per cent of total sales to January 1.....			61.3	55.6	55.6

*Including receipts of Tobacco Growers' Co-operative Association. †\$119,070,000 pounds produced in Virginia and 7,000,000 brought in from other States.

Comparison of Sales by Markets—December, 1924-25

Market and Number of Warehouses	Avr. Price		First Hand Sales		Re-Sales	
	1925	1924	1925	1924	1925	1924
Abingdon	\$16.20	\$20.07	612,178	349,004	23,268	19,062
Bright						
Brookneal	1	\$13.85	\$16.53	126,722	94,856	None
Chase City	2	16.28	18.11	587,126	583,853	25,222
Clarksville	3	15.49	17.80	412,314	162,032	70,050
Danville	8	16.40	23.06	6,689,105	6,353,817	1,011,874
Kenbridge	2	14.94	17.88	311,186	386,005	14,734
Lawrenceville	2	19.26	22.14	340,508	192,606	17,584
Martinsville	1	12.90	17.00	526,412	596,634	31,872
Petersburg	2	17.88	20.51	735,558	500,328	21,510
Rocky Mount	1	8.89	12.43	243,864	224,560	15,609
South Boston	4	12.72	20.10	2,371,780	2,115,290	369,244
South Hill	4	15.55	18.43	868,194	852,047	104,898
Virginia			14.64	13,084		53
TOTAL	15.47	21.06	13,212,769	12,075,112	1,682,894	1,385,824
Dark-Fired						
Amelia	1	\$19.33	\$18.80	231,900	162,315	
Appomattox	1	21.18	21.02	148,080	87,596	
Bedford	1	18.50	22.85	631,435	629,629	45,842
Blackstone	2	17.28	18.68	1,323,210	865,980	45,995
Brookneal	1	11.75	17.49	110,343	29,780	
Dillwyn	1	17.30	18.95	383,815	320,920	
Drakes Branch	2	17.36	23.50	978,298	684,165	13,115
Farmville	2	16.84	20.37	1,620,425	1,493,187	14,918
Kenbridge	2	5.55		320		
Lynchburg	3	18.00	20.72	3,015,630	2,373,337	37,870
Petersburg	2	16.55	20.12	721,079	441,264	
TOTAL	17.53	20.68	9,164,535	7,088,173	157,740	150,764
Sun-Cured						
Richmond	2	\$17.37	\$15.25	1,594,920	1,193,810	73,685
TOTAL	46	\$16.38	\$20.58	24,584,402	20,706,099	1,937,587
All Types						
TOTAL	46	\$16.38	\$20.58	24,584,402	20,706,099	1,937,587

Winston-Salem Prices Satisfactory

WINSTON-SALEM, N. C., Jan. 9.—The market opened Tuesday with the usual light sales, following the Christmas holidays, increasing in volume until Thursday when over one-half a million pounds was sold. On account of the bad weather yesterday, only 228,000 pounds was sold, making the total sales for the week 1,076,500 pounds.

Prices all during the week have been very satisfactory as a whole, to the sellers. They realize that the "ragged end" of the crop has been reached and for these inferior offerings they are not expecting big prices.

During the week a sprinkling of the better grades came in, which ran up to

around \$60 to \$70 per hundred. The thing, the market is a bit stricter the medium and better grades was before Christmas, all the companies being very active especially on all of the ripe and grades.

From now until the closing of the season Winston will lead everywhere in North Carolina and in Virginia volume of its sales for the light grades of the east do not expect over four or five million pounds. Winston will sell between eight and ten million pounds more.

Sales for the season to date are 1,076,500 pounds. Average for the season is \$16.38.

With anything like favorable weather the coming week the sales will be heavy on this market.—McKELVIE

et Tobacco Exports From Hampton Roads

ted by the Virginia Forwarding Corporation of Norfolk, Va.

From Norfolk

leda, Dec. 1; 513 tierces leaf tobacco for Manchester.

ark, Dec. 4; 6 cases smoking tobacco; 2 cases plug tobacco for

ldyk, Dec. 4; 17 cases plug tobacco for Avonmouth.

golian Prince, Dec. 5; 1,781 hogsheads leaf tobacco for

ona County, Dec. 5; 1,410 hogsheads leaf tobacco for Bremen.

Dec. 8; 56 cases plug tobacco for Liverpool.

Dec. 9; 662 hogsheads leaf tobacco for Neufahrwasser; 120 cases of tobacco for Bremen.

Dec. 10; 1,004 tierces leaf tobacco for Manchester.

Dec. 10; 262 tierces leaf tobacco for Glasgow; 866 hogsheads; 469 tierces leaf tobacco for Liverpool.

Dec. 12; 2,006 tierces leaf tobacco for Avonmouth.

Dec. 12; 1,004 tierces leaf tobacco for Bristol.

Dec. 12; 955 tierces leaf tobacco for Liverpool.

Dec. 14; 530 tierces leaf tobacco for Manchester.

Dec. 15; 16 hogsheads leaf tobacco for Amsterdam; 45 hogsheads; 111 hogsheads and 1 box leaf tobacco for Antwerp; 23 tierces leaf tobacco for Ingelmunster; 1,195 hogsheads leaf tobacco for Liverpool.

Dec. 15; 1,128 tierces leaf tobacco for Liverpool.

Dec. 15; 54 tierces leaf tobacco for Glasgow; 1,195 hogsheads leaf tobacco for Avonmouth.

S. S. Meltonian, Dec. 15; 630 tierces leaf tobacco for Liverpool; 671 tierces leaf tobacco for Manchester.

From Newport News

S. S. Trekieve, Dec. 3; 35 cases plug tobacco; 5 cases smoking tobacco; 15 cases smoking tobacco, for Dunedin; 20 cases plug tobacco for Auckland; 7 cases plug tobacco for Lyttelton; 35 cases plug tobacco for Invercargill; 43 cases plug tobacco for Wellington; 940 cases leaf tobacco for Melbourne.

S. S. Treuvian, Dec. 3; 1,380 pkgs. leaf tobacco; 2 cases smoking tobacco; 195 cases plug tobacco for Sydney, N. S. W.

S. S. Mongolian Prince, Dec. 5; 536 tierces leaf tobacco for Liverpool.

S. S. Silvercedar, Dec. 7; 1,715 pkgs. leaf tobacco for Shanghai.

S. S. Blommersdyk, Dec. 7; 26 hogsheads leaf tobacco for Rotterdam.

S. S. Independence, Dec. 9; 138 pkgs. leaf tobacco for Hong Kong; 6 cases cigarettes, 10 cases smoking tobacco, 2,872 packages leaf tobacco for Shanghai.

S. S. Chickasaw, Dec. 8; 249 hogsheads leaf tobacco for London.

S. S. Cornish Point, Dec. 11; 550 tierces leaf tobacco for Liverpool.

S. S. Laomedon, Dec. 10; 15 hogsheads stems; 1,479 packages leaf tobacco for Shanghai.

S. S. City of Rangoon, Dec. 14; 9 cases plug tobacco; 100 cases cigarettes; 40 cases smoking tobacco for Singapore; 12 cases smoking tobacco 150 cases cigarettes for Bangkok; 1,217 packages leaf tobacco for Shanghai.

S. S. Lorenzo, Dec. 15; 39 cases plug tobacco for Adelaide; 11 cases plug tobacco; 465 packages leaf tobacco for Melbourne.

S. S. Kasama, Dec. 15; 115 cases plug tobacco; 1,430 packages leaf tobacco for Sydney, N. S. W.

S. S. Eastside, Dec. 15; 5 hogsheads leaf tobacco for Liverpool.

ese Cigarette Concerns Ca For Caution

ND N. D. C., Jan. 4.—As a result of the Anti-British boycott in labor one hundred small cigarette factories have sprung up around here. These factories average one, two or three cigarette machines a while did a very good business. Acting Trade Commissioner at Shanghai, reporting Department of Commerce.

ly, no claims by these small factories against leaf tobacco importers have attracted our attention. In both of these cases, which we investigated, the small manufacturer accepted the cargo, claiming it did not answer specifications.

the case, which we investigated, the small manufacturer accepted the cargo, claiming it did not answer specifications. The suggestion made above with reference to the cigarette manufacturers might also be extended to cover newly formed or unknown dealers and importers of tobacco leaf.—L.A.M.M.

the pinch which is bound to occur as soon as the cigarette trade flows back into the normal channels, they will begin to refuse to take up their leaf cargo and a great deal of trouble for the unsavory supplier in the United States will result.

We believe that a word to the leaf companies on this subject might be instrumental in saving some of them from losses during the ensuing winter.

There are a number of new Chinese firms constituting themselves dealers in leaf tobacco who have been organized for the sole purpose of supplying several of the new factories with tobacco. As soon as these factories experience difficulty in selling their product these dealers will have nothing to support them and it is expected that they will likewise avoid their commitments.

The suggestion made above with reference to the cigarette manufacturers might also be extended to cover newly formed or unknown dealers and importers of tobacco leaf.—L.A.M.M.

Back to the Nutmegs Again

Last week Jerome Kohlberg returned to his favorite fields in the Connecticut market. He uses his New York address now just for telegrams and mail.

Whitehead & Anderson
Commission Merchants and Exporters
Virginia Carolina bright tobaccos, all grades, lowest to highest. In position by lot of close touch with entire trade to furnish on short notice any type tobacco from Bright or Old Belt Virginia and all districts Kentucky.
C. U. S. A.
The largest bright leaf tobacco market in the world.
Codes A. B. C. 5th Ed., Arnolds No. 5, Western Union

WILSON TOBACCO COMPANY

Dealers in LEAF TOBACCO

Strips, Scraps and Stems Samples submitted on request
WILSON, N. C., U. S. A.

Reliance Tobacco Co.

Dealers and Exporters

LEAF TOBACCO

DANVILLE, VIRGINIA, U.S.A.



DUNNINGTON & COMPANY

(Successors to W. G. DUNNINGTON)

Leaf Tobacco Dealers, Packers and Exporters

Our facilities are ample to buy, handle and redry in the best manner, any Quantity of Tobacco in any way desired. Branches on principal markets of Virginia.

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Cable Address: "Dunnington," Farmville, Va. All Codes.

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Specialists in the Handling of Tobacco for Export. Highest financial and Business References.

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of

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Composed of 95,000 Members

All types of bright flue cured, sun cured and dark fired Virginia Tobaccos.

We sell to the trade either in green warehouse order, or redried.

PRICES SUBMITTED ON APPLICATION

LEAF DEPARTMENT AND SAMPLE ROOMS
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ALL TYPES OF

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All Codes

DIBRELL BROTHERS Inc.

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Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

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E. B. FICKLEN TOBACCO CO.

Incorporated

Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips
BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Apply for Redrying by Steam or Natural Season
Samples Furnished Cable "FICKLEN" Correspondence Solicited

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President

T. W. WEBB,
Secretary

Z. V. GWYNN,
Vice Pres. and Treas.

Cobb-Gwynn Tobacco Company, Inc.

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Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

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Packers and Dealers in

Mullins, S. C.

LEAF TOBACCO

Specialising in

Virginia, Eastern Carolina and South Carolina Tobaccos

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VIRGINIA DARK TOBACCO

Bought on order or contract for domestic, or foreign account
Ample facilities for steam and air drying

We manufacture hoghead shooks. Stock on hand at all times

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Cable Address
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Codes { A. B. C. 4th & 5th Editions
Bentley's

Clean, Uniform Strips a Specialty

ROCKY MOUNT, NORTH CAROLINA, U. S. A.

Federal Trade Commission

(Continued from Page 7)

moved that such part be excluded from the final draft of the report. This counsel furthermore requested "that if the Commission shall decide to include that matter in the report that it be reopened and that the Tobacco Association be given a chance to be heard on the two subjects," namely, sales and re-drying policies. The request of the co-operatives was granted and the particular matters objected to reinvestigated.

Officers and directors of the association were carefully interrogated with respect to the findings challenged by their counsel and the minutes of the executive committee and directors were examined. Certain financial records were also inspected by one of the Commission's expert accountants. The reinvestigation also included the securing of further information from other interests in the tobacco trade. This further extension of the inquiry has delayed beyond the time specified by the Senate the issuance of this report. The additional information corroborates the tentative report of the Commission.

On September 14, 1925, counsel for the Tri-State Tobacco Growers' Association (Aaron Sapiro, Earl J. Davis and W. T. Joyner) again appeared before the Commission to protest against any findings reflecting on the management of this co-operative and to request that another examiner not hitherto connected with the investigation be assigned to re-examine this phase of the inquiry. A new lead was also presented in which an alleged conversation between B. F. McLeod, of Columbia, S. C., and a representative of the British-American Tobacco Company, appeared to implicate this company in opposition to the Tri-State Association. The Commission again complied with the requests of this co-operative's counsel and assigned a new examiner to investigate the McLeod charges and other matters. It was found upon investigation that the charge against the British-American Tobacco Company had been misrepresented to Mr. McLeod. Mr. McLeod's informant, M. L. Poffett, of Paris, France, was not an employee of the British-American Tobacco Company. Furthermore, the records of the Association show that this company purchased more than 30,000,000 pounds of tobacco from the association in 1922 and 1923. Nor did the other matters reinvestigated in any way alter the facts hereto ascertained by the Commission.

Principal Findings of Fact

The Commission has found no evidence of illegal agreements, combinations or conspiracies between the American Tobacco Company and the Imperial Tobacco Company with respect to the buying and selling of tobacco and tobacco products. In their purchase of leaf tobacco these companies operate independently, both maintaining extensive buying or-

ganizations. In fact, the entire output of the Imperial Tobacco Company is devoted to the purchase of leaf tobacco being engaged in this country in the manufacture of manufactured tobacco products. The two companies have common directors and are interested in matters of control and management. The common stockholders are chiefly those who under the act of 1911 were permitted to retain their holdings which in the aggregate amount to more than 5 per cent of the stock of the

Under the decree entered in 1911 as a result of the decision of the United States Supreme Court in the American Tobacco Company cases (217 U. S. 108), certain of the defendant companies, the American Tobacco Company, the Imperial Tobacco Company, etc., were prohibited from employing agents in the purchase of leaf tobacco in the United States. At the time of the decree the American companies also had certain agreements with respect to the purchase of manufactured tobacco and tobacco products resulting from certain contracts dated September 27, 1902. Under the decree these covenants would be rescinded in certain respects. The company was required to "own all brands and trade marks" and to "hold the court" holding the right of such right constitute a conveyance for the country in which they were so used by the company. The result the Imperial owns and exclusive right to manufacture in its own territory the brands of the American Tobacco Company and the Imperial Tobacco Company. No indication secured indicating that the provisions of the decree are being violated.

In the region in which the Tri-State Tobacco Growers' Co-operative Association operates, namely, in Virginia and South Carolina, both companies are large purchasers of tobacco. In the region of the whole the Imperial Tobacco Company buys substantial quantities of the Bright Southern type of leaf tobacco from the American Tobacco Company. The Imperial Tobacco Company purchases approximately the same amount of Western leaf tobacco grown in Kentucky and parts of adjacent states, which region the Dark Tobacco Growers' Co-operative Association controls. The American Tobacco Company is the principal purchaser of the Bright tobacco grown in the region of Kentucky where the Burley Tobacco Growers' Co-operative Association is organized. The Imperial Tobacco Company purchases this type. In the region of their requirements of the type of tobacco in the areas in which the Tri-State Dark Associations operate, the American Tobacco Company and Imperial Tobacco Company are competitors.

In the region most concerned in this inquiry we find the demand for types of tobacco grown in North Carolina and South

W. T. COUSINS & CO. "OLD BELT" SMOKING TOBACCO

Dealers of All Grades of Virginia and Carolina Tobaccos
a Specialty

DANVILLE, VA.

LEAF TOBACCO OF ALL DESCRIPTIONS

PACKERS, DEALERS, EXPORTERS, IMPORTERS.

OUR OWN DOMESTIC AND FOREIGN PACKING
PLANTS ENABLE US TO MEET ALL REQUIREMENTS.

Universal Leaf Tobacco Co.

21 EAST 40TH STREET NEW YORK CITY
CABLE ADDRESS: ULTOCO-NEW YORK

by the active buying of manufacturers in the domestic and large export companies. The American Tobacco Company, Liggett & McCarty Company, R. J. Reynolds Company, the Export Tobacco Company (the buying of the British-American Tobacco Company), and the Imperial Tobacco Company. In addition to these factors there are in this region a number of other regular purchasers of leaf tobacco as the domestic and foreign manufacturers who also buy and sell for export. This class of buyers, who deal in purchases about one per cent of the total production in the region. The combined purchases of the American Tobacco Company and the Imperial Tobacco Company of the tobacco grown in this region (the Tri-State Tobacco Co-operative Association, are about 50 per cent of the total crop. In the areas of the three tobacco associations is sold principally through the auction warehouse system employed for many years and well established, although it has declined to a considerable extent since 1921 and 1922 of the region. The organization of the associations developed from a demand among farmers for the old methods of marketing tobacco. Under the private warehouse system crops were "dumped" on the market at the selling season under conditions controlled by the buyers. These methods were regarded by the farmers as just and unfair, tending to discriminate against the smaller, more numerous farmers. Discrimination between the crops was evident in prices received, it is claimed, by the absence of a uniform system of grading, and by the fact that the receipts of tobacco marketed through the new co-operative associations in the different sections of the region have tended to decrease since the beginning of the season. The receipts of the associations have ranged from 75 per cent of the total crop. The Dark Association has slightly more than 50 per cent of the total crop. The region which is the total crop. The Tri-State Association received 35 per cent of the total production of the region, Virginia Dark and Virginia types; of the 1923 crop, 25 per cent, and of the 1924 crop, 25 per cent.

The tendency of members in the (Tri-State) Tobacco Growers Co-operative Association to violate their contracts and to divert in one way or another to the auction market tobacco pledged to the pool increased steadily during the three years. It is significant, however, to note that this association, which was launched on the basis of a minimum delivery of at least 50 per cent of the total crop, the first year received only 35 per cent of the total crop. Widespread dissatisfaction and defection in the membership of this co-operative, was manifested the first year. We find in a pamphlet issued by the association in July, 1925, this statement:

"The fact that the members were receiving only 40 per cent of the buyers' valuation when they had expected to receive from 50 per cent to 60 per cent was responsible for the impression in the minds of many members that they could not afford to deliver their tobacco to the association."

There is considerable evidence to indicate that among the important causes of non-delivery of tobacco to the association were the long wait for full cash returns and the general belief among members that leaf tobacco marketed over the auction floors brought higher returns to the growers than that which was delivered to the pool. The records show that payments and final settlements subsequent to the first cash advances have been delayed generally from several months to two years or more. Data secured from the association and from other sources tend to show that on the whole the average price paid at auction markets was somewhat higher than that which was returned to growers who delivered to the pool. This is admitted by the association and is alleged to be due to the difference in the grades of tobacco handled. The officials of the association also contend that the higher prices paid non-members or to members whose contracted tobacco had been diverted to the auction floor, represented excessive prices paid for the purpose of embarrassing and disrupting the membership of the association.

The Commission's findings, based on an analysis of comparative price data, do not substantiate the charge that the American Tobacco Company and Imperial Tobacco Company have paid discriminatory prices for divided or split crop lots of leaf tobacco. In the cases examined where it was evident that the price paid on a divided lot by one or the other of the two companies was higher than the return through the pool on the component part of such divided lot, it was found that such higher price was in line with prices paid the same day by the respective companies to other growers for the same grade of tobacco. It was impossible for the Commission to verify the charge that these lots of tobacco were placed by the buyers in higher grades than the grades to which they were entitled, the tobacco

(Continued on Page 36)

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Established 1892 DRAKE'S BRANCH, VA. D. Q. EGGLESTON
DEALERS IN LEAF TOBACCO
Specialty:—VIRGINIA DARKS
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ALL GRADES OF LEAF TOBACCO AND STRIPS

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A. C. MONK & CO. Farmville, N. C.

A Large Supply of Leaf Tobacco Always on Hand.
We buy all grades Bright Tobaccos, Virginias, Darks and Burleys, Steam and Natural Season. Samples Furnished.

Branch Factories: Wilson, N.C.; Wendell, N.C.; New Bern, N.C.

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Established 1885; Incorporated 1910

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Complete Redrying Plant and Ample Storage
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Codes—Arnold's 5 & 15
Western Union, A. B. C. 5th Edition
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GOOD TOBACCO GROWS IN THE Philippine Islands

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These requirements are fully met in the valley of the Cagayan, Philippine Islands, where the river overflows and restores the richness of the soil each year. For more than two centuries, cigar leaf tobacco from this valley has gone into cigars that found great favor in the Old World and the New.

ISABELA AND CAGAYAN CIGAR LEAF TOBACCO IS SWEET AND MILD AND FREE BURNING. SOME OF IT IS AS FINE AS ANYTHING THAT GROWS ANYWHERE.

The demand for Manila cigars in the American market has served to stimulate further efforts on the part of Philippine planters to produce tobacco that will improve the quality of that cigar.

Manila factories are producing a cigar entirely acceptable to the rank and file of smokers in the United States. Native fillers, some with foreign wrappers, light colors, hand-made cigars beautifully packed are the BEST SELLERS in many sections of the country.

Do You Need a Manila Line?

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MANILA AD. AGENCY

C. A. BOND, Manager

15 William Street, N. Y.

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Cable Address, Smith

S. B. SMITH & COMPANYFIRST ESTABLISHED 1907
MAYFIELD, KENTUCKY, U. S. A.**LEAF TOBACCO DEALERS AND EXPORTERS**

Well equipped in every respect to handle all fire-cured dark grades in any manner (natural or artificial drying) and to supply specialties in any quantities. Also efficient in handling export orders to any foreign port. Equipment coupled with geographical location enables best of services and strictly first hand source quotations.

Arnold's 5 and 15
ABC Improved
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R. M. Barker Tobacco Co.

INC.

CARROLLTON, KENTUCKY, U. S. A.

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We have our own factory located in the heart of the Kentucky Burley Districts.

We have the latest improved Proctor Re-Drying Machine, and our Storage capacity is unlimited.

We solicit your orders and will give same prompt and efficient attention.

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CLARKSVILLE, TENNESSEE

OPERATING IN

Clarksville, Tennessee, and Springfield, Tennessee, Districts
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Reliable Packing, Correct Inspection, Efficient Arrangement
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**SPECIALTY—BURLEY AND ONE SUCKER
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Mt. Pleasant, Tenn., and Hartsville, Tenn.,
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**Oppose Kentucky Tobacco
Sales Tax**

STANFORD, Ky., Jan. 9.—Without a dissenting vote a meeting of tobacco growers of Lincoln County here today adopted a resolution offered by J. W. Foster, one of the farmers of the county, declaring opposition to the proposed sales tax on tobacco in Kentucky and requesting Senator W. Vernon Richardson and Representative W. A. Carson to vote against and oppose the enactment of such a tax by the legislature.

The resolution offered by Mr. Foster and adopted unanimously follows:

"Resolved by the tobacco growers of Lincoln county, in mass meeting assembled this 9th day of January, 1926, that we oppose the levying of a sales tax on tobacco or its products in Kentucky, believing that such a tax will be harmful to the great farming interests of the State and to the welfare of the growers of tobacco in Kentucky, and we request our Senator, Hon. W. Vernon Richardson, and our Representative, Hon. W. A. Carson, to oppose with their vote and influence the enactment of any law providing for a sales tax on tobacco or its products in this state."

Copies of the resolution were ordered mailed to Senator Richardson and Representative Carson.

The growers met today to hear President and General Manager James C. Stone, of the Burley Tobacco Growers' Co-operative Association, who spoke for an hour on the accomplishments of the association, told the growers about recent sales and the probability of others, and declare that with the loyal support of the members, the association would be a success regardless of the action of outside growers. His declaration that the association probably would refuse membership in the new sign-up to contract breakers was greeted with applause, as was his assertion that the men who broke their contracts with their fellow members directly or by evasions were men who would "borrow money from a bank and beat the bank out of it if they could do so without going to the penitentiary."

Mr. Stone was introduced by Hon. Joseph E. Robinson, director for this district of the Burley association, but neither Mr. Stone nor Mr. Robinson mentioned the tobacco sales tax. Mr. Robinson declared that if the Burley association is not continued by the re-signing of a marketing contract neither he nor other growers in the room would long continue in the growing of Burley tobacco. He declared that as for himself he was personally and financially interested in its success more than in any other one thing, not only because of his ownership of farms and his production of tobacco on these farms but because the success of the newspaper he owns at Lancaster and his legal practice are directly affected by the prosperity of the farming people, who he declared could not prosper unless they were organized and continued their organization.

Mr. Stone went fully into the details of the association's business in his address, told of the financing of the association and its real property, compared the present low prices in the dark district of this year without an association with the larger advances paid in the same territory last year with an association and assured the Burley growers that their condition would be practically the same if they did not continue their or-

ganization. Mr. Stone said that new contract so far as he concerned, he favored a provision in contract follow the land, so that forms of evasions by disloyal growers could be avoided for the future. He told of the action of independent growers in Hopkins county when they agreed to join the association and agreed a campaign to sign up the outsiders as a result of the levy being paid in that territory.—J.S.

**Burley Co-ops Oppose
Tax in Kentucky**

LEXINGTON, Ky., Jan. 9.—District of the Burley Tobacco Growers' Co-operative Association, in regular session here, unanimously went to as opposed to a sales tax on tobacco in Kentucky, and sent a telegram to the member of the Legislature asking to withhold judgment on such a tax "until the farmers of Kentucky have heard."

Action by the board was taken in its receipt of information yesterday that such legislation would be before the present session of the Legislature. Discussion among the members of the board revealed the opinion that a sales tax on tobacco would be harmful to the tobacco industry and disastrous to the interests of the growers of Burley tobacco.

The telegram sent to each member of the Legislature was as follows:

"The board of directors of the Burley Tobacco Growers' Co-operative Association, representing 108,000 farmers, respectfully requests that your effort will be made during this session of the legislature to place a tax on tobacco. In our opinion such action would be prejudicial to the farming interest and unduly burdened, and we earnestly urge you to withhold your judgment until the farmers of the state can be heard."

A telegram was sent to Louisville and to each member of the Tax Commission informing them of the telegram sent to the members of the House and Senate, and quoting it.

The board received the reports of the heads of departments and of the General Manager James C. Stone, including the sale for the past year together with the information affecting negotiations may result in even still larger amounts of tobacco for the association. Consideration of the and of the amounts of tobacco showed that the association is in a more favorable business position at the same time a year ago.—J.S.

**Dark Pool Wins Court
Indiana Case**

LEXINGTON, Ky., Jan. 9.—District of the Burley Tobacco Growers' Co-operative Association, receiving a telegram today from Aaron Sapi, counsel of the association, informing the information that the Dark Tobacco Growers' Co-operative Association won its suit against a grower in Indianapolis.

The contract of the dark tobacco in Indiana is the same as the price of the decision is taken here as the upholding of the Burley growers that state when a similar suit was brought by the same court within a short time.

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use the co-operative contract
id enforceable in Indiana,
is strictly opposite to the decision
ge. S. Roberts in the Rogers
Madison, Indiana, which was
il the Burley association.

Paducah Prospects

ca Ky., Jan. 9.—The Loose
reshed sales January 4, after
be closed several days during
hidge. There has been a fair
business throughout the
but sales have not been heavy.
ing are in the main of low and
n grades, and prices for these
we could say are from \$1.00 to
er and higher. We would
leaf at from \$4.50 to \$7.00
mm from \$7.00 to \$12.00. There
considerable common to good
le, both of the heavy and light
sell at \$12.00 to \$15.00. There
to be a sprinkling of medium to
leafing at \$18.00 to \$30.00. The
percentage of top grades have ap-
e sales continue firm at \$3.00 to

Rejections Small

ers are somewhat better pleased
and rejections are not as
as before the holidays.
wer for the past week has
d dry, and the tobacco which
is ordered before the holi-
and coming to market in bet-
titude. A good part of the crop
to move, and we expect an ac-
t when weather conditions are
le.

Preparing Plant Beds

Farmers have begun burning plant
beds and we think there will be more
Burley tobacco planted in this district
than ever before, and we rather expect
to see a lighter acreage of all kinds of
tobacco, since prices are unremunerative
to the producer of common tobacco, and
the majority of farmers grow the com-
moner grades.

The Dark Tobacco Growers Coopera-
tive Association is still sampling and
making deliveries on the large sales of
common grades of old stocks that they
sold in the fall. We have not heard of
any large sales recently of any large lots
of leaf or lugs. The Association still
has for sale a considerable quantity of
common and medium grades out of the
1923 and 1924 crops.—W. B. KENNEDY
& SONS.

Ohio Manufacturer in East

On his way around the open circuit,
Grover Mendelsohn, of the Mendelsohn
Cigar Company, Cleveland, Ohio, stop-
ped over in New York and Philadelphia
for both buying and selling. His Para-
mount cigar is selling particularly well,
he says.

Snow Followed Holzman

Everything looked like Spring in the
Connecticut fields last week, until Leo
Holzman, of Strouse & Holzman, New
York, returned to his Water street of-
fices, and then it commenced to snow.
But Leo was not responsible for the
fleece fall.

otics: the Louisville Market for the Years from 1916 to 1925, Inclusive

	1925	1924	1923	1922	1921	1920	1919	1918	1917	1916
hds.	16857	15399	35650	70569	76461	56107	74541	57098	42417	69052
...	3211	4493	7197	14203	16753	13757	11333	6527	4547	13210
...	13646	20906	28453	56366	59703	42350	63208	50571	37870	55842
...	11368	16880	17545	13607	51223	40363	61886	52647	39001	42398
...	13229	20625	16412	44537	61097	45246	65296	51838	35863	52810
...	2573	3933	4800	8358	17285	13949	15745	4197	5072	7358
...	593	2595	3223	4612	13505	11685	9088	2440	1663	1750
...	1194	1787	2509	4040	12743	10774	8226	1703	1576	1705
...	807	808	714	565	763	885	782	720	87	44
...	161	000	000	7	0	26	80	17	0	1
...	14954	20838	31215	65498	71536	52286	66206	50575	37846	60861
...	1893	4561	4435	5071	4925	3821	8335	6573	4571	8191

Burley Rejections—1925—3001 hds.
1924—3886 "
1923—6554 "
1922—13646 "
1921—16126 "
1920—12812 "
1919—10401 "
1918—5689 "
1917—4059 "
1916—12002 "

Dark Rejections—1925—210 hds.
1924—613 "
1923—643 "
1922—557 "
1921—632 "
1920—915 "
1919—932 "
1918—838 "
1917—488 "
1916—1208 "

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Correspondence Sheet

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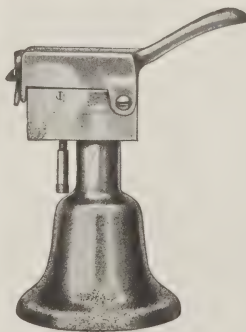
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Wisconsin Tobacco Mart Shows Great Activity

Weather Man Moderates Temperature to Please Growers
Last of Hanging Leaf Taken Down—Spirited Buying
ceeds Apace—The Pool Enjoying a Banner Year

EDGERTON, Wis., Jan. 9.—The weather the last week was made to order for the tobacco trade in this state. The clear, cool weather was interrupted by an old time January thaw, and the growers took full advantage of the opportunity to take down the remainder of their hanging tobacco.

Stripping out of this crop has gone on in spirited fashion the last few days, and it will not be more than a week, or so, before the last of the 1925 crop will be in the bale, ready for delivery to the booming market this state has enjoyed recently. It is becoming increasingly difficult to find crops of binders in the south each day now. Most of the independent crops have been sold at the best prices the trade has had in years on southern Wisconsin. The average crop of southern binders has brought the growers 18 cents at least, and many have received 19 and 20 cents for their crops. Seventeen is a price often heard of, but there have been fully as many crops sold at twenty cents as there have at seventeen, while fifteen and sixteen cents are prices almost never heard of. It has truly been a breath-taking market the independent growers in the south have enjoyed this year, and elation is universal among them. The tobacco is beautiful material, leafy, thin, stretchy, and live, and it will establish records in yield for the one who is fortunate enough to cut them up for their own brand.

The independents are picked just about as clean in regard to their stemming also in the southern sections. After the price hit eleven cents straight, the great majority of the owners of the common crops let go for that good price. There are a few crops of tobacco left in independent hands, but the most of them will be sold for stemming when the owners do make up their minds to take what they can get for it.

Deliveries of binders and stemming are proceeding at all points in the south, and cash balances are growing in the mercantile tills as red ink is daily disappearing. Warehouses in the south will open shortly on a good run of assorting the banner northern and southern purchased in a week or two.

The market on stemming in the northern districts among the independent farmers has been fully as lively as the one in the south. Deliveries there, also, are going ahead rapidly at all points. The market on binders of northern is very brisk, also, but the movement in that region is much slower than in the south, mainly because of the poor condition of the roads, and because of the growers' stubbornness in clinging to their crops for higher prices than the very fine offers they are receiving. Northern tobacco in the banner sections is moving as fast as the owners will let go for prices ranging from 18 to 25 cents, while other sections have had twenty-two, or twenty-three as the top. In outlying sections, that are neither bona fide northern, or yet southern, the

prices range from 15 to 22 cents for good ends. Many buyers are active in sections of the north, and no doubt that they are after the best material.

The most active buyers in northern regions are W. Dickerson, McIntosh, Bekkedal, Jefferson, and O. J. Jenson, while the banner Cigar, and Lorillard have made the southern fields, but are active in the north. Most of the bought in the south went to the firms, but Soulmán, Haskin, and Mehl have picked banner crops in the south also.

The Pool is also enjoying a banner year. Hot after the season's announcements of the great stemming of a few days ago, the Pool's yesterday supplemented them with an announcement that four large southern binders were consuming a week with as many prominent growers on the buying end. The Arrington, Lorillard, General Cigar and Jefferson companies have received large orders with the Pool, in the Pool's binder supply will be up to fill them. These are sales of binders that the Pool has announced for some years, and of them has been electrical to the farmers. This is news that will better ammunition for the growers members to fight their insurers with, than the previous announcement of their stemming, even though they were. The rebels were not a whit nonplussed by the announcement of the stemming, and merely dismissed them with the reply that stemming was always sell at worse prices when the market was higher, and when that no binder sales had been made. This they can do no more, sales of southern binders that will put an effective muffer to the rebels in the future.

The rebels are fighting a hard ever, and are keeping the reins with hot shots at their own. Jens Davidson, president of the Pool, denied Jens Thorstad, chairman of the rebels, the answers to the questions often propounded by Mr. Thorstad, and asked Mr. Thorstad questions of his own. He wanted to know whether Mr. Thorstad had raised any tobacco in 1925, and whether or not any of it was delivered to the Pool? The rebels would like to know the answer to those questions, but Jens Thorstad's letter related that he received no answer to his previous demand that the Pool pay the uniform per cent upon delivery, and that was possible for the farmer to receive a higher price upon the delivery market at the present time, he requested that the Pool co-operate in the needy farmers to the extent of the contract to those who so desired.

Nels H. Thorstad, another rebel.

(Continued on Page 9)

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York County News

YORK, Pa., Jan. 11.—The two-story cigar factory, which is being erected at Wise avenue and Taylor street, Red Lion, by Emory P. Welty, is nearing completion and will be ready for occupancy within a few weeks. Mr. Welty is a clerk in the Farmers and Merchants National Bank, Red Lion.

The large storage warehouse, which is being erected in Red Lion, by the Meads Tobacco Company on the site of the present large plant, is now under roof and work on the structure is progressing. The building is 250 feet long and 40 feet wide.

J. Frank Strayer, of the firm of Strayer, Waughtel and Heindel, cigar manufacturers, Henrietta street, Red Lion, has sold his interest in the firm to his son, W. Russell Strayer. W. Russell Strayer will be the third generation of the Strayer family in the firm, which originated with J. W. Strayer, father of J. Frank Strayer, and a pioneer in the cigar manufacturing business in Red Lion. The founder of the firm is still living in Red Lion and frequently visits the factory. J. Frank Strayer, who is a member of the Consolidated Tobacco Company, Red Lion, will retain his interest in that firm.

The G. H. P. Cigar Company, manufacturers of El Producto brand, which conducts a factory in this city, according to word received here, has leased the factory building, Penn and Green streets, Allentown, formerly occupied by E. Popper & Sons, cigar manufacturers. The G. H. P. Company, which is among the largest manufacturers in the United States, plans to greatly increase the personnel of the factory. E. Popper & Sons employed from 125 to 150 cigarmakers. The G. H. P. Company plans to employ from 300 to 500 in the Allentown factory.

Factories Wanted

In the plan of expansion for 1926, the G. H. P. Company is reported to be on the lookout for factories in different parts of the country.

The Yorktowne and Colonial hotels, this city, last week entertained their oldest guest. He is Samuel Leaman, 84 years old, of Neffsville, Lancaster county, who was a farmer for 50 years and the first to grow tobacco east of the Conestoga creek. It was Mr. Leaman's first visit to York and he was accompanied by his youngest son, John B. Leaman, a commercial traveler. In coming to York, the octogenarian crossed the Susquehanna River for the first time in his life. In his long span of life he has seen five wars. He witnessed the burning of the Columbia bridge, which in the Civil War was fired by Union soldiers to prevent the invasion of Lancaster county by the Confederates. He can recall the day when his father, Samuel Leaman, returning from market in Lancaster, told him of the assassination of President Lincoln. Mr. Leaman worked 21 years for the General Tobacco Company of Lancaster and at the age of 80 years was retired on a pension.

A petition from the citizens of Red Lion asking that Congress appropriate \$125,000 for acquiring a site and constructing a Federal building for the post

office and internal revenue received by Congressman Menges and laid before the Representatives at Washington on January 7. The petition states that the two government offices turn into the United States treasury \$1,350,000 annually and that the postoffice and revenue are greatly crowded and are badly in need of better facilities. The petition is referred to the committee on public buildings and grounds, which is now considering a bill introduced by its chairman, representative Richard N. Elliott of Indiana, providing for construction of Federal buildings in all parts of the country, according to a five-year plan, suited to the greatest needs of the various offices. Congressman Menges has been in conference with members of the committee regarding the Red Lion building and may later introduce a special bill for its construction, advised by the committee chairman.

Arthur S. Zeigler, cigar maker, has moved his family and household effects into his new home, Sulphur street, Red Lion. The household has just been completed is of brick construction, modernly equipped and has one of the handsomest homes in the cigar manufacturing borough.

Work Resumed

Work in the cigar factories of Adams counties has been resumed following the Christmas holiday season. A few began work following Christmas, many others following New Year, and now today. After being closed the the General Cigar Company's Penn and Smyser streets, resumption today. Extensive improvements were made to the plant during the period of idleness. All former employees given work and additional help. Four hundred workers can be accommodated, it is said.

The W. S. Wanner Tobacco Co., Inc., which has its warehouse at Clarke alley, this city, has been closed by the withdrawal of Kennell and the business will be continued by Mrs. Carrie Wanner and her son, William S. Wanner. This firm was one of the oldest in the city, founded 31 years ago by the late Mr. W. S. Wanner, Sr.

Enters Business

Henry L. "Hinkie" Haines, the cigar maker and chief burgess of Red Lion, has announced his retirement from athletics to enter business. Haines, former American League player and a member of the Red Lion Giants football team last season, in a local automobile business. Haines says he will not return to the city or football field. He is the top of the Rochester baseball team in the national League.

At the second annual exhibition of the Red Lion Trust Company, Red Lion, W. M. Gemmill, F. E. man, C. A. Rost, and Jacob St. tobacco dealers; Samuel F. Rost, John W. Sheffer, tobacco makers; Peter McGuigan, Mart No. P. B. Tyson, cigar manufacturer; B. F. Strickler, inventor and manufacturer of tobacco grinding machines, were again chosen directors of the stockholders.—YORKAD.

large acreage of tobacco is
thickness, and the Department
has taken up this matter;
fil out the causes. I am
more information about this
the different districts, and
due course.—MIRA MONTES.

Jul., P. R., Jan. 7.—The
continues pitiless throughout
districts. I may say only
fields have been benefited by
rain showers.

ago it looked as if plenty coming. San Juan and got the best of it; Caguas me good showers received. Jenas and Comerio, but "g" for Cidra, Cayey and

	Inches
to	0.35
.....	0.03
.....	0.16
.....	0.68
.....	0.00
.....	0.00
.....	1.40
.....	1.84

two last named districts were
lucky to get some rain.
Report that Coamo is suffering

worst of all. What has been planted there has had no development and the yield is very low.

Aibonito and Cidra are other districts of extreme drought, and the growth is very poor in many fields. Cayey has been favored with a few rain showers, but nobody dares to make a calculation with regard to the outcome of the crop, due to the drought.

The districts of Cayey and Cidra—I mention these together, as most of the tobacco from Cidra goes to Cayey or Comerio, as the boundaries of this district are closer to the two towns than to Cidra itself.

About 6,000 acres are estimated, of which about 2,500 acres are planted for the American Tobacco Company; about 1,000 acres are planted through the Federal Bank; Echevarra Brothers have from 600 to 700 acres; the Congress Cigar Company about 350 acres; Banco Ahorro de Ponce about 300 acres; Independent about 1,500 acres.

If weather conditions change for the better soon, about 40,000 to 50,000 quintales may be harvested; but if the drought continues, the yield will be very considerably less.—"MIRAMONTES."

The Porto Rican Imports Still Very Heavy

By the Steamer Porto Rico last week 905 barrels and 581 bales of tobacco were received in New York, as well as 596 cases of cigars. This indicates that the year-end business from the Island will swing well over into 1926, with even larger shipments due the next week or so. New York importers are very well pleased with this situation on Porto Rican products, and they hope for a continued gain throughout the year.

Hartford Greets Jonas Arens

When Jonas Arens arrived in Hartford from New York last week the police and fire departments all met him at the train to celebrate his first 1926 trip to the Connecticut leaf center.

ALFREDO ALONSO

Grower, Packer and Stripper of

PORTO RICAN TOBACCO

Coamo.

Porto Rico

SANTIAGO IGLESIAS SILVA

Grower and Packer of

BEST SAN LORENZO TOBACCO

San Lorenzo

Porto Rico



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PORTO RICO TOBACCO

DEALERS IN ALL KINDS
OF LEAF TOBACCO

SAN JUAN, P. R., and
165 WATER STREET, NEW YORK
OUR SPECIALTY



ORTIZ HERMANOS
AIBONITO, PORTO RICO

Growers, Packers and Strippers of Exclusively INLAND

PORTO RICAN TOBACCO

BENIGNO DIAZ

**Grower, Packer and Stripper of
PORTO RICAN TOBACCO
Exclusively Inland**

CAGUAS.

PORTO RICO

Read Tobacco Weekly

*A remarkable record
of a remarkable tobacco*

THIRTY-THREE per cent more Porto Rican cigars were imported by the tobacco trade of the United States during the fiscal year 1925 than in the previous twelve-month period. The recent Porto Rican harvest of leaf tobacco is practically sold out.

Merit is beating a path for Porto Rican cigars and tobacco. There is a very decided trend toward Porto Rican cigars and tobacco in this country.

Manufacturers, jobbers and dealers will profit by serving the demand of smokers for Porto Rican cigars, or cigars containing Porto Rican tobacco.

*We can tell you more about
Porto Rican cigars and tobacco.
Write for information.*

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TOBACCO GUARANTEE AGENCY

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Protect buyers of Porto
cigarettes the Govern-
ment requires the affixing of
Government Guarantee
Stamps on every box of cigars
and every bale or barrel of
cigarettes leaving the
country. Look for these stamps.

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The
Collection Of
Quality Remains

The cigar that sells
wherever good cigars
are sold.

Six satisfying Sizes
10c up to 3 for 50c

Manufactured by
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Corza Cigar Co.
7th & Cherry Sts.
PHILADELPHIA

Am. Sumatra Stock Holder Visits Quincy

QUINCY, Fla., Jan. 9.—Samuel Moffett and Eben Marsh, capitalists and investors of New York City, spent two days in Quincy this week, conferring with officers of the American Sumatra Tobacco Company, and looking over the properties of the company in Florida and Georgia.

Mr. Moffett is one of the principal holders of the preferred stock of the A. S. T. Company, and represents committees of both the preferred and common stock-holders. His visit was entirely informal and was for the purpose of familiarizing himself with the properties of the company in which he is heavily interested, and to gain some idea of the agricultural and industrial resources of Gadsden county.

Mr. Moffett stated that the differences held by the two groups of stock-holders are rapidly clearing away and that there is now a cordial agreement on methods and policies, and reiterated that the receivership of the company will soon be lifted, that it would be turned back to its owners within the next few months, stronger and better and more progressive than it has ever been before. He further stated that the executive personnel of the company would continue as at present, inasmuch as the officers are tobacco men of long experience and exceptional ability.

The capitalist expressed deep sorrow on the recent deaths of two of the receivers of the company. Judge Julius Mayer and Robert H. Gay, of New York City, died within a few weeks of each other. These two men, together with George W. Spitzner, of New York, and George Y. Malone, of Quincy, had handled the receivership of the company in a very able manner, and it is especially sad that Judge Mayer and Mr. Gay should have been called just as one of their outstanding commercial achievements was near to a successful conclusion.

Progressive Program

Perhaps the most important feature connected with Mr. Moffett's visit was his statement that the reorganized American Sumatra Tobacco Company will take its place as a potent factor in the general forward movement of Gadsden county and west Florida. He expressed as his opinion that "what benefits the community benefits each individual within that community, and that the A. S. T. Company, as the largest land owner and the largest single industry in the county would take an aggressive part in the upbuilding of the communities of which they are a part. It is good business. The extensive holdings of his company includes some of the finest farming lands to be found not only in Florida, but in the entire South. The potential resources of these lands are tremendous, and there is a substantial future before us.

"But people are bound to build communities, farmers are necessary to till the fertile soil, sensible direction will be required to maintain the industries on a continuous profitable basis. A renewal of faith in the resources of this county and a revision of certain farming methods are all that the immediate present requires to beget action. Gadsden county will continue to be one of the principal producing centers of high grade cigar wrapper tobacco. But there is such a vast opportunity hereabout for other profitable lines of agricultural endeavor as well, that it is time for action."

Hard Roads

This far seeing capitalist and successful business man expressed as his opinion that the first essential for Gadsden county to get out of its rut was to build hard roads. He stated that good roads benefit everybody, landowners, farmers, merchants, communities in general, and that he would be in favor of immediate action on the movement now under way to bond the county for an improved system of highways. It may appear to be expensive, but it will bring large returns, much larger than one might at present anticipate. Mr. Moffett referred to the great work of James B. Duke in Northies.

Carolina, and the many lasting memorials that he left to his credit.

The great tobacco genius was one of the first advocates of good roads until the highway system of North Carolina stands as one of the best in America, a great monument to a forward looking man. What has helped tobacco growers of North Carolina will help tobacco growers in Gadsden county.

Successful Visit

Mr. Moffett stated that he could not yet qualify as a tobacco expert, that there is a lot of detail that he must needs get, but that he was learning fast and Mr. Malone and General Manager J. W. Woodward have made a very successful visit for him. There is so much to see, so much to learn about Florida tobacco, and the future of the properties so secure that he will return at an early date for further study of the situation.

While in Quincy both Mr. Moffett and Mr. Marsh conferred with Secretary H. A. Beach at the Chamber of Commerce and went over with him the data compiled by the chamber on the resources of Gadsden county. The visitors also had opportunity to meet a number of other business men of Quincy.

There is a new era ahead for Gadsden county, Florida. A new day is dawning for new men are coming—big men, successful men, men who are still growing and have ideas that will grow with them. Welcome Mr. Moffett and unmeasured success to the A. S. T.—QUINCY.

Roi-Tans Close Big Year With Baltimore House

BALTIMORE, Md., Jan. 2.—One of the most successful years the local house of F. A. Davis & Sons ever had has just been closed upon their books. And one of the foremost reasons why 1925 was so favorable to their business is the fact that the El Roi-Tan cigar, of the American Cigar Company, has more than doubled its previous high record. Retailers here are live supporters of the Roi-Tan, and the coming year is expected to materially increase the already large turnover on this famous brand.

Missouri Jobbers Enjoyed Great Holiday Trade

ST. LOUIS, Mo., Jan. 2.—Casting up their sales records for the past year, the W. A. Stickney Cigar Company announces it sold nearly one half million more cigars during the late holiday period than in the same 1924 season. Manager George E. Lewis believes this lead will be maintained throughout 1926, and he is now engaged in the preparation of plans to make this belief a fact.

Buffalo Trade to Obtain New Cigarette Deals

BUFFALO, N. Y., Jan. 4.—With the opening of the 1926 sales campaigns here the first gun of the year will be the American Tobacco Company's offer to supply retailers with a Tareyton-Omar deal embracing twenty cigarettes free, of either brand, with a fifty tin of Tareytons or Omars. Another price concession will be made upon Omars when sufficient counter and window display is accorded the brand in the new container.

Chicago Jobbers Discontinue Cigarette-Tobacco Lines

CHICAGO, Ill., Jan. 4.—All brands of cigarettes and tobaccos formerly handled by the P. J. Rubey Company here have been discontinued. President Charles A. Rubey says he will now concentrate upon the distribution of cigars. Among the brands which are now sold by the firm are the Consolidated Cigar Company's Dutch Masters, Harvester, Forty-Four and the Charles the Great and Henry George.

Lowe Goes to Hartford

One of the early Connecticut buyers last week was Percival R. Lowe, the New York tobacco broker. He reports an active market for Hartford special-

Florida and Georgia PACKERS AND DEALERS

I. Gardner, Pres. S. Spitz, Vice-Pres.
Jos. Wedeles, Sec.-Treas.

MAX WEDELES TOBACCO CO.

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Tobacco

Our Specialty
Shade Grown Round Tip
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JAMES J. LOVE

Leaf Tobacco

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MAY

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Tobacco

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B. Ottinger Henry Weinberg

B. Ottinger & Co.

Fine Florida and Georgia
Wrappers

QUINCY, FLA.

A. E. Fraleigh Tobacco Co.



GROWERS—
PACKERS—
DEALERS—

Florida Shade
Grown Tobacco
MADISON, FLORIDA

Tobacco Merchants' Association Of The United States



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 Wm. T. Reed, Richmond, Va., vice-president.
 Harvey L. Hirst, New York, vice-president.
 Asa Lemlein, New York, treasurer.
 Chas. Dushkind, New York, counsel and managing director.

Chicago

(Continued from page 11)

failure is a large one and most all of the local houses are hard hit.

A stock of 25,000 well known brands of cigars and a large stock of cigarettes, tobaccos, pipes and smokers' articles, including all fixtures, will be sold for the benefit of the creditors.

Fonseca Fire

Fire, of unknown origin, burned four of the six floors of the tobacco warehouse of Fonseca Brothers, at 227 North La Salle street, Thursday morning. The loss is about \$6,000.—H. L. H.

Wisconsin

(Continued from page 30)

a letter in the press saying that three years of the Pool has educated ninety per cent of the farmers, but that the other ten per cent are slow to learn. That the farmer has found himself poorer than ever, and that the beautiful wood pictures painted by Mr. Sapiro, of the electric lights, bath rooms, water systems, etc., that would result in pooling, had failed to materialize, and that the poolers, notwithstanding that they had already spent a large amount of money experimenting with the pool, should spend enough more money to send some of their officers to Kentucky to see how the Dark pool released their members, and the Ohio pool reads:

These extracts are eagerly read on every hand, and the fight is getting hotter and hotter. The winter is bound to be a lively one for the tobacco grower, whatever his personal views are.

Andrew McIntosh is spending the winter in Florida.

Ben Meyer, vice-president of the General Cigar Company, is spending the week in this market.

Fred Green, leaf head of Liggett & Myers Tobacco Company, is sojourning in the state at present.

Ward B. Wentworth, for the past twenty-eight years one of the live wires of the tobacco trade in this state, is again the tobacco appraiser for the Federal Intermediate Credit Bank, St. Paul. Mr. Wentworth grades the value of each case of tobacco and of each pile of stemming for the fountain head of the pool's funds, who leans upon it accordingly. He is the big gun, and the main squeeze himself, when it comes to the setting of a value on any given box or pile of pooled tobacco. He acts independently of the standards the Pool graders place upon any crop, and his word determines the loan the Pool receives upon it.

Warehouses in the south are beginning to open. Lorillard is hot at it in La Crosse, Madison, and Janesville, while Eddie Haskins, and Souman & Son are assorting a fine lot of northern and southern also at the latter place. W. Dickinson starts his Readstown warehouse full blast next week. The Pool will also have several more warehouses in full swing before this gets into print.—BADGER.

Hillbrook Joins Cordero

As the new Pacific Coast representative of E. P. Cordero & Company, Charles Hillbrook will cover all the Mi Hogar territory in that good Havana cigar market.

Corral-Wodiska Obtain New Tampa Factory

TAMPA, Fla., Jan. 8.—With the purchase of the former Francisco Arango & Company plant by Corral, Wodiska & Company, of this city, the Bering concern will now have one of the best factories in Tampa. All equipment is now being moved from the old location on Michigan avenue.

Federal Trade Commission

(Continued from page 25)

in question not now being available for inspection.

There have been filed with the Commission a number of statements signed by members of the association asserting that certain buyers for the American Tobacco Company and Imperial Tobacco Company have made remarks derogatory to the association. While these statements generally are denied by the buyers, and it is known that the two companies issued instructions to buyers to refrain from such criticisms it appears that the buyers generally for all of the large manufacturers and for the dealers are inherently unfriendly to the co-operative marketing system, which system, if completely successful, obviously would make their employment as buyers unnecessary. That the buyers on the auction markets have generally engaged in deprecating discussion of the co-operative there can be little doubt.

The principal opposition to the association has come from private auction warehousemen, certain tobacco boards of trade and other affiliated interests. In various effective ways these antagonistic interests have opposed the pool. Such, in the main, have been the result of natural rivalry between the two competitive systems of marketing tobacco and cannot be connected directly with the two manufacturing companies. The only evidence the Commission ascertained of any significance tending to relate the two companies indirectly to this auction market resistance was with respect to the activities of the Wilson Board of Trade at Wilson, N. C. This organization of tobacco manufacturers, dealers and auction warehousemen in 1922 collected a special assessment from its regular members, including the American and Imperial tobacco companies, for the purpose of engaging in exceptional activities designed to promote the welfare of the auction market in opposition to the new co-operative. The two companies paid this special assessment, as did the other large manufacturing companies, apparently knowing the purpose for which it was made.

The charge that the Imperial Tobacco Company has circuitously promoted tobacco culture in Georgia was found to be entirely without foundation in fact.

An important factor responsible to some extent for non-delivery of contracted tobacco has been the member's local creditor. This is conceded by the special investigation committee of Virginia, North and South Carolina agricultural officials in whose recent report on the affairs of the association appears this statement:

"The committee finds that the principal cause of non-delivery of tobacco in the beginning was opposition from indebted, in certain sections a large number of growers owed warehousemen, time merchants, and others, for the money

with which they made the 1922 crop. Often the people whom these members owned not only forced them to break their contracts and sell their tobacco on the auction floor, but also tried to dissatisfy them with their association."

There is also some evidence that opposition from these interests prevailed in the territory covered by the Dark Tobacco Growers' Co-op. Association.

The American Tobacco Company has purchased some tobacco from the Tri-State Association, although compared with its total requirements such purchases have been small. The Imperial Tobacco Company, which requires generally 20 per cent or more of the total crop of Bright Southern tobacco has made no purchases of this type from the association and only small quantities of the other types handled. With from 65 to 77 per cent of the total production marketed over the auction floors these companies have been able, during the past three years, to secure their supply from that source and the fact that they have purchased substantially all of their requirements on the open market indicates that they prefer that system. The Imperial Tobacco Company sets forth its position in a statement filed with the Commission which, in part, follows:

"The Imperial Tobacco Company has bought no Bright tobacco from the Tobacco Growers' Co-operative Association.

"In the Bright section alone, our company has approximately forty-nine grades of tobacco. For more than twenty years we have been training men to buy and grade these types to suit the requirements of our branches in Great Britain. We have also spent vast sums in erecting factories and equipping them with the most approved apparatus for handling and conditioning our tobacco to meet the requirements of the British trade; the grading, and moisture content at which the tobacco is packed, being the two most essential features of our business in America.

"During the marketing of the 1922 crop, at the invitation of officials of the Co-operative Association (who furnished us with price lists) representatives of our Company frequently visited the warehouses of the Association in order to inspect their tobacco, grading, etc. It was the consensus of opinion of these representatives, after giving careful study to the matter, that from the standpoint of the needs of our company, the grading of the Co-operative Association was such that we did not feel that it would be practical or possible for us to purchase tobacco from the Association."

No evidence was secured indicating that the fact that the American Tobacco Company and the Imperial Tobacco Company have purchased so little tobacco from the association, is the result of an agreement or understanding between the two companies. There has been considerable discussion of the attitude of the two companies toward the pool and obviously the fact that they have not patronized it to any great extent has tended to dishearten the membership and encourage the auction warehousemen and other interests which have from the beginning actively opposed the new marketing organization.

Another important cause, however, of this co-operative's difficulties, manifestly lies in its merchandising and operating methods.

The annual leaf tobacco requirements of tobacco manufacturers, other than the American Tobacco Company and the Imperial Tobacco Company, and of exporters and dealers, are, of the types handled by the Tri-State Association, approximately 300,000,000 pounds, or three times the total 1924 receipts of this co-operative. However, to these groups, not including the American and Imperial companies, this Association sold in the green state only 19 per cent of its total 1924 deliveries, as compared with 65 per cent in 1922. Exporters and dealers who purchased in the green state over 56 million pounds of the Association's 1922 crop, and 28 million pounds of its 1923 crop, in 1924 bought only a little more than two million pounds, or about 2 per cent of its total receipts of that year.

This failure to sell in the green state a larger proportion of its 1924 deliveries to exporters and dealers was obviously

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Send us a trial order. We guarantee satisfaction.

LARUS & BRO. CO.
 Richmond, Va.

designed by the Association map to exclude such customers anxious of its green tobacco. Instead of increasing its large club buyers who purchased in the green more than half of this Association's first year deliveries, its officers began an arbitrary policy of exclusion which reached its height in 1924. Exporters and dealers who in effect actually prohibited purchasing Association tobacco in which they preferred it equipped to buy it. The Association claims that this policy was necessary with the intent to exclude dealers as a means of preventing resales on auction markets.

The Association's selling price the effect it had in restraining, and unquestionably legitimate millions of pounds of the finest tobacco are shown in letters of data secured from its files or by the Commission from numerous tobacco dealers and exporters, which will be found in the memorandum accompanying this letter. Documents show clearly that all of the large exporters and the region of the Tri-State Association made efforts in 1924 to buy green tobacco from the Association, but were denied opportunities to purchase on the same terms and conditions accorded manufacturers. In the cases where qualified refusals were not made, the discriminatory terms imposed by these documents show, as to a refusal to sell.

The bona fide of the charge of cutting against the American Tobacco Company and the Imperial Tobacco Company, as made by officials of the (Tri-State) Tobacco Growers' Co-operative Association, is certain on question, when it is seen that the officials arbitrarily excluded exporters and dealers whose individual requirements each year of Bright Southern tobacco exceeded those of the American Tobacco Company, and noted that the aggregate position of this class of buyers equals the combined annual purchases of the American and Imperial companies.

Of its total receipts of tobacco Association the first year received 31 per cent; of its 1923 crop, 36 per cent; and of its 1924 crop, 75 per cent was sent to redress.

It does not appear that the growers were benefited by diversion of larger proportions of the 1924 crop from green sales to redress.

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Humidair System operating in packing department of large tobacco factory.

It is this Relative Humidity developed and constantly maintained at just the proper percentage that insures your work progressing smoothly, reduces your waste, and materially lowers your manufacturing costs.

"HUMIDAIR SYSTEMS" will guarantee you this proper percentage of Relative Humidity day and night continuously. The best proof of this is that they are doing so in many of the largest tobacco factories in the country.

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NEW YORK, N. Y.

99 Chauncy St.,
BOSTON, MASS.

MONTREAL OFFICE:
80 St. Francis Xavier St.
W. F. C. Turnbull, Mgr.

plants. The marketing of a large quantity of tobacco in the green condition has made possible more prompt cash payments and obviated much of the complaint, contract breaking delivery to the pool. The financial cost of the Association show the total cost of redrying tobacco, including carrying charges, to May 31, was \$4,332,578.95 on the 1923 crop and \$2,841,189.98 on the 1924 crop, and the average return per pound was substantially larger on the 1923 and 1924 crops we sold green than on the parts we marketed in redried order. The Association had on hand on May 31, 1925, 80,728,823 lbs. of tobacco.

Policy of excluding exporters and purchasers of green tobacco for larger shipments to redrying has manifestly benefited a number of co-operative officials, including the sales staff and several rough their financial interests in redrying plants. An examination of the records of the association and data from other sources disclosed that in twenty-seven officials were financially interested in and were deriving their salaries from a redrying plant. Engaged in redrying tobacco, officials concerned in the 118 millions of pounds of tobacco the Association during the year as is shown in table attached.

The association have representative membership and to the fact that certain officers invested in redrying plants in 1923 in order to organized effort on the part of redriers to increase the price of \$1.75 for redrying in green tobacco to \$2.25 per hundred pounds. It had such action on the part of the Association. Furthermore, it has been informed that in holding the basic price

to \$1.75, thereby effecting a saving to the members of several hundred thousand dollars.

The facts disclosed by the investigation are:

There was no move on the part of redriers generally to advance redrying charges in 1923.

The directors did not pass on or give their approval to the matter of officials engaging in the business of redrying Association tobacco in 1923 to meet an alleged emergency. Prior to 1925, it appears that the subject was discussed only in meetings of the executive council.

In most cases these Association officials, including Messrs. Patterson, general manager, and Watkins, director of warehouses, secured their interests in redrying plants or made their arrangements to redry Association tobacco prior to the delivery of the first crop—the 1922 crop—and had redried tobacco of the 1922 crop in exactly the same way in which they were alleged to have begun redrying the 1923 deliveries. The directors of the Association, with the possibility of a few exceptions, did not know until very recently that Messrs. Patterson and Watkins were engaged in redrying Association tobacco during 1922.

The redrying of Association tobacco in numerous and widely scattered private plants at the basic price of \$1.75 per hundred pounds, has not, as it has been made to appear, resulted in a saving to the growers.

The records show that most of the plants to which comparatively small quantities of Association tobacco have been consigned and redried at \$1.75 per hundred pounds, realized profits, and where the volume handled was large profits were substantial. For example, in the case of Edmondson Tobacco Company, at South Boston, Va., the profits of the first year (1922) on redrying 11,435,677 pounds of the Association's tobacco, were sufficient actually to enable Messrs. Patterson and Watkins to acquire that year their two-thirds interest in this redrying company without

any investment of capital. The second year, 1923, this concern redried 23,955,247 pounds of this co-operative's tobacco, and out of the profits made thereon paid Messrs. Patterson and Watkins \$82,000 in cash, in addition to which each retained a one-third equity in the capital not withdrawn, which, at the end of the two years, amounted to \$88,955.45, all accumulated through profits.

Two annual audits of the Edmondson Tobacco Company, made by public accountants, F. W. LaFrantz & Co., show the following:

Capital invested at the beginning of the year, July 1, 1922	None
Profits during the year ended June 30, 1923	\$50,944.49
Credited to:	
F. R. Edmondson	\$16,981.50
T. C. Watkins	16,981.50
R. R. Patterson	16,981.49
Withdrawals during the year ended June 30, 1923	None
Capital invested beginning of year ending June 30, 1924	\$50,944.49
Profits during year ended June 30, 1924	157,760.96
Appraisal increase value of Smithfield plant	2,250.00
Total	\$210,955.45
Withdrawals during the year ended June 30, 1924	\$122,000.00
F. R. Edmondson	\$40,000.00
T. C. Watkins	42,000.00
R. R. Patterson	40,000.00
Capital invested June 30, 1924	\$88,955.45
F. R. Edmondson	\$30,318.49
T. C. Watkins	28,318.49
R. R. Patterson	30,318.47

The Commission did not secure the financial statement of this concern for the crop year 1924, when it redried about 10,000,000 pounds of Association tobacco.

The Edmondson Tobacco Company received from the Association \$1.75 per hundred pounds for redrying its 1922 and 1923 crops. The average net cost to the Edmondson Tobacco Company for the two years was \$1.05. Association officials have stated that the Association

was financially unable to provide redrying facilities in 1923. Had the Association operated its own plants, it could have saved, on the basis of the Edmondson costs, about a million and a half dollars on the total of 218,866,812 pounds of tobacco sent to private redriers in the three years. In such an arrangement the members and not officials would have been the beneficiaries of resulting profits or savings. Moreover, the displacement of the private interests of officials in these plants would obviously have removed any incentive to offer tobacco for sale in redried order instead of in the green state. The Association in 1925 has leased seven plants for redrying its own tobacco on a cost basis.

A contrast in redrying policies is seen in a comparison of this Association with the Burley Tobacco Growers' Co-operative Association. The latter owns its redrying and storage plants, which, it reports, "have already paid for themselves in the actual cost of redrying and storage, as compared with what it cost the redrying and store in outside redriers and warehouses." In 1922, 1923 and 1924 the Burley Association redried in its twelve plants a total of 240,789, 335 pounds of green leaf tobacco at a cost of \$1,713.681. For the same period it cost the Tri-State Association \$3,870,220 to redry 218,866,812 pounds in private plants, or an average cost of \$1.76 per hundred pounds as compared with 71 cents per hundred pounds in the Burley Association.

It does not appear that the difficulties and impeded progress of the organized growers of tobacco in Virginia, North Carolina and South Carolina are due either to alleged oppressive hostility on the part of the American and Imperial Tobacco Companies or to marketing problems inherent in the co-operative system. The apparent success of the Burley Association and of organizations of growers in other tobacco regions would indicate that co-operative marketing of leaf tobacco is generally successful.—Respectfully FEDERAL TRADE COMMISSION, by JOHN F. NUGENT, chairman.

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LEAF TOBACCO

144 WATER ST.

NEW YORK

PERCIVAL R. LOWE, Inc.

Leaf Tobacco Brokers

155 WATER STREET NEW YORK

CIGAR ~ CIGARETTE ~ TOBACCO

LABELS

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229 West 28th Street New York

METROPOLITAN TOBACCO CO.

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Williamsburg Branch 287-291 Graham Ave., Brooklyn, N. Y.
Yonkers Branch Bright Place, near South Broadway, Yonkers, N. Y.
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For twenty-five years we have furnished bags to the Scrap Tobacco Manufacturers. There Is A Reason. Write for samples—make a trial and be convinced.

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nothing satisfies like
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The Recognized American Standard
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ENDLESSLY WOVEN PURE LINEN
CIGARETTE TUBE BELT

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that will average from
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Cigarettes steadily
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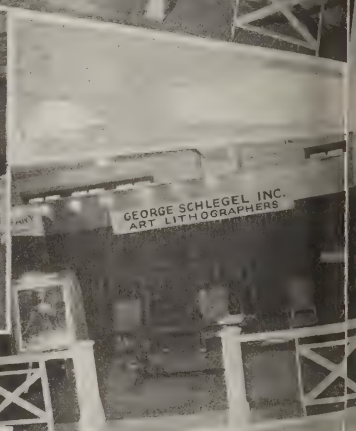
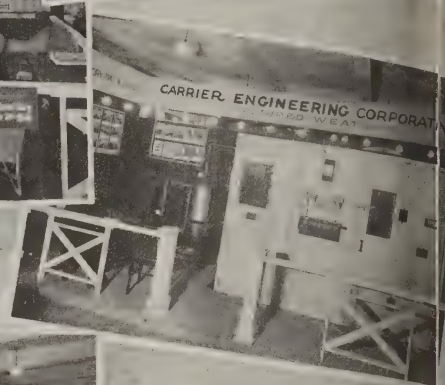
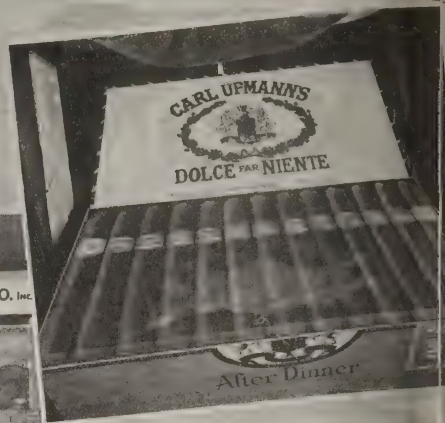
For Cigarettes - for the discriminating Smoker

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345-349 West 40th St.
NEW YORK

"EBCO"
*Tipping Attachment
for "Standard"*
Cigarette Machine



TOBACCO

A WEEKLY TRADE REVIEW

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Guide to the Fourth International Tobacco Industries Exposition

Tobacco and Its Products to Be Attractively Displayed—Machinery and Equipment to Form Important Features—List of Exhibitors Arranged in Alphabetical Order—Show Opens Monday, Jan. 25, Continues to Saturday Night, Jan. 30

EXPOSITIONS, when properly supported, are valuable aids to commercial enterprises, and many in the tobacco and allied industries have shown faith in their own products, by arranging to put them on exhibition at the Fourth Annual Tobacco and Allied Industries Exposition, to be held in the Grand Central Palace, New York, which opens Monday, January 25 and continues daily until Saturday evening, January 30.

The exposition will be under the auspices of the Tobacco Exhibitors' Association, of which Samuel Levine is president, and will be under the supervision of the National Exposition Company, Inc., with Harry McAlpin and Asa Lemlein, active man-

ufacturers, cigar and cigarette manufacturers, dealers, jobbers, retailers and allied tobacco interests from every section of the United States, and also many visitors from abroad, signified their intention to be present, and it is now will undoubtedly prove another important event in the history of the tobacco industry.

Father's Day Committee Meeting

The meeting of the Active and Associate Fathers' Day Committee will be held at the Tobacco Show, Grand Central Palace, Thursday, January 28, at 8 p. m.

Farmers and growers will demonstrate their products. Manufacturers will exhibit their products. Retailers can help, too, by bringing their customers of the Show and Tobacco Show.

They should go. Unless those actively engaged in the trade encourage this attitude, the show will not register as it should. Nothing of the sort can be extremely successful unless all those who should be interested are interested. Perhaps the direct return from an exhibition of the sort is only a small proportion of the total. On the other hand, the indirect return is many times as great.

There have been to the former Shows a great deal away with the idea that the tobacco business is much greater than they had thought of. And the only way they are convinced of this is when the entire trade comes to the Show.

'Em How to Eat and Dance

The National Board of Tobacco Salesmen's Associations is to be held

Wednesday evening, January 27, at the Clover Gardens of the Grand Central Palace in connection with the International Tobacco Show. Many of the hostesses will be well known celebrities of the Metropolitan stage. There will also be a carnival feature of the dance. Tickets are on sale by the National Board of Tobacco Salesmen's Associations, at 123 Liberty street, and by the National Exposition Company, Hotel McAlpin, New York. Reservations should be made now, as the demand will be very large.

A rest room for Ladies and a Smoking Room for men and a lengthy program of motion pictures to entertain those waiting or resting, will be among the many features to be found in the Tobacco Products Exposition. The motion picture program at the Tobacco Industries Exposition will include films of tobacco cultivation and manufacture and allied interests.

On the next page will be found a complete and comprehensive plan of the large floor of the Grand Central Palace, New York, where the show is to be held. The plan shows the spaces which will be occupied by the different exhibitors, and will enable our readers to locate the various booths without difficulty.

The list of exhibitors which follows, is complete and accurate up to the hour of going to press, according to the records of the Exposition management. Visitors to the show seeking information of any kind are invited to call at Tobacco's Booth, Space 29, where one and all will be heartily welcomed.

List of Exhibitors

Following is a complete list of exhibitors at time of going to press:

AMERICAN AIR PURIFIER CORP., Space 29.

Humidors for conditioning the air in all rooms of a cigar factory where moisture is advisable; used in cigar humidors of jobbers, retailers, clubs and hotels.

Representative in charge, F. H. Lee, assisted by W. S. Howell.

AMERICAN LITHOGRAPHIC CO., Space 31.

Lithographic Labels, Bands, and Advertising.

Representative in charge, C. A. Speakman, assisted by F. J. Maudsley, Wm. Intemann, J. C. Rufenacht, F. A. C. Kennett, W. B. Grootage, J. A. Hoffman, A. Wilson, Wm. Werle, Ernest Radon, Charles Simon and Charles Scheid.

AMERICAN MACHINE & FOUNDRY CO., Spaces 12, 13 and 14.

Cigar Making Machines, 3 types; Cigarette Making Machines, 2 types; Cigar Color Separating Machine, Cigarette Packer; Cigar Box Banding Machine, and various other tobacco manufacturing machines.

Representative in charge, D. W. Haynes, vice president, assisted by S. F. Chaltin, Export Manager.

AMERICAN TOBACCO CO., Space 15.

Complete Cigarette Factory, making Lucky Strike Cigarettes.

BAHNSON CO., Space 95-A.

Bahnsen Humidifier, thoroughly demonstrating the Automatic Humidity Control, with which it is equipped. Also Cigar Case Humidifier.

Representative in charge, F. S. Frambach, assisted by R. E. L. Morefield and G. B. King.

HARRY BLUM, Space 64.

Display of Natural Bloom Cigars.

Representative in charge, Harry Blum; assisted by Julius J. Blum, Henry J. Blum, Joseph L. Blum and H. Goldwater.

BRUNHOFF MFG., CO., Space 100.

Cigar Cutters, Cigar Lighters, Box Openers, Show Cases, Display Devices, Box Covers, Can Covers, Change Trays, Advertising Stands, Show Case Moisteners, Pocket Pack Displays, Ash Trays, Cigar Can Covers, Can Display Stands, Electric and Glass Signs, and a general line of Utility Store Advertising Devices.

Representative in charge, W. S. Lakamp; assisted by H. E. Brunhoff, E. Noyes.

CARRIER ENGINEERING CORP., Space 34.

A miniature room with a complete Carrier Air Conditioning System, clearly demonstrating the practicability and accuracy of commercial automatic control of humidity and temperature with particular stress on the condition of tobacco in process—Samples of tobacco are to be shown under controlled conditions.

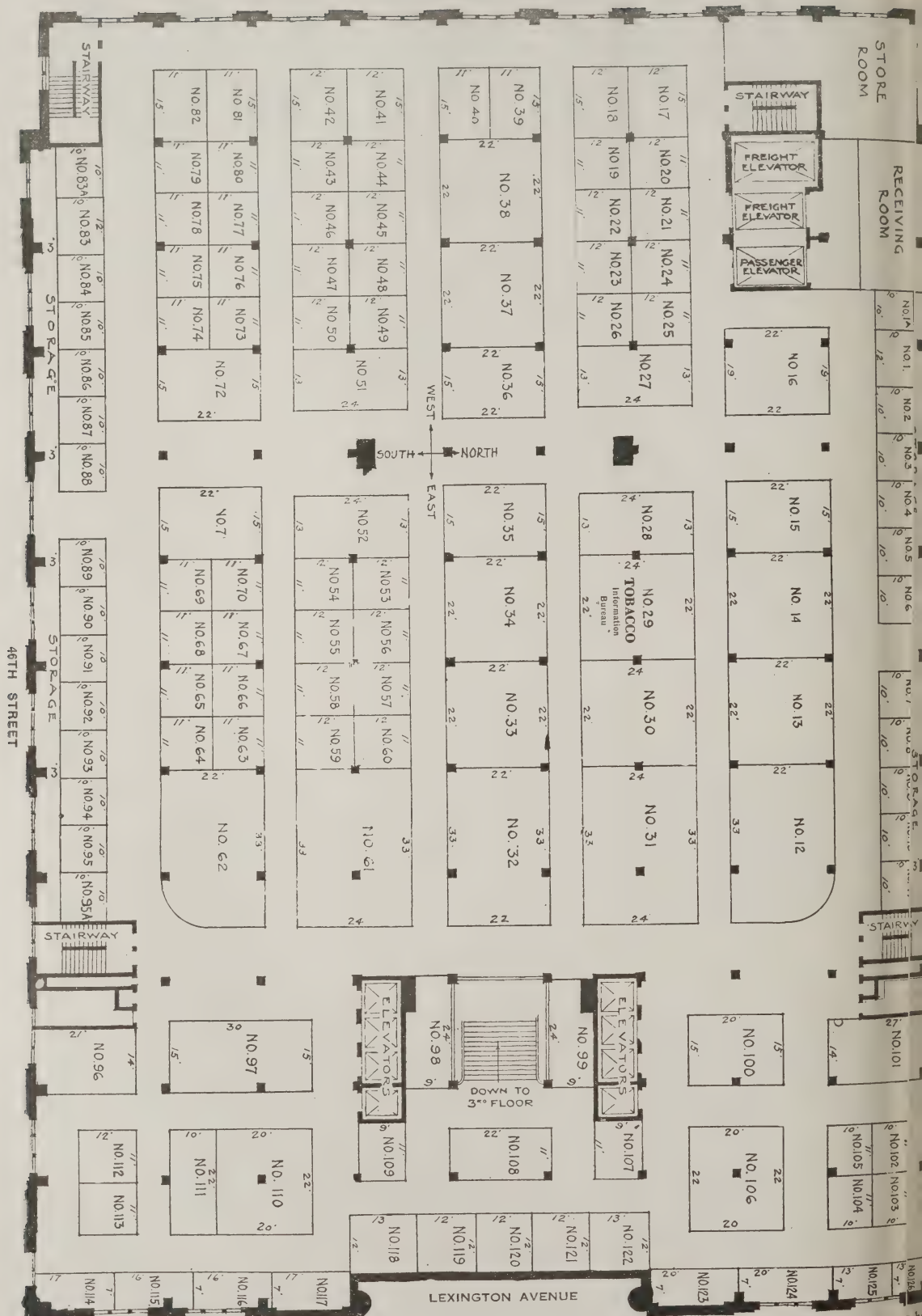
Representative in charge, A. C. Buensod, assisted by R. R. Taliaferro.

W. P. CHASE CANDY CORP., Space 93.

Domino Mints.

(Continued on page 13)

DEPEW PLACE



Floor plan of the Grand Central Palace, New York, where the Fourth International Tobacco Industries Exposition is to be held January 25 to January 30, 1926

AND TOBACCO JOURNAL,
ac 76.

Journal.
Representatives; Members of staff.

ELICUT VALLEY TOBACCO
ASSOCIATION, INC., Space 32.

Highland tobacco scenes, maps and
of the various grades of Havana
Broadleaf Tobacco.

Representative in charge, Judge L. M. P.
and associates.

DATED LITHOGRAPHING
o, page 59.

Room for Visitors, with Litho-
graphs.

Representative in charge, Officials of the
and their representatives from dif-
ferent parts of the country.

CCDERO & CO., Space 60.

Display of popular Mi Hogar Cigars.
Representative in charge, Leo Steiner.

MAN BROS., INC., Spaces 69 and 70.

Room, with every hospitality at
all times.

Representatives in charge, various mem-
bers of the corporation.

INTAL TOBACCO CO.

Display of their well-known
of cigarettes and smoking tobaccos.
for Cigarettes—Barking Dog Smoke-
r.

LEVELAND & CO., Space 89.

Articles.

Representative in charge, Wayne Cleve-

ULPIDES, INC., Space 36.

Display of Egyptian Mystery & Jennings,
Cigarettes.

Representatives in charge, Anthony Coula-
and J. S. Jennings.

YS & CO., INC., Space 28.

Room for Visitors.

Representative in charge, Samuel W.
assisted by John H. Duys, Jr.

ACI BROS., INC., Space 35.

Room.

Representative in charge, Milton Durlach;
by Henry L. Marks and I. Lowen-

NEEMAN CO., INC., Space 8.

Graphic Window Displays, etc.

Representative in charge: Francis D.
Vice-President; assisted by Law-
rence J. Walker, Leo. Einson, Den-
ver, N. J. Leigh, O. N. Curtis.

ELENLOHR & BROS., INC.,
ce, Window Display.

WIK CO., Space 5.

ette cases.

Representative in charge, L. Benheim.

HELV & CO., Space 76.

ties.

Representatives in charge: Officials of com-
pany.

AR, INC., Space 91.

Tray Smokers' Articles and Elec-
tronic Lighters.

Representatives in charge: Mr. and Mrs.
E. Berg, Mr. and Mrs. Arthur Von
der, Miss Marcia Friedman and
Mrs. Osborne.

DE & SONS CO., Space 55.

grad Manila cigars in all shapes and

Representative in charge, Morris Frieder;
assisted by members of the staff.

SIDNEY J. FREEMAN & SONS, Space 57.

Intal, Puntacima, and Magallanes Cigars,
made in Manila by La Flor de Intal Cigar
Mfg. Co., Manila, P. I.

Representative in charge, E. M. Freeman;
assisted by Albert Freeman and Sidney J.
Freeman.

GENERAL OUTDOOR ADVERTISING
CO., Space 62.

Advertising Displays.

Representatives in charge, members of
staff.

GOLD LEAF TOBACCO IMPORTING
CO., Space 94.

Attractive exhibit of an enlarged box of
their Dilbear cigarettes.

Representative in charge, J. P. Omour-
loglow.

GENERAL CIGAR CO., Space 61.

Display of the popular national brands,
Van Dyck, Bobbie Burns, White Owl, and
William Penn.

Representative in charge, W. N. Rubens.

GRINNELL LITHOGRAPHIC CO., Space
51.

Inside and Outside Advertising Displays.

Representative in charge, E. H. Munson
and members of staff.

H. L. HAINES & CO., Space 95.

Display of Robert Fulton 5c Cigars.

Representative in charge, H. L. Haines.

HARGRAFT & SONS, Space 61.

Exhibits of Smoking Tobacco and Pipes.
Their Hudson Bay Tobacco, Ben Wade
Tobacco, Churchill Cigarettes and Ben
Wade Pipe.

Representatives in charge, President Har-
graff and staff.

HEALTH CIGAR CO., Space 62.

Display of Samo cigars.

Representatives in charge, H. S. Jacoby
and N. Simpson.

HAMBURGER BROS. & CO., Space 30.

High Grade Porto Rico tobaccos.

Representative in charge, Benjamin Ham-
burger; assisted by Harry Fishman, A. L.
Vanderbilt, and Miss S. Peshkin.

HOTHORN LITZRODT CORP., Space 3.

Display of Manila cigars. Brands, Fore-
most, Attona, Lodona, Esboy La Corregido-
ra, Conchita, Sutters and Domestic Java
wrapped cigar Vendomes.

Representative in charge, Henry Mueller.

INTERNATIONAL CIGAR MACHIN-
ERY CO., Spaces 12, 13 and 14.

(See American Machine & Foundry Co.)

JOSEPHSON BROS., Part 34.

High grade cigars, including Jose Her-
manos, and other well known brands.

Representatives in charge, Morris Kinst-
ler, Chas. Josephson and staff.

KADEL & HERBERT, Space 37.

Official Photographers of the Show.

D. EMIL KLEIN CO., Space 52.

General display of their factory brands, in-
cluding Emanolo, Nottingham, and Haddon
Hall, and also their principal private brands.

Representative in charge, Stephen Herz;
assisted by Sam E. Levine and Christopher
Vanderhyde.

JULIUS KLORFEIN, Window display.

Featuring the Garcia Grande cigar.

E. KLEINER & CO., INC., Space 58.

Marie Antoinette Display—The Cigar Par
Excellence.

Representatives in charge, E. Kleiner, I.
Rosencranz and members of the staff.

KEMPER-THOMAS CO., Space 9.

General Advertising Display, including
Novelties, Calendars, Fans and Cloth Goods,
especially featuring the Barker Patented
Weatherproof Sign, an all weather, all year,
outdoor advertisement.

Representative in charge, C. H. Weier.

LANCASTER LEAF TOBACCO BOARD
OF TRADE and LANCASTER COUN-
TY TOBACCO GROWERS ASSOCI-
ATION, Spaces 87 and 88.

Displays of Lancaster County Tobacco.

Representatives, officers and members of
Board of Trade and Association.

LENMAR FUMIGATING ENGINEERS,
Space 5.

Methods of fumigating.

Representatives, officials of company.

LION MATCH CO., INC., Space 61.

Book Matches.

Representatives in charge, Leo Greenbaum,
Jesse M. Markel, Louis Lipset and Al Lipset.

LINCOLN & ULMER, Space 30.

Display of O-NIC-O Cigars.

Representatives in show, M. Ulmer, Sr., M.
Ulmer, Jr. and Leo Lehman.

I. LEWIS CIGAR MFG. CO., Space 72.

Display of popular John Ruskin cigars.

Representatives in charge, Members of the
staff.

MAZER-CRESSMAN CIGAR CO., INC.
Window Display.

PHILIP MORRIS & CO., LTD., INC.
Window Display.

E. S. MURIAS & CO., Space 45.

Havana Imported Cigars.

Representatives, Members of firm and
staff.

MILTIADES MELACHRINO, INC., Space
54.

Display of Miltiades cigarettes.

Representative in charge, A. MacKenzie;
assisted by Miltiades Melachrino, President,
Wm. J. Noonan, Vice-President, and Leon-
ard T. Saunders, Treasurer.

NATIONAL IMPORTING CO., INC.,
Space 3.

Displays of Amber and Meerschaum.

Representative in charge, Paul L. Druck-
lieb.

NATIONAL BOARD TOBACCO SALES-
MEN'S ASSOCIATION, Space 30.

Reception Room for Visitors.

Representatives in charge, Officials of the
Association.

ALFRED ORLIK, Space 56.

Orlik London-Made pipes; Cigar and Ciga-
rette Holders, Smokers' Articles, Meerschaum
Pipes, Water Pipes, Lighters, Orlik's London
Mixture Tobacco.

Representative in charge, Alfred Orlik;
assisted by Eric H. Sobotka and J. Hennessy.

E. POPPER & CO., Space 100.

Display of Popper's Ace Cigars in novel
scenic panorama.

Representative in charge, Walter Popper;
assisted by Eugene H. Popper.

PETRE LITHOGRAPHING CO., Space 16.

Display of cigar labels, bands, etc.

Representative in charge, Chas. Petre;
assisted by G. Hoffman Smith, Robert Petre, A.

Kirschhofer, H. B. Cochran and Wallace Wobcke.

PHILIPPINE TOBACCO CO., INC.,
Space 62.

General Display of Philippine Tobacco and La Frances, Vamp and Marcella Manila Cigars.

Representative in charge, W. H. Berger.

W. F. POWERS CO., Space 34.

Lithographic window displays, booklets, inserts, folders, novelty cut outs and box wraps.

Representative in charge, F. H. Hughes; assisted by C. S. Burgess.

PREFERRED HAVANA TOBACCO CO.,
Space 31.

Display of Henry the Fourth, Bances, and Eden Cigars.

Representative in charge, J. M. Rosenbrg; assisted by J. M. Diaz, Jr., J. M. Diaz, Sr., Victor Lopez and L. B. Jandorf.

PORTO RICO GOVERNMENT TOBACCO GUARANTEE AGENCY, Spaces 65, 66, 67 and 68.

Tobacco and Cigars.

Representatives in charge, Francisco Linarés, Agent, M. D. Saldana, and M. G. de Hidalgo.

BENITO ROVIRO & CO., Space 62.

Display of La Confesion and Everybody brands of cigars.

Representatives in charge, J. B. Roviro and Herbert Roviro.

THE RETAIL TOBACCONIST, Space 63.

Trade Paper.

Representatives in charge, Members of staff.

RHODE ISLAND HUMIDIFIER & VENTILATING, Space 26.

Humidifying Apparatus.

Representative in charge, G. A. D'Arcy.

ROSEBRO-MEYER CORP., Space 29.

Exhibit of Diamond Gingerale, Biltmore Chocolates and general line of cigars.

Representatives in charge, W. W. Rosebro, Frank S. Meyer and W. F. Roxbury, who will greet many friends..

REID ICE CREAM CO., Space 90.

Delicious Ices, etc.

ROCHESTER FOLDING BOX CO., Space 53.

Cigarette Shells and Slides, Sliding Shell Cigar Packs, Display Containers, Labels, K. & B. Revenue Stamp Affixing Machine in operation, for which the Rochester Folding Box Co. has the exclusive sales agency.

Representatives in charge, George Messerschmitt; assisted by Wm. A. Reckeweg, Frank J. Collins, Wm. I. Stull, and H. C. Stevenson.

SCHWAB BROTHERS & BAER, Space 61.

General Display of Epoca, Protector and Nobility Cigars.

Representatives in charge, H. Schwab, Leopold Schwab, Charles Schwab and August Baer.

SELGAS & CO., Space 7.

Reception Room for Visitors.

Representative in charge, William M. Reed and others of firm.

GEORGE SCHLEGEL, INC., Spaces 10 & 11.

Displaying cigar bands, labels, etc.

Representative in charge, J. W. Jacobus, George Schlegel, Jr., John G. Kreher, Joseph G. Schmidt, George Schlegel, Sr.

TOBACCO TRADE JOURNAL CO., Space 29.

Trade publication "TOBACCO."

Reception Booth.

Representatives in charge, Members of staff.

TOBACCO LEAF PUBLISHING CO.,
Space 71.

Trade Paper.

Representatives in charge, Members of staff.

TOBACCO RECORD PUBLISHING CO.,
Space 73.

Trade Paper.

Representatives in charge, Members of staff.

TOBACCO MERCHANTS ASSOCIATION, Space 52.

Reception Room for Visitors.

Representatives in charge, Officials of the Association.

UNITED STATES TOBACCO JOURNAL, Space 16.

Trade Journal.

Representatives in charge, Members of staff.

UNIVERSAL TOBACCO MACHINERY CO., Spaces 48 and 49.

Universal Model L Scrap Bunch Machine, Universal Model M Stripping and Booking Machine, Universal Model J Leaf Counter, and Universal Model W Butt Cutter.

Representative in charge, J. J. Regan; assisted by G. C. Sherman, President, G. H. Jackson, Treasurer; also Messrs Giles, Abraham, Schussler, Krebs, and Wright.

CARL UPMANN, INC., Space 27.

Novel and Unique Exhibit of celebrated Havana brands, made by Carl Upmann, Inc. Representative in charge, Al Reichart.

WINDOW DISPLAY SERVICE, INC.,
Space 1-A-1-2.

Advertising Window Displays.

WESTERN TOBACCO JOURNAL, Space 107.

Trade Journal.

Representatives in charge, Members of staff.

Putting the Tobacco Industry on An Automatic Basis

It would take 7,000,000 skilled cigar makers and 1,875,000 cigarette makers to furnish the present-day market with sufficient cigars and cigarettes to meet the yearly consumption. No such assemblage of skilled workers of one industry could be obtained and if it were not for the assistance of modern machinery the past year's production of 7,000,000,000 cigars and 75,000,000,000 cigarettes would still be an unheard-of accomplishment.

The American Machine & Foundry Company will have on exhibition and will demonstrate at the Tobacco Show next week at Grand Central Palace, New York, some eighteen of the mechanical devices which make this phenomenal production possible and enables the manufacturer to give better value.

The new Standard Stripping and Booking Machine is designed to remove the stem from the leaf tobacco—leaving the minimum amount of the leaf on the stem—and to form a pad of any desired number of right and left hand tobacco leaves, which may be removed from the machine at any time.

The Fresh Work Cigar Machine which with three or four operators produces 500 perfect long filler cigars per hour in one continuous series of operations, utilizing any kind or grade of filler, binder or wrapper tobacco that is used in a hand made cigar.

The new Soft Work Cigar Rolling Machine which eliminates the use of the old wooden molds for compressing bunches and produces from 400 to 450 headed cigars per hour.

In conjunction with the new Cigar Rolling Machine there may be seen the new Standard Short Filler Bunch which makes eleven bunches per minute. It is so constructed as to permit a cigar to be made for any size or shape of cigarette.

The Standard Cigarette Machine makes the Improved Feed Tobacco Feeder which produces 500 to 600 perfect cigarettes per minute with no detail of the cycle of operation on the human touch.

A Standard Cigarette Wrapper automatically counts, wraps and seals 30 packets of round cigarettes per hour.

The Standard Cigarette Packing Machine development in packing machines, running at 100 r.p.m., will count press and wrap an outer paper wrapper 80 packets of cigarettes a minute.

A compactly built Tobacco Cigarette Machine with a capacity of 70 pounds per hour takes which have been tightly packed in the trough, draws them forward and separates between two corrugated iron rollers, leaving the leaves through a throat and producing a uniformly clean cut tobacco leaf.

The Chico Cigarette Machine is designed to fill the requirements of the cigar manufacturer whose output is limited to those factories situated in the mountain districts not accessible to railroad transportation of the Standard Cigarette Machine would be impossible. The Chico Machine can be separated into two parts and transported by mule-back and constructed that any shop mechanic can assemble it. It will make from 100 to 150 pasted seam cigarettes, round or square, in a minute.

The Cigar Color Sorting Machine automatically sorts cigars according to color and shades and deposits them in their respective compartments without damage to the cigars. From 100 to 150 separations can be made, yet in a minute approximately 4,000.

For the smoker of special cigarettes the specific blend and mixture of tobacco can only be obtained in loose form, but the American Machine & Foundry Company has the Victoria Hand Cigarette Machine which makes a handsome, light weight cigarette which weighs the tobacco and rolls, seals and cuts the ends of the cigarettes. It can be adjusted to make any size of cigarette. The machine, however, only uses granulated tobacco. It can be operated to produce 100 cigarettes per minute.

The Standard Duplex Wrapping Machine wraps in cellophane or glassine paper, produces perfectly wrapped and sealed packets a minute and is sufficiently flexible in operation to permit two different sizes of cigarettes to be wrapped simultaneously on the machine, or packages varying in size to be wrapped in succession without stopping the machine.

The Midget Cigarette Machine of the American Machine & Foundry Company has been especially designed for manufacturers of cigarettes who have a limited output or who are so situated that the operated machines are an impossibility. The Midget with few exceptions will produce 500 cigarettes a minute. The Standard Cigarette Machine can do for the larger production what the Midget does for the smaller. It can be operated to produce approximately 100 perfect cigarettes per minute.

To complete the cycle of mechanical operations the American Machine & Foundry Company have on exhibit a Cigar Box Stamping Machine which will stamp and cancel 500 boxes a minute. This machine can be adjusted to stamp from 1 1/2 to 4 1/2 inches thick, 1/2 to 1 1/2 inches wide and 6 to 9 1/2 inches long. It stamps the internal revenue stamp in the center of the box and as this moves along the belt the stamp is automatically cancelled.

Bears Praise and Prospects of 5 Cent Cigar

Brooks, New President of York County Cigar Manufacturers' Association, Makes Optimistic Observations—Association Elects Officers at Interesting Meeting.

Jan. 18.—The five-cent cigar stand and it's going to get better.

Brooks, president of the York County Cigar Manufacturers' Association, of the firm which bears the name in York Saturday to attend the annual meeting at the Colonial Hotel, company gave to the superintendent, and department even plants operated by it. Thompson, junior member, attended to eleventh hour, Mr. Brooks paused in the future of the hand-made cigar.

of the five-cent cigar is the best, showing a broad smile. to stay and it's going to get better. The only effect legislation have on it is to bring

the past, but asked for closer co-operation in the present year. He also asked that the superintendents work with a view to obtain better workmanship and in every way strive to improve the quality of the product. Types of packages now in use and care of stock were other subjects touched upon by Mr. Brooks.

Those who attended the dinner were: Edwin J. Root and J. B. Witmer, both of Reamstown, Lancaster county; L. M. Frederick, Amos Anstine and Charles Gentzler, all of Windsor; H. R. Frederick, of Jacobus; C. M. Ehehalt, Red Lion; Klessner Kopp, Craley; Theodore Fishel, Red Lion; Purd Neff, Dover; J. W. Smith, Earl Stein, A. C. Landis, Walter Taylor, C. H. Klinefelter, Quay Minnich, A. H. Thompson and T. E. Brooks, all of Red Lion.

C. M. Ehehalt, secretary of the York

year. Mr. Hannigan by request reviewed the history of the association from its beginning and found cause for much gratification in its growth and achievements.

The other officers elected are: Vice-president, Arthur McGuigan; secretary, C. M. Ehehalt; treasurer, Arthur S. Zeigler. J. Frank Strayer introduced a resolution providing for an increase of salary for the secretary, whose duties are increasing with the growth of the association. The president was authorized to appoint a committee to discuss the matter and submit their findings to the board of governors. The committee appointed is composed of J. Frank Strayer, David Wolf and Charles C. Meads. The present salary of the secretary is \$120 per annum.

Charles H. Horn, chairman of the committee in charge of the recent banquet at the Yorktown Hotel, this city, reported a balance of \$1.35, after payment of all expenses. Secretary Ehehalt reported \$1,182.93 in the hands of the treasurer, Arthur S. Zeigler. Secretary Ehehalt read correspondence from the U. S. Revenue Department, Washington, D. C., relative to the abatement of tax penalties, a matter which had been somewhat misunderstood.

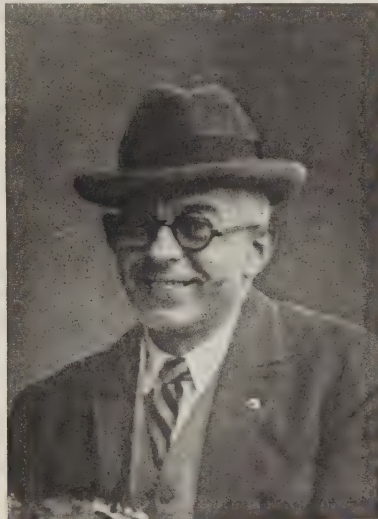
Sentz, C. F. Roseman, Clair Sentz, H. E. Sechrist, James W. Kelly, Arthur Thompson, Wallace M. Gemmill, Allen C. Frey, Horace J. Throne, T. Edward Brooks, Harvey A. Waughtel, E. S. Stuckler, Samuel Winters, H. D. Zeigler, Harry Wolf, Thomas L. Adair, C. Daniel Myers, H. O. Lowe, Jack Fishel, John Wolf, John Kelly, A. Scott Frey, Perry A. Tschopp, I. H. Rojahn, Charles C. Meads, Arthur S. Zeigler, George S. Roseman, Earl E. Rost, Harry Fishel, John Keller, J. Frank Strayer, Vernon D. Frey, J. C. Winter, Harry W. McGuigan, Arthur M. Meads, Walter Kaltrieder, Park Holtzinger, Harry C. Sprengle, Stewart F. La Motte Sterling, S. Knisely, William C. Frutiger, Herbert M. Smith, Charles W. Horn, Paul Reichard, Herbert L. Smith, Thomas C. Miller, D. Frank Kaltrieder, B. F. Sentz, John W. Kelly, William H. Myers, Bruce Nebinger, Clayton McGuigan, B. M. Hannigan, David E. Wolf, M. S. Gohn, Charles Tieman, E. Latimer and Quay Minnich.

Stouth Funeral Services

The funeral of Rex M. H. Stouth, who conducted the cigar stand in Security Title & Trust Company Building, East Market street, for many years, was held



T. EDWARD BROOKS



C. M. EHEHALT



ARTHUR S. ZEIGLER

President, Secretary and Treasurer, respectively, of the York County Cigar Manufacturers' Association.

equilibrium within the business. are planning now to increase our production to make 200,000 cigars each year," he said.

purpose of this get-together is to increase the production of a better cigar and to increase the quality of cigars, which constitute the life of our output.

Brooks heads the firm which operates plants at Red Lion and other places in Lancaster county, and Reams-

County. Five hundred men and women are employed in the plants. Of these, 279 are bunch breakers, 60 are banders.

inner Mr. Brooks gave a discussion of problems connected with the business. He discussed problems connected with the business. He discussed problems connected with the business. He discussed problems connected with the business.

County Cigar Manufacturers' Association, was made an honorary member of the Lancaster (Pa.) Tobacco Board of Trade at a banquet and meeting held recently in the Hotel Brunswick, Lancaster.

E. M. Grumbine has leased the store-room in the Moose Building, Hanover, and will open up a cigar store. He secures possession February 1, when he will begin the work of remodeling the room to suit the needs of a modern cigar store.

Elected President of Association

T. Edward Brooks was elected president of the York County Cigar Manufacturers' Association at the meeting last Monday night in Red Lion, succeeding B. M. Hannigan, of East Prospect. Mr. Hannigan refused a renomination for the office. He served in the capacity of president for four consecutive years and holds the distinction of having missed during that period only one meeting each

B. M. Hannigan read a letter from the Philadelphia revenue office, which was a reply to that written some time ago by Secretary Ehehalt, regarding permits to remove scrap tobacco. The matter was discussed by T. Edward Brooks, Harry W. McGuigan and C. S. LaMotte.

The committee appointed by the chair to induct the new president, Mr. Brooks, into office, was composed of I. H. Rojahn, Lemuel Sentz, Horace J. Thorne, Samuel Winters, Harry A. Waughtel, B. S. Sentz, James W. Kelly and Wallace H. Gemmill. Mr. Brooks, before taking his seat, had J. Frank Strayer temporarily preside and with a fitting speech presented the retiring president with a large basket of carnations. In speaking of the work to be done during the year, he took occasion to express his appreciation of the honor conferred upon him by the members in electing him head of the association.

Those present were: Daniel Spangler, C. M. Ehehalt, C. S. LaMotte, Lemuel

last Monday from his home, 457 Prospect street. He died of pneumonia, after an illness of ten days. Mr. Stouth was one of the founders of the Rcx Hook & Ladder Company, which was named after him.

Wins Prize-Winner

The engagement of her daughter Ruth to C. Mervin Kaltrieder, of Red Lion, has been announced by Mrs. C. H. Pickel, of Collinsville. The bride to be was awarded a large silver loving cup a year ago in a beauty contest which was open to girls in York county. Mr. Kaltrieder is the junior member of the firm of D. C. Kaltrieder & Son, Cigar manufacturers, Red Lion. The wedding will take place in the spring.

Jerry and Sol Kohn, tobacco brokers, Hartford Conn., last week visited their salesrooms in Red Lion, which are in charge of E. Edward Mate.

Arthur McGuigan, of the firm of

TOBACCO SEED
Slate Seed Company

Largest Tobacco Seed
the World

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South Windsor, Conn.
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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, JAN. 21, 1926

Fearing Fear!

Salesmen, as a rule, are great, frank, jolly fellows who have an abundant quantity of self confidence.

They obtain entree to the innermost shrines of sacred business houses by their very sangfroid, which the French people sometimes name as *sans souci*. Without care, then, without fear, the confident salesman approaches his prospect—and gets the order!

That is, so it is said. Uninformed folk, those who have never sold goods, seem to think and talk that way about salesmen and salesmanship.

It appears to be a self-oiled, self-propelled, rather automatic affair, this sales business, to those who have never written a carbon copy!

To the salesman, though, who buckles on his eversharp pencil, the game of salesmanship is not quite so simple as that—not much!

Older men in the business of selling merchandise say, of course, that experience, friendships, and years of service smooth the paths, the trails of trade.

But to the younger man, the new man, selling goods, the way is always steep and difficult. No matter how secure and supreme his line may be, the novice in salesmanship suffers from the common garden variety of the ordinary inferiority complex.

In other words, he has not as yet abashed fear! and fear, in this respect, is not cowardice. It is not physical fear. Rather, it is a peculiar mental appraisalment of the certain—practically certain—element of defeat.

It is the fear of defeat, then, the loss of the order, which makes the green salesman a mental coward. He knows he is expected to get just so much business to hold his job. He knows he will surely lose that job unless he delivers the goods!

Fear, under those conditions, is normal. It is merely the natural reaction to a practical adjustment. Without fear, it can be easily seen, a salesman would be useless. Even the professional salesmen, of many years' standing, occasionally feel the pangs of fear.

Loss of orders, loss of customers, cannot be reconciled with a progressive business. Salesmen appreciate all this to the extent of approaching almost every name on their list with the fear which goes with a shrinkage in sales.

It is the approach, in fact, which gives the average salesman his greatest trouble. Ef-

ficient and experienced salesmen have frequently remarked that it is this same approach, the entry into an office or store, which bothers them the most.

Fear of the reception, fear of the result of that reception, is what makes a salesman dread the route sheet. He cannot start upon his day's work without some misgiving of the consequences of a certain call upon so-and-so.

Yet, after the ice is broken, after the interview is started, even the rawest recruit in salesmanship warms up to his job!! He may not secure the order, but, he will try.

With an old route list, after many friendships are established this fearsome aspect of the sales job decreases proportionately. In fact, it disappears.

So, merely to reassure the younger salesmen who say they lack confidence, it may be well to emphasize the statement that no one should fear fear!

Tear It Up, Then—

After all ordinary methods have failed, a New York State tobacco jobber collects some overdue accounts by tearing up the customer's statement!

Absolutely, he does so! For, when the bookkeeper gets ready to mail the usual "Please Remit," this jobber looks over certain past due statements, and immediately tears 'em up!

But, right away, he preserves the part bearing the figures of indebtedness, and then he dictates a letter like this:

"Dear Sir:

"That's all there is left of it—this statement of yours!

"You see, I have sent you statements before, and I have written to you several times.

"All with the same effect—nothing!

"So, when the bookkeeper handed me your statement this morning, I tore it up!

"Then, suddenly, it occurred to me I really ought to give you just one more chance to pay this bill.

"And I fished out of the waste basket all I could find of the original statement, showing exactly what you owe to me.

"Here it is—and it shows a balance of just \$109.22.

"Will you pay it? I think so, otherwise I wouldn't have bothered to write this letter now.

"So I will wait until the 23rd for your check. But, to get it to me by that time you'll have to make it out now, and get it in this outgoing mail.

"Then neither of us will be disappointed—for the 23rd is only one day from you to me by the very fastest U. S. Mail.

"Yours for a clean account,

"P. S.:—I am enclosing a self-addressed, special-delivery stamped envelope. Also an order-blank. Use both of them, for I want your business as well as my money!"

Is Your Countersign Cash?

Halt! said the sentry, Who Goes There?

Friend, said I, stopping with great care; Advance, said the sentry, arms a-port,

And give the Countersign, else a-la-mort! So I showed a Dollar-Bill, not a Bribe,

But as Evidence of Worth, a Noble Tribel!

Ah! said the sentry, Pass you now may,

Taking with you for what you can Pay!

Then, handing the Quartermaster his price,

I took some cigars which were nice—

And the Sentry, I almost forgot to say,

Was the Quartermaster-Proprietor's only way

Of Telling his Trade, in this Store,

That the Countersign is Cash—Forevermore!—THE SMOKER.

The New England Tobacco "Holiday"

The crisis which confronts the tobacco industry in the Connecticut Valley region has relieved without recourse to a year "holiday" as the result of action taken at a meeting of the committee representing the tobacco growers, vegetable growers, milk producers and general business lines throughout the valley, says the (Mass.) Transcript.

This committee, which was appointed at a meeting of 200 representatives of various divisions of agriculture to find the problems related to the glut of tobacco market began its session behind closed doors in the chamber of the State Department of Agriculture at the Capitol. Phil T. Connecticut Commissioner of Agriculture sided.

After three hours of discussion, the result of which was withheld from the public, the following official statement was issued.

"General discussion resulted in the belief that while there is temporary distress in the Connecticut Valley tobacco area, it is a matter of solution and readjustment. Other parts of the same industry in this region have prospered and safely passed. The committee is confident that a constructive solution of the present condition is in process.

"Four phases of the situation were presented to committees, the personnel of which was chosen by Chairman Philo T. Platt. The committees are as follows: Committee on reduction of tobacco acreage; committee on substitute crops and their marketing; committee on farmers' financial problems; committee on alleviation, and committee on tobacco distribution and selling.

"The committee adjourned until Tuesday, Jan. 26th."

Though definite disclosure was withheld from the subjects under discussion, members of the committee privately divulged that they had agreed to declare a tobacco holiday in the Connecticut Valley after the close of the meeting. B. G. Justice, agent of the Hartford County Fair, after the close of the meeting, said: "You can quote me as saying, as an individual, that a complete tobacco holiday in the valley is a practical impossibility. It isn't practical to close down thousands of farms."

Rumors were current that the meeting seemed to be in favor of reducing tobacco acreage throughout the valley, to 10 per cent, below that of 1925, which was 13 per cent. less than the total acreage of 1924. One of the questions left to a subcommittee to solve.

Coincident with the announcement of the committee had been appointed to consider the question of substitute crops and the marketing, the crop reporting service of the Connecticut department of agriculture issued a report containing an estimate of the actual value of the 1925 tobacco crop, which was some of the tobacco growers. The report stated that the 1925 crop, in quality is largely value grades; in poundage about 59 per cent. that of 1924, and that the estimate value of the whole Connecticut tobacco crop is \$7,534,000 as against \$12,833,000 in 1924. "Low prices are probably the most effective means of restoring production to its normal relation with demand," the report concluded.

A Swear Off Not Likely

A statement that France's net production of tobacco was 1,440,000,000 francs would mean a change there would be there if it were not for the fact that France should swear off.—Boston Globe.

Phenomenal Growth of the Tobacco Business in Republic of China

Cigarettes Constitute Nearly All of Outstanding Developments of the Country's Imports During Past Few Years—Hold Similar Position in Internal Trade—Various American Companies Have Met With Considerable Success in China.

By ORIENTO

THE GROWTH in China of the tobacco business, almost all of which is contained in cigarettes, has been one of the outstanding developments of the country's import as well as internal trade during the last few years. The cigarette had no counterpart in Chinese custom, but has been popularized through introduction of last year imports at customs declarations amounted to U. S. \$26,000,000, and made in factories which have in recent years been established in China by the American Tobacco Company, Ltd., the Tobacco Products Company, and Chinese and American concerns probably amounted to more. The quantities at points of distribution were considerably more than landing costs at ports, or of goods at points of shipment to interior.

The cigarette business has sixth position in China's imports, ranking only behind rice, rice, kerosene, sugar and metals. The cigarette was more desired than any other commodity of luxury. Cigarette making has even become a trade for the individual. In the interior one may see a man operating a small machine contraption turning them out one by one.

The position of the cigarette here is largely due to intensive sales work of the British-American Tobacco Company, Ltd., which has been in operation for more than half a century, and has American and Chinese salesmen stationed in the chief cities throughout the country, both on the coast and in the interior, supervising a distribution system. Thousands of walls and buildings have been covered with paint and a picture of a package of Pin Heads, Ruby Queens, Camel, Clarendon, Pirates or some other brand, and more of brands which have been put on the market; tens of thousands of billboards have been erected, and millions of dollars have been given away.

Other companies have come into the market. The largest Chinese competitor has been Nanyang Brothers, organized by three brothers, actually named Nanyang, but Kan. Like the other large Chinese business concerns, only those in South China but in Shanghai, Hankow and as far north as Peking. The port of Tientsin, this concern is under the jurisdiction of Cantonese. Japanese have entered the market, especially in Manchuria, in the North, the district where the famous Manchurian Tso-ling has for a number of years been in control.

In recent years, chiefly since the World War, American concerns have come in and engaged in showings. Among them have been the Myer, the Tobacco Products Company, and F. & E. Soter. One of the Japanese companies which now controls most of the cigarette trade in Korea is attempting to establish itself in North China in order to fortify its position for the time, believed not far off, when the Japanese government will extend its state to Korea, thus cutting off private enterprise there.

The intensive sales work of the representative of the B. A. T., as the British-American Tobacco Company is known throughout the Orient by its salesmen and missionaries alike, has given rise to the concern on the other concerns. It has done more intensive marketing than any other firm has ever done here, including the very active American Petroleum and Standard Oil companies, and has themselves given much credit, that of the nineteen-twentieths of the lamps in

China. This their representatives do by peddling oil by the ladleful. The B. A. T.'s American and British staff, the members of which speak Chinese, and a corps of Chinese salesmen and inspectors, are all constantly on the move over their territories.

The company handles the cheapest as well as the most expensive brands, suiting well-to-do and the toiler at proportionate prices. Dealers sell in lots of thousands of cartons as well as single cigarettes, such as a sweating richsha coolie may venture to enjoy after a run. The company has a motion picture department, started a few years ago by its advertising department, but now in the process of being put on its own feet as a subsidiary of the B. A. T., like Mustard & Company, Ltd., a subsidiary handling hardware, office equipment, pharmaceuticals, and other goods unconnected with tobacco.

The cigarette is being put into the mouths of both men and women, in a market which probably comprises 350,000,000 persons. The big demand is, of course, for cheap grades. In the cities, like Shanghai, Peking and Hankow, prices of from 6 to 10 coppers a package of 10 are not too high for large selling. In some parts of the country packages of five are marketed in very large quantities for 2 and 3 coppers. Four coppers are the equivalent of one cent in American money.

Virginia leaf is the only popular grade on this market, the more nearly straw color the better. Introduced years ago by the B. A. T. and in a way similar to the native tobacco for centuries used in brass water pipes, as well as in the one puff stems the coolies carry, it has taken the fancy of the Chinese almost to the elimination of others.

Possibly for this reason the strong campaign during the last few years which Liggett and Myers have carried on in the coast and more westernized cities with Chesterfields has met fairly strong resistance. All cigarettes were favored here, until the large recent increase in likin, or inland transit fees, by what have been light taxes. One well-known American brand, for instance, not bearing the United States internal excise, has been marketed in Shanghai for the equivalent of U. S. 9½ cents.

Early operations here showed the advisability of working with a company's own distribution force rather than through Chinese who controlled large district monopolies. By the latter method it was found that control of prices was lost, as well as of rapid distribution, which is necessary in putting fresh goods on the market in a country where the climate in many parts is semi-tropical. By the old Chinese plan prices were kept high in order to realize the best income from a minimum investment. With the plan now followed, in every part of the country single cigarettes may be had by those who ask for them that way.

The B. A. T. now has in every town in China one or more Chinese wholesale dealers who have their connections with small retailers. This is the company's contact with the Chinese trade. Dealers are chosen by territory managers on the grounds of financial responsibility and sales ability together with general reputation. Up to a few years ago it was the custom to advance but little credit except on slow moving, high grade stock in large shops where it could be checked easily.

A later program which allows more expansion has included an extensive credit system

which enables main dealers always to have stocks on hand. When a main agent is appointed, a cash guarantee deposit of a size proportionate to his territory's prospective business is demanded. A guarantee bond is required also of a reliable native shop or bank. The company is then prepared to grant credits up to fifty per cent over the total. Sub-dealers get credits through main dealers. This plan is in general followed by all of the larger and more successful non-Chinese companies out here doing up-country selling.

Remittances from Chinese are expected once a month or more often. One of the worst dangers at the present is in the looting which the unpaid, retreating or victorious, troops go in for from time to time. When a descent is made on a town, the cigarette shops are the main places to which they go first, as the stocks of cash there are usually second only to those at the banks, and furthermore the cigarettes are a desideratum, as the Chinese soldier has in the last three or four years become probably the largest single class of smokers in the country.

Considering the more than ordinary difficulties of carrying on operations here, it is surprising that the value of the annual trade should now amount to between U. S. \$50,000,000 and \$75,000,000. This is in spite of the local troubles and lack of a government strong enough to do more than allow trade to follow whatever channels it may.

During 1919, imports from abroad were almost exactly three-quarters of their 1924 total, showing a 33 per cent increase in five years. This in spite of the large increase in local manufactures. The report for ten years before shows a much smaller amount.

The British-American Company, and to a less extent the Chinese firm of Nanyang Brothers, have in recent years made efforts to secure in China a supply of leaf suitable for their factories here. Tobacco has for two or three hundred years been produced in China, and at the present it is cultivated in almost every one of the 22 provinces of the country. That from Shantung, in the north, and Hupeh, in the central part, seems to be nearest the blends desired for manufacturing use, and it is in these provinces that most of the effort by these companies has been made. A system of buying in the field has been established. China now exports leaf to South America and elsewhere.

Tobacco is said to have been first brought into China from the Philippines during the early part of the seventeenth century and to have gradually spread over the country. As, however, the Chinese were not trained in its cultivation, the leaves produced were of an inferior quality. Before 1909 the tobacco in Shantung was low in quality. It is chiefly due to the work of the British-American Tobacco Company that the trade has attained its present state of prosperity. In 1913 the company, having started a small factory at Fangtze, on the Shantung Railway line, made effort to induce native farmers to cultivate the American plant by supplying them with seed and instructing them in the method of planting, the company contracting to purchase the product. At first the natives were inclined to tight shy, but, on seeing that the results exceeded their expectations, they inundated the company with applications for contracts, and after a few years nearly all the wheat fields in the vicinity of Fangtze had been converted into American tobacco plantations.

Having achieved such satisfactory results, and also actuated by necessity, the company in

1917 erected a large factory with auxiliary buildings at Erhshipliao, in the neighborhood of Fangtze. The leaves produced by the company are shipped to Shanghai and other native ports where the company's cigarette factories are situated. Lately, the Nanyang Brothers and the Toa Companies, following the example of the British-American Tobacco Company, have started operations at Fangtze, and there appears to be indication of a good future for this trade in China.

The annual production of leaf tobacco in Hupeh province is estimated at from 25 to 50 million pounds, according to bad or good crops, which, owing to the importance of this commodity, greatly affect the economic conditions of the farmers. The ripe leaves are tied together at the stem and hung in the shade to dry. They are later piled, slightly moistened to induce fermentation, and stored; or the leaves are fastened flat between two bamboo screens with large interstices and then tilted up into the sunlight so that the leaves dry evenly. After curing they are pressed into bales.

Several large tobacco factories have been es-

tablished in different parts of the country by Chinese and foreign firms. Shanghai, Tientsin, Harbin, Hankow, Mukden, Canton, and other cities have tobacco factories.

Provincial authorities have for many years sought to collect a surtax on tobacco, particularly cigarettes. This has been opposed by the cigarette dealers, the foreign importers, the foreign Legations interested and the Peking Government, which had entered into an agreement with the tobacco companies on the subject. Sometime in 1914, the tobacco companies entered into an agreement with the provincial authorities of Chekiang province agreeing to pay the province the amount of a tax on cigarettes in lieu of a transit pass and likin payments. Such an agreement was within the Treaties which, in effect, provide that foreign goods shall pay either for a transit pass or the likin fees, the trader having the option of a choice. This system was made applicable to one or two other provinces. Elsewhere, the Transit Pass was in use. The amount paid could not exceed the amount which would have been paid under the Transit Pass system but

the province had the advantage of receiving funds, which otherwise would have been paid into the Chinese Maritime Customs.

When the National Wine and Tobacco Administration tax bureau saw the successful operation of this agreement, it entered into negotiations with the tobacco companies to make the system apply to the whole country. An agreement was signed in 1921 by which the tobacco companies agreed to pay the amount of the tax to the Wine and Tobacco Companies. By deducting, however, such amounts as were due directly to the provincial authorities in accordance with the agreement. This plan has subsequently not proved entirely satisfactory, as many have, especially in recent months, been vexed by provincial rulers, violating the agreement.

A number of factories making cigarette leaf for Chinese pipes, have been established in recent years. Most of these, unlike several hundred factories operated by native means to cut leaf for Chinese pipes, have been installed with modern machinery and are operated up-to-date methods.

Getting Ready To Visit Big Tobacco Show in New York, January 25 to 30

BOSTON, Mass., Jan. 11.—Bieringer-Hanauer Company, formerly at 253 Atlantic avenue, this city, have removed their wholesale and retail cigar business to 81 West Springfield street.

JERSEY CITY, N. J., Jan. 11.—Aaron Kramer, 507 Central avenue, this city, suffered a loss of \$1,500 by fire to his cigar and stationery stock last Friday.

SOUTH BEND, Ind., Jan. 9.—Chicago Fruit Company, 234 North Main street, this city is discontinuing business and closing out its stock of cigars and fruits.

DAYTON, O., Jan. 9.—Aszling & Michael, proprietors of the Colonel,

have opened a cigar store at 38 East Fourth street, this city.

BALTIMORE, Md., Jan. 9.—George Politov, 796 West Saratoga street, this city, has purchased the cigar and drug business from Simon and Louis Glass.

Max Rabinowitz, Fulton street, Brooklyn borough, New York, is a reported voluntary bankrupt, with liabilities of \$5,949 and assets of \$3,352 upon his cigar and stationery stock.

MIDDLETOWN, Id., Jan. 7.—Homer Anderson has purchased the cigar business of J. M. Worthington.

MILLERSBURG, O., Jan. 9.—A. R. Small has purchased the Main street cigar and lunch business of Stevens & Lohaus.

H. Klein & Sons, formerly of 72 Trinity place, New York, are now located at 110 Trinity Place with their cigar business of established reputation.

KING CITY, Calif., Jan. 4.—X. March has purchased the cigar and lunch business of Leslie Hables.

HARTFORD CITY, Ind., Jan. 9.—Clifford Whitebort has purchased the Red Link Cigar Store here.

Park & Tilford are to open a branch store at 341 Madison avenue, New York, with a complete stock of cigars and confectionery. This branch will be at the corner of East Forty-Fourth street, and it will probably be ready in about one month.

SEATTLE, Wash., Jan. 4.—Sterling Company is to open a new cigar and confectionery store at 707 Stewart street in about two weeks.

EAU CLAIRE, Wis., Jan. 6.—Pat Boyd Recreation Parlor has opened a cigar and soft drink store here.

HAGERSTOWN, Md., Jan. 9.—H. R. Stouffer has opened a cigar and lunch room at 143 North Mulberry street, this city.

RUPERT, Id., Jan. 5.—Martin Begus has succeeded Snyder & Begus in the cigar and billiard business.

La Jeritser Cigar Shoppe is to open a store at 552 Seventh avenue, New York.

MILLERSBURG, O., Jan. 9.—B. B. Wright, in the cigar and confectionery business here, is reported to have been closed by his creditors.

LOWVILLE, N. Y., Jan. 11.—John Savas has opened a branch store here of his main cigar and lunch room in Oswego, N. Y.

MONTPELIER, Vt., Jan. 11.—Myers Tuttle has purchased the cigar and confectionery business of Mrs. Mary Poole, operating as the Playhouse Candy Store here.

TRENTON, N. J., Jan. 11.—William Heaton has opened a cigar store at 52 Bank street, this city.

HOUSTON, Pa., Jan. 11.—James E. Kerby has opened a cigar and billiard business on Pike street, in the First National Bank Building.

A. Schulte, Inc., is to open a branch

at the corner of George and Broadway streets, New York, about May 1.

SOUTHBRIDGE, Mass., Jan. 11.—W. & Verna, operating a cigar and fruit business here at 7 Elm street, were succeeded by John and Louis Selez, of Julian Verna. Joseph Serletto joined from the firm.

RICHMOND HILL, L. I., Jan. 11.—Jamaica Stationery & Cigar Store, 10 Jamaica avenue, this city, is reported very shortly.

CUMBERLAND, Md., Jan. 9.—John See is to open a cigar and confectionery store at 418 Virginia avenue, about two weeks.

Avenue O Confectionery Shoppe is open at 109 Avenue O, corner of W. Eleventh street, borough of Bridgeton, New Jersey, with a complete cigar and stationery stock.

MOUNT CARMEL, Pa., Jan. 1.—George and Peter Roumanis, operating at the Roumanis Candy Kitchen, are to add a lunch department to their cigar and confectionery business as soon as the anthracite coal strike is settled.

My Pal is to open a cigar store at 1071 Southern Boulevard, New York.

HAGERSTOWN, Md., Jan. 9.—Oscar Bessie A. Worthington has purchased the cigar and lunch business of Edgar Young, at 32-34½ South Jackson street, this city.

WORCESTER, Mass., Jan. 11.—C. C. Cigar Store, 127 Main street, this city has filed a petition in bankruptcy it is reported. Elmer P. Crooker an S. W. man Wentzell are the proprietors.

NEW BERN, N. C., Jan. 8.—L. Jones and L. H. French have purchased the cigar and billiard business of William B. Wadsworth, at 49 1/2 street, this city. It has been known as The Stag.

PLAINFIELD, N. J., Jan. 11.—Val Kennedy is to open a cigar and confectionery store at 1009 East Second street, to be known as the Sweet Shop.

PITTSFIELD, Mass., Jan. 11.—Gilbert & Son are to open a cigar and variety store on the corner of Lincoln and Tyler streets, in the George Street Block, in a few weeks.

SEATTLE, Wash., Jan. 5.—S. S. Kennedy, 1535 Third avenue, this city, will continue his cigar business in about two weeks.

HAGERSTOWN, Md., Jan. 9.—Oscar Bessie A. Worthington has opened a cigar and lunch business at 22 South Jonathan street, this city.

Be sure to see our Exhibit at the
Tobacco Show

There will be displays of our National
Selling Brands of Manila Cigars, namely:

REYNALDO

KNOWLEDGE

TIONA

HAWLEY

AMORIFE

LA FRAGRANCIA

VESTA

NEUTRALITY

The S. FRIEDER & SONS CO.

S. E. Cor. Third & Main St.,
CINCINNATI, OHIO

Cigs Tax Rebate on Cigs Approved

huskind, managing director of the Tobacco Merchants Association, following announcement: The Finance Committee has approved the provision in the bill for the differential between the new and the old rates and the new tax rates and little cigars on hand at the new tax rates will go into effect on January 1, 1926.

noted that in order to give the Revenue Department time to prepare necessary blanks and register tax rates are to go into effect after the passage of the bill.

no claim for less than \$10 allowed by the Government. In order to be entitled to a claim must be for \$10 or more, and will be paid to any person, corporation having tax on hand, whether retailer, manufacturer.

Per M.
cigars \$.75
cigars 2.00
cigars 3.00
cigars 4.00
cigars 1.50
cigars 1.50

Byer Sails to Cuba

men went to Cuba last among them was Marco Rossin & Sons, New York, for Havana tobacco. Fleishman's journey in-
nov

ew To Arrive Soon

er have an important con- with President Julius Lichten- Consolidated Cigar Cor- of New York, Dirck Dreux, nter of the manufac- to arrive within a week.

na Offers a Vast Cigarette Market

NGS, D. C., Jan. 18.—The cigarette market here is consid- erably larger than it was a few years ago. Tobacco Section of the Commerce discussing the country based on a re- American Consul Jacobs at

report says: It is realized that the majority of the cigarette market is poor, it will be the market is primarily for a cigarette. Virginia leaf is the most popular of tobacco on the market. Introduced years ago, it was similar to the native to the country, it has taken the Chinese to the almost com- mon of other kinds. For some of the most popular Ameri- can blended tobacco, widely known in the United States and, in several years of hard struggle to make a dent in monopoly by the straight Vir- ginia cigarette, this country, while a Virginia brand manufactured by the company especially for the market has captured a very fair share.

garette market is divided into two purchasing power of the market are provided for the market at one copper a piece, a slightly higher grade

Ery Kehaya Sees Material European Improvement

President of Standard Commercial Tobacco Co. Returns to New York After Successful Business Trip to Germany, France, Greece, Poland and Elsewhere—Urges Caution.

"There undoubtedly has been a decided improvement in business conditions in a number of the leading European countries during the past six months. My observation during an extended tour leads me to believe that there will be further improvement this year."

Such was the statement made in response to inquiry by Ery Kehaya, president of the Standard Commercial Tobacco Company, who returned to New York a few days ago. Mr. Kehaya transacted business in Germany, France, Greece, Poland and other countries. The organization of which he is the head is the largest importer of Turkish tobacco in the United States. Also the company exports large quantities of American tobacco to several of the European countries. It supplies much American tobacco to Poland under an arrangement with the Polish Tobacco Monopoly, thus providing an important outlet for American tobacco in the European market.

"America has now become the financial center of the world," resumed Mr. Kehaya, "and with the attainment of that position have come heavy responsibilities and obligations. Much capital has been advanced by citizens of the United States and much more is yet to find investment in European enterprises. Those who would co-operate in the business rehabilitation and expansion in Europe had best carefully study the conditions, practices and customs obtaining in the countries of investment lest they meet with losses as some successful American business men have. Care and caution should be exercised to make connections in these countries with groups of known integrity and capacity for successful accomplishment."

"Since my last previous visit to Europe, I found material improvement in business conditions in general. In Ger-

managing director to the division manager who combines in his own person the functions of all the general headquarters staff.

Marketing Organization

To reach the China market with a commodity which may be subdivided into infinitesimal units, an extensive organization, both foreign and Chinese is not only preferable, but in order to attain the utmost success it is an absolute necessity. Years ago when a cigarette cargo first reached this market it was handled in the various ports by ordinary importing houses. A short experimental period, however, proved that this was not a satisfactory method of doing business. The company lost control of its cargo the moment it landed in China and the importer in turn lost control the moment a Chinese buyer took it from his godown. The result was that prices were kept altogether too high by speculative buyers and the trade was consequently held down to a minimum which was the maximum mark of the buying power of the public. In other words, only the very well to do could afford to smoke foreign cigarettes.

One successful company operating in China has divided the country into northern and southern sections, the one being practically independent of the other, and having headquarters at Shanghai and Hongkong respectively. Briefly, the framework of the organization consists of a managing director, under whom are the chiefs of the manufacturing, accounting, sales, advertising, and traffic departments. The staff also consists of a legal adviser.

Every section in turn is subdivided into divisions, in charge of division managers, each of whom has a staff which is a replica of the managing directors at Shanghai and Hongkong. In operation, the authority passes direct from the

many there has been a readjustment to meet changed conditions and gradually commercial enterprises are getting upon a more firm basis. There is a betterment, too, manifested in the spirit of the people throughout Germany and the disposition to proceed along constructive lines, with a view to adapting themselves to the situation.

"In Poland I found a very friendly feeling manifested toward Americans and American enterprises and while there is a considerable lack in the money supply, a definite advancement has taken place there in the past few months. Poland, with its some 30,000,000 population, ultimately will become a heavy consumer of American products."

"Greece has made definite progress in readjusting her business and financial affairs, she is proceeding under strong leadership which has won the confidence of dominant factors in other countries. The dictatorship recently asserted there will not bring about reaction, but on the contrary will probably make for betterment."

"All things considered, France is in an improved condition, for although the finances at the disposal of the government apparently are inadequate, the French people as a whole are well supplied with property and the equivalent of money, and the French will eventually solve their problems in a manner satisfactory to other nations."

"England has had many obstacles to overcome, the unemployment problem being one of them, but as the dominant factor in the great British Empire, ultimately she will solve her problems as she always does."

"I look for continued increase in the demand for both the raw products and the manufactured goods of the United States in Europe and a general betterment in trade conditions."

Marketing

In general, the methods used in distributing cigarettes in the United States may be said to be quite closely followed in China. Of course there are modifications, but the underlying principles are the same. Advertising is as great a feature of the trade in China as it is at home. Personal contact by company salesmen comes next, followed by close supervision of dealers.

It is believed that the Chinese cigarette market offers opportunities for further American participation, and that the time is now propitious to enter the field. However, in order to enter this market with prospects of success the old adage about making haste slowly should be borne in mind and a thorough survey of the field made before commencing operations. Competition is keen. Old established brands have the favor of the Chinese, and a large expenditure of capital is requisite to successful operation. In the case of a newcomer, either large or small, it is recommended that a successful company be the model upon which to build an organization. Furthermore it is believed inadvisable to attempt to work the entire country at once. Rather it is deemed prudent to develop one territory after another, in other words, to build the sales organization stone by stone and to thoroughly develop one section of the country before extending to an adjoining district. In this way overhead is cut to a minimum and the Chinese organization can be made to pay almost from the beginning. Some importers have refrained from entering the manufacturing field here believing themselves in a better position by being able to advertise that their goods are all made in the United States. In one case at least this policy is proving to be very successful. Others commence manufacturing immediately upon their entry into the

market. It is believed, however, that no company operating in China can afford to ignore the low grade market. It must participate in low grade trade as well as in high grade trade in order that it may retain the interest of its dealers. It is on low grade goods that the dealers make their profits.—L.A.M.M.

To Discuss Federal Trade Commission's Report

DANVILLE, Va., Jan. 18.—A meeting has been called of all local members of the Tobacco Growers' Co-operative Association at Ringgold school for Friday night. The purpose is to discuss the Federal Trade Commission's report and subsequent disclosures and to take appropriate action. W. E. Gardner, a director of the pool, is also to be present and will give the pool side of the report. Indications point to a rather stormy meeting. Other districts are expected to meet in the near future.—TETLEY.

An Agricultural Credit Concern to Quit

DANVILLE, Va., Jan. 18.—The Agricultural Credit Corporation, founded here in March, 1924, as a medium through which co-operative marketing farmers could borrow money to tide them over until the co-op payments were made, is in process of liquidation. It has served its purpose, according to a report made by W. R. Fitzgerald, president, and its field is now restricted since an advance of 65 per cent is made by the pool to its members. There will, however, be losses, Mr. Fitzgerald warns in his report to the stockholders. During its life the organization loaned 15,000 farmers money aggregating \$1,250,000. Of this amount, \$800,000 is still outstanding, according to Guy Trunell, secretary and treasurer. What the loss will be depend materially on the payments made by the pool on the 1924 crop. Under the scheme of operation amounts owed to the credit organization are deducted from the checks issued at Richmond.

The report of W. R. Fitzgerald, the president, is as follows: "To the Stockholders of the Agricultural Credit Corporation, Danville, Va.:

"Gentlemen—The Agricultural Credit Corporation was not organized by the people of this community as a money making investment, but solely with the intention of accommodating the farmers. We feel that its mission has, to a large extent, been accomplished, and that a great service has been rendered to the tobacco growers. But, as you will observe from the report of the secretary and treasurer, the corporation has not made any profits."

"Your company has been very active since its organization and has made over 15,000 loans, amounting to approximately \$1,250,000. The affairs of the corporation have been economically administered but the small margin of profit on the interest paid on money borrowed and interest charged to the farmer has made it impossible to earn a dividend for the stockholders."

"The Tobacco Growers' Association is now making a cash advance of 65 per cent of the bankers' valuation. This makes it impossible for us to make loans on participation certificates and since most of our loans were made on this security, our field of active operation is greatly limited. We therefore think that the corporation should be liquidated as quickly as possible, since it had admittedly served the purpose for which it was originally organized. This can be done, in our opinion, with a small loss to the stockholder on his original investment, and we believe that their interests can best be taken care of by speedy liquidation. Yours truly,

(Signed) W. R. FITZGERALD.
The rapidity with which liquidation is made will depend on the speed with which the co-operative organization completes its payment. The local institution loaned no money on the 1925 crop. The charter provided a maximum capitalization of a million dollars and a minimum capital of \$300,000. Of this

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 Special Feature is having Name, Fac-
 tory Number, District, etc., Pressed in
 Bottom of Jar.

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 Cartons and then Packed 2 dozen in a
 Crate or 50 Jars in a Box. Also
 Packed 1 dozen in Reshipping Carton.

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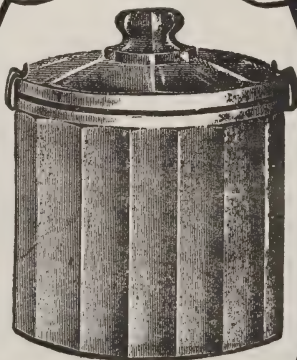
LONDON, ENGLAND: S. C. Akehurst, Rep. 55
 Farringdon St. E. C. 4.

HAVANA, CUBA: Law-
 rence Kinet, Jr., Rep.
 O'Reilly 30.

MEXICO CITY, MEX.:
 Ramon Lomelin, Rep.
 3A, Calle de La Palma,
 33.

SAN JUAN, PORTO
 RICO: Juan Roig, Rep.
 San Juan, P. R.

SYDNEY, AUSTRA-
 LIA: Louis Scott, Rep.
 200 Castlereagh Street.



sum Danville people invested \$100,000, thinking that it would perform a large service to the growers.—TEILEY.

Sales on East Tennessee Burley Tobacco Marts

GREENVILLE, Tenn., Jan. 16.—Sales on the east Tennessee Burley tobacco marts, including Abingdon, Va., to date:

	Lbs.	Avrg.
Sales this week	1,537,402	\$18.53
Sales last week	1,520,558	19.61
Sales to date, 1925 crop	6,160,462	19.82
Sales to same date last year	6,765,658	21.93

Knoxville

Sales this week	528,010	18.80
Sales to date, 1925 crop	2,511,530	19.81

Morristown

Sales this week	191,036	18.22
Sales to date, 1925 crop	1,196,884	19.57

Johnson City

Sales this week	199,650	17.65
Sales to date, 1925 crop	918,916	18.44

Abingdon, Va.

Sales this week	380,292	18.78
Sales to date, 1925 crop	1,280,818	18.54

Total sales for section to date, this year, 12,068,611 pounds. Average price for entire section to date, \$19.55.

Due to the good stripping and grading season, sales have been heavy on all our markets, prices remaining about the same; no noticeable improvement in the quality of the breaks.

We estimate the crop is approximately two-thirds done and expect lighter sales after the coming week.—THE AUSTIN COMPANY, INC.

Down in Dixie

Off on his first trip to the South for Schwab, Davis & Company, New York, Bob Ellis said he would indeed be pleased to greet all his old time friends in Dixieland. Bob will probably go as far as Ma Ferguson's Ranger State.

Freeman With Popper

Last week inaugurated the new connection of Joseph Freeman with the E. Popper & Company factory, New York. Mr. Freeman will take over the entire metropolitan territory for Ottina and the Eight Center.

Belgian Tobacco Mar- ket Has Quiet Month

WASHINGTON, D. C., Jan. 18.—The Belgian market for leaf tobacco during November was described as calm but showed an improvement over the month preceding, says Consul General Messersmith, at Antwerp, reporting to the Tobacco Section of the Department of Commerce. Discussing the Belgian tobacco situation in some detail he continues:

Transactions were fairly numerous and importations were facilitated by the stability of the Belgian franc. Manufacturers, however, continued to purchase in small quantities ranging between 2 and 3 hogsheads at a time. Kentucky tobacco enjoyed a fair demand during November but sales of bright Virginia and of Brazilian tobacco were the outstanding transactions of importance. In spite of the fact that Belgian cigarette manufacturers have purchased large stocks of North Eastern tobacco during the past few months, which is said to be competing heavily with Virginia tobacco at the present time, operations in bright Virginia of medium and good quality were numerous. Other grades of American tobacco, however, were not in heavy demand during the past month.

A few transactions in San Domingo tobacco were recorded during November at unchanged prices. The Brazilian market (Bahia) maintained its high levels but the new crop will not be as extensive as previously predicted. The new crop of Rio Grande tobacco is reported to be abundant, and as stocks of Paraguary leaf remained firm and un-

changed. Unfavorable reports received at Antwerp from Java, indicating the quality of the new crop district, but crop estimates of matra have had a more optimistic

Mendelsohn Off to

This week, no doubt, Har- son will return to his duties Havana house of H. Duys & Co. He enjoyed his holidays very much indeed.

Steiner in Windy

Swinging his grips aboard the Shore Limited, Leo Steiner, of Cordero & Company factory, went off to Chicago with some Mi Hogar business in mind.

Louisville Mar-

LOUISVILLE, Ky., Jan. 16.—The Louisville Tobacco Board of Trade the hoghead leaf tobacco trade as follows:

Tobacco Sales for the Month Year to January 1

	Ware- houses Sales	Auction Sales	Private Sales	Total Sales
Kentucky & Louisville	457	10	7	474
Main Street	138	13	1	152
Planters	76	147	13	236
Farmers	671	170	1	842
Year 1925	671	170	1	842
Year 1924	671	170	1	842
Year 1923	671	170	1	842

Classifications of This Week

	Old Crops	Dark
Burley	205	6
Dark	205	6

Classifications of Sales Jan. 1 to

	Old Crops	Dark
Burley	205	6
Dark	205	6

Classification of Sales to Jan. 1

	Old Crops	Dark
Burley	205	6
Dark	205	6

Comparisons with Previous

	1925	1924	1923
Sales	3,778	3,778	3,778
Rejections	3,329	3,329	3,329

REJECTIONS

	Rejections this week:
Burley	101
Dark	000

Percentage of rejections to

	to date:
Burley	15
Dark	00

Rejections, Jan. 1 to

	to date:
Burley	251
Dark	000

RECEIPTS

	Receipts this week:
Burley	519
Dark	845

Quotations at Losv

	January 15
Dark	145
Red	145

	145	145	145
Trash, green	8-10	11-13	145
or mixed	10-11	12-14	179
Common lugs	13-15	16-18	151
Medium lugs	17-19	20-22	235
Good lugs	20-22	23-25	268
Common leaf	16-18	19-21	224
Common leaf, short	11-12	14-16	161
Medium leaf	18-20	22-24	203
Good leaf	24-26	26-28	233
Fine & Select	28-30	30-32	355

Rejections, Jan. 1 to

	to date:
Burley	251
Dark	000

Receipts, Jan. 1 to

	to date:
Burley	251
Dark	000

N. B.—Unsound or defective

condition, length or color or prices, from 1 cent to 3 cents

F. E. BROCAR, etc.

North Carolina Tobacco Sales In December

C. Dept. of Agriculture, W. A. Graham, Commissioner.
Prepared by W. H. Rhodes, Jr., Acting Statistician,
N. C. Crop Reporting Service

N. C., Jan. 16.—Tobacco sales in North Carolina during November
houses, on 35 markets, were as follows:

Number of Houses					Producers' Sales		Dealers' Resales		Total Sales		Average Price		Season's Producers' Sales†	
1	273,570	28,128	328,750	\$18.15	\$17.00	1,373,530								
2	247,458	6,552	257,646	11.03	22.84	1,177,988								
3	111,678	1,268	115,126	18.60	21.50	1,045,646								
4	2,902,854	270,126	3,413,658	22.64	27.08	10,941,841								
5	203,406	2,184	219,558	15.98	....	734,141							
6	193,906	2,370	229,970	18.21	....	1,961,712							
7	1,499,778	15,304	1,547,972	26.69	26.46	11,296,090								
8	898,008	62,910	1,048,128	27.21	23.34	4,540,632								
9	584,802	13,036	657,661	20.88	16.21	5,717,555								
10	7,411,079	268,495	8,038,156	25.98	23.15	38,729,015								
11	1,902,110	11,030	1,979,128	22.98	23.40	6,564,862								
12	3,243,940	226,710	3,669,466	21.85	19.85	29,786,891								
13	624,184	15,972	702,224	17.96	21.31	2,748,864								
14	493,894	15,008	528,800	14.00	17.92	1,460,842								
15	380,354	4,926	417,078	13.26	31.54	1,277,318								
16	708,708	66,426	823,356	11.55	17.76	2,416,050								
17	196,874	1,154	203,308	23.51	....	2,063,958							
18	1,595,439	32,974	1,717,156	20.95	24.14	9,979,257								
19	418,882	10,230	438,434	15.75	20.44	1,818,512								
20	276,448	....	288,932	25.16	26.01	2,682,782							
21	3,436,820	82,144	3,664,834	26.54	25.59	23,901,538								
22	807,112	29,054	953,356	14.74	26.44	2,297,318								
23	228,607	3,642	250,445	19.69	19.81	1,190,384								
24	316,947	5,654	343,291	22.80	15.65	3,429,007								
25	212,588	3,356	260,072	14.12	15.67	724,442								
26	402,362	3,324	430,260	22.65	20.55	3,481,239								
27	733,262	10,634	755,528	19.98	17.71	2,424,240								
28	123,684	....	128,316	15.57	....	2,164,592						
29	294,552	706	310,150	23.77	22.52	2,975,138								
30	345,704	7,810	367,110	22.30	20.31	3,031,188								
31	519,770	4,192	539,232	25.46	18.66	6,513,257								
32	10,229,119	1,029,601	11,749,654	28.53	26.61	62,546,216								
33	52,638	1,560	54,198	21.76	....	708,094							
34	6,803,844	701,292	7,984,388	16.99	21.17	24,719,149								
35	173,498	556	214,310	19.83	18.40	1,493,720								
Total	97*	48,852,879	2,938,328	54,629,651	\$23.14	\$23.60	303,158,756							
1924	88	29,327,163	1,920,909	33,177,832	208,385,480							

† The following warehouses failed to report sales for December:
Banters Whse., Carthage; Banner Whse., Oxford; Farmers Union
Whse., Rice & James Whse., Williamston.

Producers' sales include totals for houses closing prior to De-
cember.

Comments

On the open markets in North Carolina this season have averaged
over hundred pounds to January 1st as compared with \$23.45 to Janu-
ary 1st, and \$23.29 average for the entire 1924-25 season.

Producers' sales totaled 303,158,756 pounds. This amount is over 96 million
pounds more than was sold to January 1st, 1925, and represents about 84 per cent
of the crop produced in 1925. This leaves only 16 per cent of the crop for market
in January and February and for delivery to the Association.

Producers' sales were double those of December, 1924, and represent
double grades, according to warehousemen.

Tobacco Co-ops Keep Up Prices

CHICAGO, Jan. 18.—Dark-fired
tobacco in Virginia this fall averaged
over hundred pounds in November
and December. Dark-fired to-
bacco in Kentucky averaged \$9.38 per
hundred in December, the first
month of the year. Both figures are
about 50 per cent above the average
for the past three years.

The power of organized marketing by
the farmers of South Carolina to raise
and maintain the price of their tobacco
was shown in that state during the past
season, when the auction markets opened
at many points with prices which
scarcely exceeded the first cash advance
paid by the co-operative association and
later raised the price to higher levels
when a thousand new members joined
the co-operative ranks.

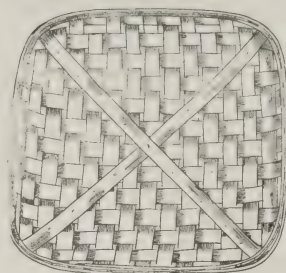
Again in eastern North Carolina the
price on the auction markets ran below
a fifteen cent average for the first two
weeks of sales and following increased
receipts by the association, was suddenly
raised to an average of approximately
thirty cents a pound. But the most out-
standing test of the advantages of co-
operative marketing this season is now
shown in the difference in price being
received by the Kentucky and Virginia
dark-fired growers, where the organized
tobacco farmers are at present receiving
double the price for their tobacco which
those who abandoned their organization
are obliged to accept for their crop.

Commenting on the situation as it af-
fects the tobacco growers of his State,
Commissioner of Agriculture G. L. Mor-
ris, of Tennessee, in a statement issued
January 13, makes the following decla-
ration:

"Contrary to expectation, prices have
shown no real advancement. This is very

(Continued on page 48)

LEAF TOBACCO GROWERS, DEALERS, & WAREHOUSEMEN SAVE MONEY AND TOBACCO BY USING



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Florida Growers Busy With Seedbed Preparation

Number of Acres to Be Planted Still in Doubt—Moderate Acreage Expected—Better Things in Future Anticipated—Pioneering and Progress in Gadsden County.

QUINCY, Fla., Jan. 16.—Active seedbed preparation is under way on nearly all of the Florida farms that are anticipating growing cigar tobacco this year. There is a rule among many tobacco growers hereabouts to have the seed beds sown by Christmas Day, but like so many other good rules it is broken year after year because of unseasonable weather interfering with the well laid plans. The beds sown during the latter part of January do just as well as the few beds that manage to get away in December.

The usual early January rains with accompanying cool weather do their part. The principal practical result of the early seed sowing campaign lies in the "indicated acreage" for a season. It gets us all interested early, with the result that when seasonable weather does come on the work progresses without much hitch and the beds are sown just as planned.

The Florida acreage for 1926 has not been estimated. The indications are, however, that there will be just enough grown to take care of the market demands with enough surplus lacking to maintain the industry on a profitable basis. That is as it should be and must be maintained to sustain a vigorous, aggressive industry.

Florida Coming Back

Florida is coming back. And when it returns to full stature, with the kinks smoothed out it will be found to be an aggressive, virile, industry, well financed, intelligently directed, and with merchandise of the highest quality for sale, doing business at the same old stand, but in such a different way.

A swing around the circuit would lead one to believe that Florida has been in the ebb tide. Those who have been in

the know, however, have long been aware that what has been going on hereabouts has been the coordination of forces (as they say in the books) working toward a greater plan. That plan will be revealed in these letters as the weeks pass. There are better times coming.

The last four crops of Gadsden county tobacco have all been good crops, with one or two of them approaching real excellence. There has been no complaint of the quality, although there recently has developed sufficient inquiry around Quincy to indicate a developing shortage. It is this latter that is reviving the growers' interest in shade grown leaf, and that is why there will be a "normal" increase in the 1926 acreage of shade grown over that of 1925. And that is as it should be.

Old Growers Back

One of the good signs of the times is the return of E. B. Embry and Arthur Corry back on the plantations this season. Both of these Quincy packers stayed off of the shade farms in 1925, purchasing their packing requirements on contract. These two men, along with three other capitalists from Quincy, Washington and New York, recently took over the old Owl Commercial plantation East La Violetta, four miles east of Quincy. The entire 25 acres of shade on La Violetta will be put out to Round Tip tobacco. County Commissioner, Perry Woodward, one of the best tobacco farmers in Gadsden county, is also a partner in the La Violetta deal and will supervise the field work.

The East La Violetta plantation is part of a huge farm development plan that the above group have put under way in Gadsden county. The actual develop-

ment on La Violetta will not be taken up until the first project of the developers is more completely worked out. This other project is that of the old Alsace plantation of the Owl Company, better known during late years as the Sheller Collins plantation.

A Sub Division

Old Alsace, one of the first tobacco plantations in Gadsden county, is being rapidly developed into "Country Club Highlands," a select suburb of Quincy, and one that any northern tobacco man can well give thought to when considering a Florida sojourn. This development lies just on the northern edge of Quincy, and some years back the Sheller Collins farm sold some 90 acres to the Quincy Country Club for a golf course and athletic fields. The plantation surrounds the golf course, and the rolling contour of the land, with its brooks, meadows, and gently sloping hillsides and broad vistas form one of the prettiest landscapes to be found in Florida.

It is on this course that every tobacco golfer visiting Quincy has found recreation. And here the local enthusiasts annually compete for the Seamen Trophy, a silver loving cup put up by H. A. Seaman, of the H. A. Seaman Company, New York.

Around this course Country Club Highlands is building its drives and laying off its homesites, and the prediction is made that in the years to come a semi national convention on tobacco problems will be held on the front porches of Country Club Highlands. Why not? Just across the road York county (Pennsylvania) interests have taken the Lucian May place for development purposes by the York Investment Company. So there will be a considerable sprinkling of tobacco people residing in the environs of Country Club Highlands.

Bright Tobacco

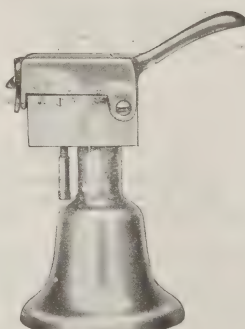
Gadsden county presents many interesting phases of tobacco culture not possessed by the other tobacco growing sections of America. It originated shade

tobacco, it gave birth to the famous Owl cigar, but more things later. It also presents a contrast of successful cigar wrapper tobacco and cigarette leaf—the two further in tobacco production. There are areas in this country where overlapping of types of tobacco, less similar in their cultural habits. There are no two types that are similar in everything beyond the bed as are cigar wrappers and tobacco.

In Gadsden county, however, the rich, fertile soil on sand soil that makes the fine Florida wrapper. In the southern at sections of the county there are gray sand soils that are ideal to the cigarette leaf. The cigar tobacco is better adapted to the plantation, whereas the cigarette better handled by the small farmer has most of his payroll around the girls and boys.

Gadsden county was the first county to take up the production of bright leaf after it had been demonstrated by the southern Georgia states that a new industry was in 1924 the first sizable acreage went out to the bright leaf. It was a favor among the experts, because excellent burn and fine flavor. The colors were secured by the farmers who closely followed the demonstrators. High hopes were held out for the progress of it, even to the building of a second leaf sales floor in 1925, giving one of the largest markets south of North Carolina.

The 1925 crop was not so good, long drouth prevailed over a belt just long enough to spoil the result was a discouraged grower farmers, who apparently have everything but Nature, and it is the trouble lies. A normal tobacco requires quite a number of water to carry through



GUINCO BELL LIGHTER

(For Office or Home)

GUINCO CIGAR LIGHTERS

HAMILTON, HARRIS & CO.,
Indianapolis, Ind.
November 19, 1925.

S. E. Guinn Mfg. Co.,
Johnson City, Tenn.
Gentlemen:

Our customers are very much pleased with your "Bell" Lighter. It seems to give entire satisfaction wherever it is placed, because it is practical and stands up and does business without giving the dealer any trouble.

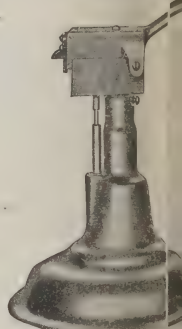
It saves a great deal of time, and should increase in sale from time to time. We hope to do a much better business on this Lighter next year, than we have this past year.

Yours very truly,
HAMILTON, HARRIS & CO.

LIST OF JOBBERS:

Name	Address
A. B. CUNNINGHAM	Philadelphia, Pa.
ALBERT PICK CO.	Chicago, Ill.
BEAR & WOLF CO.	Cleveland, Ohio.
BENSON & HEDGES	New York City.
BERRY & DE MOVELL	Nashville, Tenn.
CAPITAL CIGAR & TOBACCO CO.	Washington, D. C.
CARSON, FRIE, SCOTT	Chicago, Ill.
C. C. GREEN CIGAR CO.	San Francisco, Cal.
CLARK BROS.	Marion, Ohio.
CLARK CIGAR COMPANY	Saginaw, Mich.
GEORGE BORGELDT CO.	New York City.
GEORGE B. SCRAMBLING CO.	Toledo, Ohio.
GEO. EFINGER	Bembrook, N. J.
HAMILTON & HARRIS	Indianapolis, Ind.
HAMILTON & HARRIS	South Bend, Ind.
HAMILTON & HARRIS	Kokomo, Ind.
H. F. FOX	Terre Haute, Ind.
HENRY STRAUS CO.	Geneva, N. Y.
	Cincinnati, Ohio.

Name	Address
I. SAMUELSON & CO.	Memphis, Tenn.
IWAN RIES COMPANY	Chicago, Ill.
J. B. MOOS COMPANY	Cincinnati, Ohio.
J. B. MOOS COMPANY	Louisville, Ky.
J. B. HAMMOND CO.	Chicago, Ill.
LEE & CADDY	Detroit, Mich.
LEWIS LEIDERSDARF CO.	Milwaukee, Wis.
MARSHALL FIELD CO.	Chicago, Ill.
MAX M. GUGGENHEIM CIGAR CO.	Baltimore, Md.
NEUDECKER TOBACCO CO.	Chicago, Ill.
N. SHURE CO.	Portsmouth, Ohio.
OHIO VALLEY TOBACCO CO.	Saginaw, Mich.
OPPENHEIMER CIGAR CO.	Birmingham, Ala.
PATTERSON TOBACCO CO.	Knoxville, Tenn.
ROY NEWMAN CIGAR CO.	Johnson City, Tenn.
SMITH & HEGGINS	Lancaster, Pa.
STUCKEY CIGAR & CANDY CO.	New York City.
WANAMAKER'S	Philadelphia, Pa.
WANAMAKER'S	



STAND LIGHTER

(For Counter Use)

S. E. GUINN MANUFACTURING CO.

Territory Open for Other Live
Jobbers: Write for Full Particulars.

JOHNSON CITY, TENN.

ad 10 inches of rainfall. The
as short a few long tons of
th disastrous results.
important fact has been over-
the bright tobacco growers
and that is, that in 1924
a big lot of fine tobacco
Gadsden county, and with any-
thing normality there is no
why another good crop, and
good crops can not be
the present situation in the
nd has called forth the best
the public spirited citizens
interest of the whole county

Williams, proprietor of the big
warehouse at Quincy has again
ad this year in the bright
situation and is working val-
uaintain the position set by
two years ago. He gave out
interview to the Gadsden
on the local situation:
of Quincy who are thor-
oughly convinced that bright tobacco can
be profitable in this section of the
ide it possible for me to re-
tor the coming tobacco sea-
on this connection I wish to
up all who have their barns,
erant and wasteful a propo-
nd prove to be to lay down
hen the thing has not had

here on the ground and
ready, but anxious to help
ose who want to help them-
The is no doubt in my mind
w can raise a quality of to-
the territory second to none,
re no argument, but that it is
the most economical money crop
n found and especially so
ve the barns.

ake up our minds to give
airial, and in order to do this
go to quit thinking of the bad
ad luck we all had in 1925;
ate gone over the dam.' Let's
p our hands to the plow and
be.'

Williams has the backing of all
gressive forces for good in Gads-
den and the adjacent counties,
Florida and southwestern Geor-
contributory to the Quincy leaf

Cins arrived in Quincy re-
mains Miami real estate offices,
or his partners at the Embury
ells, and to go over the sea-
of the tobacco company.

timely Ending

we shocked to learn on Sat-
day of the death by suicide of
Mr. J. C. Landerale. Mr.
been a successful tobacco
Quincy for many years, closing
business here last year to en-
restate at Fort Lauderdale.
iam moving to the coast in
Rerring ill health had sapped
ity, until he chose to end a life
embled his friendships by the
s, d snuffing out a person-
d always been highly re-
O SFLO.

Nded in Porto Rico

Bé Hamburger returned from
Rico, st week he said the island
ra, more than anything else,
ons ewise are very favorable
arge crop of good tobacco this

Pructo Official Sails

of late passengers last week
wanc was Samuel Grabosky, of
H. Cigar Company, Philadel-
archises will enlarge Mr.
y's attention while on Cuban

Liggett & Myers in Good Position

Liggett & Myers Tobacco Company in
1925 had the most successful year in
its history. Net earnings for the 12
months are expected to set a new record,
and should total around \$6 a share or
better on 2,151,159 shares of \$25 per com-
mon and Class B common stocks. Af-
ter all charges and taxes, net income
should be well over the \$14,000,000 mark,
compared with \$11,969,829 in 1924.

This prosperity is based on the suc-
cessful prosecution of a campaign to
popularize the company's three leading
brands of low-priced blended cigarettes.
Sales of cigarettes throughout the coun-
try in 1925 probably aggregated around
73,000,000,000, compared with about 71,
000,000,000 in 1924. Of this gain of
around 2,000,000,000 in cigarette con-
sumption in the United States last year,
Liggett & Myers is credited in the trade
with being responsible for somewhere
in the neighborhood of 90%. This would
mean an increase of about 6,000,000,000
cigarettes last year, compared with a
gain of between 3,000,000,000 and 4,000,-
000,000 in the preceding year.

Over \$6 a Share on Common

While Liggett & Myers' estimated
earnings of somewhat over \$6 a share
on common in 1925 do not appear to be
much of a gain over \$6.04 shown on
common in 1924, the company issued a
little over \$10,800,000 new class B com-
mon early in 1925. Combined common
stocks now total \$53,778,975, against
\$42,968,275 at the close of 1924.

It would not be at all surprising if
the management should declare an ex-
tra cash dividend at its meeting around
the end of January. Last year, in view
of record earnings, it declared an ex-
tra cash distribution of \$1 a share or 3%
on the common stocks. This made a
total distribution of \$4 in cash in 1925.
While no indication of intentions have
been made this year, the probability is
strong that the extra cash dividend may
be more than the \$1 paid last year.

Furthermore, it has been the policy to
issue valuable rights to stockholders
around the first part of the year. In
1924 this took the form of an offer to
subscribe to a little over \$10,800,000 ad-
ditional class B common at par of \$25
a share. Stockholders who took advan-
tage of this opportunity to subscribe on
a basis of one share of new stock for
each four shares of common or B stock
held now have substantial profits.

Stock Dividend Possible

Last year the new stock was put out
to augment working capital. While Lig-
gett & Myers is hardly in straits for
working capital, having \$80,000,000 of
which almost \$16,000,000 was cash, at
the end of 1924, expansion of the busi-
ness always creates room for extra cap-
ital, and it is not at all unlikely that
some such similar offer may be made
soon. It has always been the policy of
the company to give stock benefits to
holders in the form of rights to sub-
scribe, but the opinion is held in usu-
ally well informed quarters that there
may be a stock dividend forthcoming.
Interests believing in a stock dividend
plan can look to a substantial surplus
account for support. At the close of
1924, and before the issuance of the ad-
ditional class B stock, this account stood
at \$40,450,000, against \$34,900,000 at
the end of 1923. Whatever the decision of
the management, always conservative,
may be, it appears to be certain that
stockholders are in line for substantial
benefits, probably both in cash and in
stock.—Wall Street Journal.

FOYO de MONTERREY

The Aristocrat of

Imported Cigars

VALERIANO CIUTERREZ, Representative

New York

SMOKE

DILL'S BEST

"It's A Mighty Fine
Pipe Tobacco"

If your jobber is unable to supply you, write us direct
and state size desired. Give us the name and address
of your jobber.

10c 15c 25c 75c \$1.50 (Sizes)

J. G. DILL CO.

Richmond, Va.



LA PALINA CIGAR

Webster Cigars

"YOU'LL APPRECIATE THE DIFFERENCE"

SIZES 2 FOR 25c TO 25c STRAIGHT

A rare bit of nature's greatest effort, producing a fine, mild, aromatic
cigar. Manufactured and aged by the most scientific methods. Not a
secret blend, but a combination of the highest priced tobaccos that the
finest plantations grow.

Webster Cigar Co.

5545 GRANDY AVENUE DETROIT, MICH.

OPTIMO



BEST
OF THE
BEST

BEST
OF THE
BEST

MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa and Key West, Fla.
Main Office: 1181 Broadway, New York

KING EDWARD



John H. Swisher & Son, Newark, Ohio

Our Enormous Production

enables us to make this cigar of such wonderful value at **5c**

JOHN RUSKINS are displayed by dealers who are desirous of giving the consumers the most for their money.

See our exhibit
at the
TOBACCO SHOW
Jan. 25 to 30, 1926
Grand Central Palace
New York City

They
are
MILD



I. Lewis Cigar Mfg., Co., Makers, Newark, N. J.

John Ruskin

Best and Biggest Cigar

Chicago Entertains Delegates to Big Conv

Thirty-Five Thousand Members of American Road Association and Visitors in Windy City—Joseph H. Dies—News and Notes of Trade Activities.

CHICAGO, Jan. 16.—The twenty-third annual convention of the American Road Builders' Association opened at the Coliseum on Monday and Chicago entertained thirty-five thousand delegates and visitors. Three million dollars' worth of machinery is on exhibition and plans were laid for \$1,250,000,000 worth of good roads in the United States during the current year.

Joseph H. Slater Passes Away

It is with much regret that we have to announce the passing of Joseph H. Slater, who died here a few days ago. Mr. Slater for many years operated a cigar store at 116 North LaSalle street, besides holding a political position in the City Hall. He was 66 years old and a brother of Charles Slater, a former stockholder in the old Ryan & Raphael Cigar Company. He was the father of Mrs. A. T. Ehlers and Mrs. L. G. Widuck. His son-in-law, Louis G. Widuck, for several years was identified with Mr. Slater in the cigar business.

Jack Rosenberg, sales manager of the Preferred Havana Tobacco Company, has left his Chicago office for a trip to Kansas City.

A new price list has arrived from Garcia & Vega, showing what this well known brand will cost the trade this year. Several sizes have taken a big jump upwards.

The Walgreen Drug Company adds two new stores to their already large chain, one of which will be opened at 71st and Jeffery streets, and the other at 79th street and Cottage Grove avenue.

Frank Pumilia is placing his LaFerlita clear Havana cigar, made by Jose Ferlita Cigar Company, of Chicago, in many cases. LaFerlita is made in sizes that retail from ten cents up to three for a dollar.

P. J. Rubey Company, having outgrown its downtown headquarters at 160 North Wells street, has opened up at 505 South Franklin street, where it has much larger space.

On the bill boards we see Ben Bey cigars: "It's a Pleasure!" Nathan Elson & Company are using 24-sheet posters in bringing before the public this Java wrapped cigar.

P. Lorillard Company takes up much space in the Chicago newspapers in featuring the Helmar cigarette. A handsome lady heads the ad and asks you to meet Helmar, the queen of distinctive cigarettes.

H. O. Webb, field salesman for P. J. Rubey & Company, is making the rounds checking up on the dealers who carry their Dutch Master, Harvester, Charles the Great and Forty-Four invincible cigars.

The newspaper campaign on Webster cigars will start shortly and the ads will appear in the Chicago Daily Tribune and the Chicago Daily News. The

twenty salesmen of Nathan Elson company, who distribute Webster cigars, are using this brand in all the stores. "Yes, sir; that's my buddy!" says the R. J. Reynolds Tobacco shows Prince Albert tobacco on the ter page ad now appearing in the newspapers.

"One cigarette that is told what the American Tobacco tells the readers in Chicago is Lucky Strike cigarettes are in demand."

D. A. R. Claims Victory as War Smoke Clears

Mrs. Samuel Earle, regent of the Chicago chapter of the D. A. R., yesterday that the organization is paign for the abolition of cigarette smoking by women and for dressing by the fair sex in a ground.

The United Cigar Stores are making a special deal on Buckingham co. Signs on their windows to "Ask the clerk."

Camel cigarettes are being widely advertised in the Chicago newspapers. "When you entertain them at the sumptuous feast has been with royal praise by the laughing friends—have a Camel," says Reynolds Tobacco Company in clever ads.

The Eureka Moistener & Co. Company, with headquarters at 303 Michigan avenue, has sent a letter to the trade advising them that the Clay Cigar Moisteners in the market are flat and the brass perforate moisteners.

New La Palma ads appear on bill boards. La Palma is one of the popular sellers here and is doing all the show cases.

Oak Park Opens Way for Smoking

Students of the Oak Park School will find it easier now to their cigarettes between classes and merchants in the vicinity of the school will rejoice through an order sent to their village board. Under the new regulations cigarettes can be sold within 500 feet of the school instead of 1,000 feet, as formerly.

The enforced by the merchants, chief promoters of drug stores, who will be fitted. A license fee of \$200 yearly is charged.

Gene Pohley is working the new Corina cigars to the retailers. He also operates the Chicago Window Dressing Company, which dresses windows for several concerns.

Julius Fernbach stopped in today his well known Cyrella cigar company and Queen shapes had advanced \$5, and hereafter the price will be \$135.

The Tarr Cigar Company is in the wholesale business with headquarters

EMANELO

Highest Grade

Conn. Shade Wrapped
Havana Filled
Cigars



D. EMIL KLEIN CO. Inc.
438-440 E. 91st STREET, NEW YORK

avenue is branching out and taking on customers in the Loop. One of the liveliest jobbing houses in the city is of Chicago.

of the Egyptian cigarettes, in packages, made by S. Benadict, are distributed in San Francisco, whose office is at Wabash avenue. Benadict's cigarettes are made of cork, straw and plain tips. Benadict's conference Celestino Vega had made up their minds to increase the cost of the cigarettes due to increased costs of the raw materials. A change of the price will be advanced. Benadict has purchased from the Ryan & Raphael Cigar Co. the rights to the Lucius and Lux labels. Both these brands are large best sellers in the market and other cities. Charles Vega, a heavy stockholder in the Ryan & Raphael Cigar Co. when it was operated by "Doc" John Ryan, Sr.—H. L. H.

New York Jobber Owes Creditors \$105,000

liabilities of \$105,000, the creditors of Jeph M. Weber, tobacco jobber, 141 Second avenue, New York, called in and decided to carry the business indefinitely. Mr. Weber is the jobbing game for more years, and he has established a flowing. No bankruptcy proceedings are intended, as it is now being difficult will work out all. It is said that the committee on assets has discovered that the four claims total \$82,000 of the lia-

Smith Likes Connecticut

don't have a good home elsewhere. Probably C. R. Goldsmith, of New York, for would built his castle in the Connecticut tobacco fields. He came last week admiring the tobacco country over there.

San Francisco News

SAN FRANCISCO, Cal., Jan. 13.—The prosperity of the trade for the holiday season does not seem to have confined itself to San Francisco. Jobbers making Los Angeles, San Jose, the Central Valleys and the northwest all bring the story of a holiday trade that was considerably in excess of that of 1924. And what was done with the advertised eastern brands was also done by the local manufacturers, so that it would seem that for once the retailer was also having his inning, to the benefit of all the remainder of the trade. The single discordant note comes from the great agricultural valleys, where, due to the shortage of rainfall as compared with the same time last year, farmers are becoming anxious, and for them to become means that they begin to conserve resources.

Retailers In Better Spirits

On the east side of San Francisco Bay the retail trade is in better spirits than for some time. Santa Claus was better to them than they anticipated, and the trade of the new year has so far set a pace beyond that of last year. The H. & S. C. Bercovich Company state that their retailers have sold out very well, and collections are coming in better. They succeeded in getting a fine holiday placement for the Y. B. cigar, and the Questa-Rey also made a good showing.

The United Cigar stands on the east side of the bay all report an exceptionally fine business. The stand at the corner of Fourteenth street and Broadway especially came forward in such a way as to claim the championship. A great sale of pipes was one of their special features, and their stand alone sold \$200 worth the day before Christmas.

The Samuels stands, on the two corners of Thirteenth street and Broadway, also testify to the great sale of

pipes that is lately going on. While they are bragging of the holiday business they did, they feel more like bragging over the fine trade they have had since the holidays, as it points to the best year ahead that they have yet had.

Blaine Boasting

Robert Blaine, distributor for the Garcia y Vega, is also bragging of the fine trade of the East Bay section, for they have learned over there to appreciate the fine qualities of the Garcia y Vega. Another territory that has treated him well is the northwest. Things are prosperous there, and Garcia y Vega has some good distributors in that territory. Walter Fricker, the factory representative, has just returned from that territory full of enthusiasm. He is spending a few days with the San Francisco representative before returning to his home in Los Angeles.

In San Francisco the Shaw-Leahy Company report that they are having a good business with the Admiralty, made by E. Regelsburg & Son, and their clear Havana cigar, the Perfecto Garcia, has sold exceptionally well. It has also proved a banner year for cigar stand chances.

Chas. Besthorne, in Oakland, has taken on the distribution of the Poppy, of which the Commercial Cigar Company, of 64 Clay street, are the San Francisco representatives for the Pacific Coast. They have also placed the cigar in the hands of the Koerber & Holtum Company in San Jose; and the Reynolds & Dyer Company in Sacramento.

The announcement of the winding up of the affairs of the Cluff Company, the great wholesale grocery house that has been so large a factor in the trade of the Pacific Coast for many years, takes another wholesale cigar distributor out of the field in San Francisco. The house some time ago quit making a specialty of the cigar business, but were still real factors due to the extent of the grocery trade which they also supplied with cigars. The closing of the business is due to the fact that the original promoters have mostly become disconnected with the business, by death or otherwise, and

the stockholders, mostly eastern people, prefer to use their capital nearer home.

The passing of Art Banker, the popular cigar dealer, who has held down a prosperous stand in the heart of Berkeley, the college town, for the past fifteen years, will be learned with regret by friends he made among former students of the university, who are now scattered all over the United States. Mr. Banker was but 45 years of age. He passed away on the sixth of the month, after having undergone an operation five days before.

Mabius & Drescher, of Sacramento, have taken on the O'San, made by J. C. Winter & Company, of Red Lion, Pa., for distribution in Nevada and northern California. They are also distributors of the other products of D. C. Winter & Company, the General Palmer, the Rey West, and the Square Deal.

With the present month the Liggett & Myers Tobacco Company of the Pacific Coast began an extensive newspaper campaign all over the Pacific Coast for the Chesterfield cigarettes. The Chesterfield needs no introduction, but it is to be noted that successful firms realize the value of keeping everlastingly on the advertising job.

Clarksville Average \$14.92

CLARKSVILLE, Tenn., Jan. 16.—Tobacco sales on the loose leaf market here during the week ending Thursday: 1,111,790 pounds; sales for season 4,645,495 pounds; sales to same date last season, 2,903,015 pounds. Average this week, \$14.92; average for this season, \$14.85; average to same date last season, \$15.35. —HENRY M. LUPTON, secretary Clarksville Tobacco Board of Trade.

Springfield Average, \$18.10

SPRINGFIELD, Tenn., Jan. 16.—Tobacco sales on the loose leaf market during the official week ending Wednesday: 449,745 pounds; sales for season, 1,895,725 pounds. Average price this week, \$18.10; average for this season, \$18.61; average to same date last season, \$19.46.—J. W. HAYES TOBACCO COMPANY.

After all nothing satisfies like a good cigar.

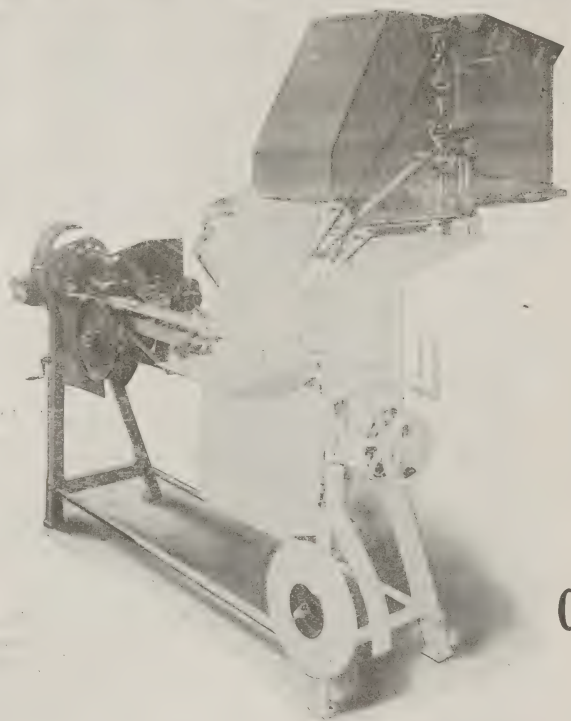
LESCHHEY-MYERS-CIGAR BOX CO.

CIGAR BOX MANUFACTURERS

YORK-HANDOVER-EPHRATA-PENNSBURG-PHILADELPHIA

The Best Cigars are packed in Wooden Boxes

Comas Pequeño Automatic Tobacco Feeder



Is a splendid economy for users of small hand-fed cigarette making machines, especially the "Chico," and eliminates one operator, increases production from 20 to 40 percent, and produces a much better cigarette through the more even distribution of the tobacco, than is possible by hand-feeding.

This feeder is easy to install and operate. Any one can replace the hand-feeder with it by a few simple operations in a very short time. Shipped with all parts necessary for immediate operation.

Let us refer you to satisfied users.

Price, f.o.b. Salem, Va., U.S.A.
Securely packed for export

\$400.00

Comas Cigarette Machine Co., Inc.

Salem, Virginia, U. S. A.

Liggett & Myers Adds to Burley Purchases

LEXINGTON, Ky., Jan. 16.—Officers of the Burley Tobacco Growers' Co-operative Association announced Thursday that the Liggett and Myers Tobacco Company had purchased 10,000,000 pounds of tobacco, in addition to the purchase of 30,000,000 pounds which was announced Wednesday.

The 10,000,000 pounds purchased Thursday came from the 1923 and 1924 crops, according to the officers of the Burley pool. Wednesday's purchase came from the 1925 crop. Delivery of the

quantity sold Thursday will begin immediately it was said.

Thursday's sale added to that of Wednesday and to previous sales from the 1923 and 1924 crops makes a total of about 70,000,000 pounds of burley that Liggett and Myers has bought from the pool within a short time.

Prices paid for the tobacco were not made public by the officers of the Association but were said to be entirely satisfactory to the Association.

The sales of Thursday make more than 100,000,000 pounds that have been disposed of by the pool within the last few weeks.

It is also declared at the offices of the

pool that other sales are in prospect and may be consummated within the near future.

Containers Must Bear Retail Prices

WASHINGTON, D. C., Jan. 18.—Infracture of the provision in the Philippine decree of January 2, 1923, that the retail price must be marked on the packages or containers in which manufactures of tobacco are sold to the public, may be penalized by a fine of from 5 to 50 pesos, according to Tariff Division of the Department of Commerce. More-

over, in future application of stamping of labels for tobacco manufactures will not be granted unless labels bear the retail price, which is as the basis of a special tax on articles.

Manufacturers, importers and others are all liable to the fine for stamping, but in cases of infringement the decree by a retailer, if it is of the goods can be established, the fine will be imposed upon the retailer and half upon the manufacturer or importer.—L.A.M.

East Tennessee Brandy Tobacco Sale

GREENEVILLE, Tenn., Jan. 9.—Brandy tobacco sales on the open market in east Tennessee and Abingdon, Va., been as follows:

Greeneville

	Pounds	Value
Sales this week	1,520,550	\$1,320.00
Sales last week	1,392,000	\$1,200.00
Sales to date, 1925 crop	4,623,000	\$4,000.00
Sales to same date last year	4,988,800	\$4,300.00

Knoxville

Sales this week	807,110	\$700.00
Sales to date, 1925 crop	1,983,500	\$1,700.00

Morristown

Sales this week	276,400	\$240.00
Sales to date, 1925 crop	728,300	\$640.00

Johnson City

Sales this week	245,300	\$210.00
Sales to date, 1925 crop	719,200	\$630.00

Abingdon, Va.

Sales this week	311,500	\$270.00
Sales to date, 1925 crop	900,500	\$790.00
Total sales for section to date, this year	9,231,220	\$8,100.00

Average price for entire section to date, The expected improvement in quality of our breaks has not materialized. Medium and common tobacco is stronger since the holidays; tobacco grades remain about the same.—AUSTIN COMPANY, Inc.

MACLIN-ZIMMER-McGILL TOBACCO CO

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Reaction Noted Among Tri-State Co-operatives

Federal Commission's Report Anent Mutual Marketing Men's Methods Arouses Fresh Concern—May Attempt Refutation—Amended Bill Includes 27 Pool Officials.

Richmond, Va., Jan. 16.—Reaction is being evinced among the members of the Tobacco Growers' Co-operative Association to the sensational report just published by the Federal Trade Commission in government paper for years followed with so much interest in the tobacco industry, in which the investigators made a spade and revealed facts that would place in the tobacco belt suspected means of confirming.

The immediate result is a growing demand for a "house cleaning," the elimination of officials who engaged in redrying practices and the lowering of the prices, all of this before the pool makes its pending effort to secure a new five-year contract.

The relief, moreover, is that it would attempt to sign-up until the end of the growers has been reached. The revelations are ranking in the mind of many of the growers who feel the pinch of penny and penny, though firm in their faith in co-operative marketing was the ideal of stabilizing prices for their products, they are now told that the salaries of their organization are making good profits "on the side."

Some of the correspondence received into the hands of the Commission has been published, showing the results which existed to secure redrying of tobacco.

A more conservative view is that co-operative marketing has not suffered a blow by the report coming on the heels of the new sign-up attempt, but that it has seriously impaired the present operation. In other words, the policy of co-operative marketing does not seem to be assured though the revelations are an unfortunate time.

At the tenor of the report is the basis in this section for the simple fact that for over a year ago the Commission complained in the report were not in knowledge to the tobacco farmers of the discussion it among themselves. That was at a moment when the pool was subject to various attacks, some of it likely to be felt in a business way. It is felt that sooner or later it would

get back to the farmers and the fact that the executive committee of the pool knew and condoned the redrying policy would sooner or later come in for criticism. The publication of the Federal Trade Commission's report has had the effect of undamming the pent-up tide of restrained speech and there is an air of "now it can be told" in tobacco circles.

The greatest surprise is the reported fact that Aaron Sapiro is counseling the filing of suits against Richard R. Patterson and Tucker Watkins for \$100,000 damages. Last June, the pool lawyer who brought the co-operative into the South was telling a local attorney bent on a suit against the Association that he would not join hands with him, that the redrying policy was all that it should be and that the two officials were like Caesar's wife, above suspicion and incapable of any questionable act. This is what Mr. Sapiro said to Mr. Wade under date of June 11 from Chicago:

"Dear Mr. Wade:

"I have carefully gone over your points in reference to Mr. Watkins and Mr. Patterson. I believe that your conclusions are wrong from a legal standpoint and unjust from a personal standpoint. Nothing was done by either Mr. Patterson or Mr. Watkins without the full knowledge and consent of the executive committee and not anything was done by them which could not have been done by anyone else for the association under current conditions on better terms, as far as your particular statement shows.

"It is true that they appear from your standpoint to have made profits but there is no showing that these profits were improper or unconscionable as to amount or as to method when you keep in mind that each specific transaction as a whole involved a very great investment, and a very great hazard.

"I have had many dealings with Dick Patterson and Tucker Watkins, and I am frank to say that I believe them both absolutely incapable of deceit or fraud, and I believe that they are so constituted that a dishonorable act could neither be conceived nor fostered in their hearts. I feel that your own attitude, together with your zeal for the association, has led you into a great injustice towards these men.

"I therefore do not, and cannot, ac-

H. G. Whitehead W. P. Anderson S. H. Anderson

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Cable Address: WILTOBAC, Wilson, N. C.

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A. B. KEEN TOBACCO CO., Inc.

Successors to E. K. JONES & CO.

cept your conclusions or recommendations. But I do respect your courtesy and your faith in writing me as frankly as you did and I here express my appreciation of your fine personal attitude.

"Your truly,

(Signed) "AARON SAPIRO."

Wade Renews Efforts

In connection with this letter it is timely to point out that the young Halifax attorney who was vilified because he undertook the suit last June, and who saw it debarred from the local Federal Court for want of jurisdiction, has refiled it in the Chancery Court of Richmond. In it he is seeking \$500,000 from Tucker Watkins, Richard Patterson and F. R. Edmondson, claiming this as the amount of their redrying profits which Wade seeks restored to the pool treasury.

In Bold Relief

One of the outstanding figures in the present co-operative row is James H. Wilson, auctioneer, who conducted an aggressive personal fight against the pool for nearly two years. It was his own fight, unsupported by the community, but one which developed keen animosity. Jim Wilson spent most of the time "shelling the woods," referring to the evidence which since has developed and which is included in the Federal Trade Commission's report. He is now in the position of saying "I told you so!" to those who begged him to be more cautious. At the time he was fighting a powerful organization single handed.

Expected Challenge Report

Nobody here believes that the pool officials will allow the report to go unchallenged. The exception is that the report and the commissioners will be attacked and that a flare-back will ultimately reach the floor of Congress. The investigation was confidently expected to show connivance between the Imperial and the American companies in a conspiracy to destroy the pool. One of the pleas which the co-ops will set up will be that the information on which the report is based is unreliable.

Joins Twenty-Seven in Issue

Today Wade told the representative of TOBACCO that he was amending his bill of complaint which would incorporate as defendants all of the twenty-seven pool officials alleged to have engaged in redrying operations.—TEILEY.

The Petersburg Sales Much Lighter

PETERSBURG, Va., Jan. 16.—The tobacco sales have been much lighter since the holidays, and have shown a larger percentage of common tobacco. Prices have remained firm with the medium and better grades in large demand.

The Bright sales this week amounted to 100,000 pounds, bringing the total for the season up to 2,797,444 pounds. The sales of Dark Virginia amounted to 150,000, bringing the total for the season to 1,320,718 pounds.

Total sales of both Bright and Dark to date, 4,118,162 pounds.—WILLIAM B. BEACH & Co., Inc.

Wendell Average, \$24.93

WENDELL, N. C., Jan. 16.—Total tobacco sales for official week ending Friday, 60,916 pounds; average price, \$24.93 per 100 pounds. Sold to date of 1925 crop, 3,350,584 pounds; average price per 100 pounds, \$21.30. Sold to same time last year, 2,179,874 pounds; average price per 100 pounds, \$20.77.

Snow Slows Activity In Central Virginia

NEW CANTON, Va., Jan. 17.—A layer of snow over the entire tobacco growing region of Virginia has slowed down all activities in tobacco marketing and handling. All the markets of Virginia were open through the week, but the offerings generally were light.

There is some disappointment among those who have not as yet sold considerable portions of their crop. The announcement from a number of the markets that prices during the week have been lower than those paid for the Christmas holidays. It is too early to say just what the cause is, whether inferior offerings or withdrawal of buyers on order, but a number of the markets have recorded lower prices. The average price paid at Farmville for large dark market, have been as against \$19 previous to the holidays. The Lynchburg market has shown a decline in prices, and Dillwyn, Appomattox and other dark centers have suffered declines. The reports are that inferior material was offered at the open markets during the week, a cleaning-up after Christmas. This has been the case at most of the markets.

Good Prices to Prevail

Tobacco warehousemen and buyers generally say that prices are expected to be maintained during the balance of the selling season commensurate with those which prevailed through the fall. In other words, stock of light grades will bring similar prices for the part.

It has been estimated by commodities and others that fully 75 per cent of the crop has been sold in several of the large producing sections, notably portions of Prince Edward and Appomattox counties. This may also be true of Lunenburg, Nottoway, Amelia and parts of Powhatan, Campbell, and Halifax counties. In such counties as Farmville, Fluvanna, Cumberland, and Amherst and others on the northern edge of the tobacco belt of Virginia, the crop is hardly half sold, taking into consideration the independents and co-operatives combined. The latter, many have held their crops back waiting for favorable seasons and not for changes of the market prices.

Ready for the 1926 Crop

During the fine spell of weather previous to the great snowstorm of January 8, tobacco growers in the southern section of the dark belt either under plant beds or got material together for such an operation. Generally, far west for next spring is well in hand, and much open and favorable weather during the fall and late winter. A large portion of plowing was done and there was cleaning up preparatory to the raising of the new crop.

It is yet early to say just what size of the 1926 crop will be, but it is fairly safe guess to say that it will average up well with crops of recent years, probably exceeding that of last year, there are favorable seasons, by a percentage. All is to a certain extent dependent upon weather conditions.

The Investigation Again

Much interest is still displayed in the matter of the investigation of the large tobacco corporations by governmental authorities and their supporters. The speculation large is to what effect the report will have upon the co-operative association. Independent tobacco people generally interpret the

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100—Shockoe Slip

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ing distinctly unfavorable to organization. The state and local have been full of the matter, and the opinions expressed by correspondents is that the report will greatly demoralize the association. Members are much concerned over the report which pertains to the quality of the product by officials of the organization and the suggestions of governmental authorities regarding the matter.

It is certain that the report is having a effect on the southern tier of counties. It is not so certain that like is recorded in northern dark tobacco counties where the organization is very strong and where it would be damaging testimony to shake the faith of the members of the organization.

Organization Relaxing (?)

There has been little or no activity in the matter of organization resulting of contracts on the part of those members within the past year. Just why the let up is not certain. Possibly all the field men have withdrawn to take up the work of receiving tobacco at the receiving stations. Literature of the Tri-State Tobacco Growers' Association has laid stress on the matter of economy in the operation of the organization.

Hard Winter Weather

Due to the weather. The snow covers Virginia is hard frozen and is adamant, and the temperatures have been well down below ten during many nights. Traveling is difficult except upon the state highways which were cleaned of snow as far as possible after the snow fell. The byroads leading to the homes of tobacco growers are still blocked with snow. This has retarded the marketing of tobacco everywhere.

Production is now being made here with favorable weather, the entire crop of dark tobacco of 1925 will have been marketed by March 15. A small amount of trash may come in after that. By March 1 95 per cent of the crop will have been delivered.

It is now that the price of tobacco will average above that for the 1924 crop. If so, tobacco growers are expected to continue more or less enthusiasm throughout the dark tobacco counties of Virginia.

W. F. JONES.

Wholesale Sales Restricted by Harsh Weather

Roanoke, Va., Jan. 16.—The harsh winter has restricted tobacco selling and until the frost disappears the market will be large. The report of the Virginia Tobacco Association shows that the market resumed selling operations January 5 sales of 1,408,666 pounds have been made for \$225,006.71. The average price of \$15.97. The sales at Danville are 27,010,005 pounds valued at \$4,565,734.59, at an average of \$1.00 per hundred pounds.

The market resumed prices have been unusually good, in fact, warehousemen say at some types are selling better before Christmas. This is unusual,

as generally the after-Christmas sales witness a slump in prices all down the scale.—TETLEY.

Oxford Offerings

OXFORD, N. C., Jan. 16.—Our Market has sold since the opening January 4, some 328,572 pounds at an average of \$15.83.

The lowness of average is due somewhat to the fact that scrap is being sold each day, ranging in price from 2½ cents to 5 cents.

The sleet and snow the 7th and 8th have made it hard on the teams and we think that accounts for the small quantity of tobacco that has been marketed. The snow is fast disappearing now and we look for increased breaks again shortly and with suitable weather the balance of the crop will be rapidly marketed.

Prices on all grades remain firm and cigarette tobaccos up to 50 cents are active and as high as at any time this season.—W. A. ADAMS Co.

Baltimore Market

BALTIMORE, Md., Jan. 15.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

MARYLAND.—Our last report was on Dec. 31, so we have to report for the last two weeks receipts of 260 hogsheads against sales of 169 hogsheads. No change in prices.

OHIO.—There were no receipts nor sales to report.

Association Data

Leaf Tobacco Associations of Baltimore City issue these statistics for the week ending January 13:

Receipts, Including Reinspections

	This Week	Previously	Net to Date	Same Date
Maryland	177	198	375	260
Ohio	..	..	..	86
Total	177	198	375	260
Reinspections this week:	Maryland,	39;		
Maryland, to date,	115.			

Deliveries

	Maryland	Ohio	Total
Coastwise and Foreign
Domestic	5	2,534	2,539
This week	..	18	222
Previously	..	23	2,756
	2,779

Stock in Warehouses

	Maryland	Ohio	Total
Stock Jan. 1	11,451	680	12,131
Receipts since	260	..	260
Delivered since	11,711	680	12,391
Stocks today	8,932	680	9,612

Sales

	Maryland	Ohio	Total
This week	110	110	220
Previously	59	..	59
	169	..	169
Ground leaves to date,	716	hogsheads.	

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Buyers, Packers and Exporters

All Grades Virginia and Carolina Tobaccos.
Also Kentucky Air Cured and Burley Types.

We cover closely the Virginia Dark Belt and specialize in this type of Export.

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CABLE: "Edmunds" Danville

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GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips
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Samples Furnished

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Correspondence Solicited

Clown Cigarettes and Old Hill Side Smoking

Manufactured by
Axtion-Fisher Tobacco Co.
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PAPER BAGS FOR SCRAP AND FINE CUT TOBACCO

Manufacturers, Protect Your Tobacco. Pack it in our Paraffine Lined, Weatherproof Bags that keep the natural moisture of the contents on the inside, and Exclude the Dampness and prevents Mould.

For twenty-five years we have furnished bags to the Scrap Tobacco Manufacturers. There is a Reason. Write for samples—make a trial and be convinced.

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All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

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Correspondence Invited

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Ample facilities for steam and air drying

We manufacture hoghead shooks. Stock on hand at all times

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Buyers and redryers of leaf tobacco on order or contract. Bonded storage warehouse under government regulation. Stocks of leaf tobacco on hand at all times. Samples submitted on request.

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Strips—Scraps—Stems—Cuttings

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Our facilities are ample to buy, handle and redry in the best manner, any Quantity of Tobacco in any way desired. Branches on principal market of Virginia.

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An Internal Pool Fight Seems Inevitable

HENDERSON, N. C., Jan. 16.—A genuine fight within the ranks of the Tobacco Growers Co-operative Association now seems assured, in the light of developments of the past week. Dr. Clarence Poe, editor of the Progressive Farmer, greatest farm journal in the South, brought the news when he returned to his home in Raleigh, the middle of the week from Washington, where he attended the fourth annual National Co-operative Marketing Conference. Suits against R. R. Patterson, general manager of the pool, and T. C. Watkins, former warehouse manager of the association, to recover the \$100,000 alleged to have been made by them in excess of their \$30,000 and \$18,000 salaries, respectively, as profits for redrying tobacco of members of the association, will most likely result, it is said. These suits will be brought, if recovery is sought, on the advice of Aaron Sapiro, California lawyer who drew the co-operative contract.

Dr. Poe, on his return from Washington, discussed the developments in the case in the light of the disclosures of the Federal Trade Commission. It was in that report that the huge Patterson-Watkins profits were first brought to light. Apropos of their conduct, Dr. Poe tells of how he fought this issue out a year ago and set himself everlastingly against the conduct of Watkins and Patterson.

Dr. Poe thinks the cause of the association has been fearfully injured, but he does not think it has been done to death. He gives a good deal of history in a small amount of space. Many friends of Dr. Poe had wondered how all this profit-making personally had gone on with his approval. He shows that he gave no encouragement to it but fought it from the start. More on account of this practice than anything else, it is understood, he retired as director last spring.

It was at the Washington co-operative meeting that Mr. Sapiro, who led the fight introducing the co-operative movement into North Carolina, counseled the suits against the offending officials. Sapiro's action now is in line with the action advocated by Dr. Poe a year ago, who, as he said in a statement this week, "led a fight, first with the executive committee and then before the directors of the Tobacco Growers Cooperative Association, to require these officials to disgorge all profits in excess of eight per cent—or ten per cent at most—and return all such excess profits to the association treasury for repayment to the membership."

"The majority of the directors, it is only fair to say," said Dr. Poe today, "I believe were then in sympathy with my position."

Continuing his statement, Dr. Poe says: "It also seems now to be conceded that the minutes of the executive committee originally approving this redrying plan were never read to the full board of directors, and that probably most other directors, like myself, were in ignorance of the arrangement until about a year ago, when I learned of it and began my fight against it. Mr. Watkins himself, I am informed by President Norwood, was one member of the executive committee approving his own plan. Mr. Sands was chairman of the committee, while the late Joseph M. Hurt, of Virginia, and Senator J. A. Brown, of Chadbourne, seem to have been alone in their opposition to the plan."

"It is, of course, unnecessary to declare my belief that no member of the executive committee realized what enormous profits Watkins and Patterson were making on redrying the members' tobacco, but the situation illustrates the

danger of having as chief officer executive committeemen busy engrossed in their own private affairs who have not the time to investigate conditions adequately, and who would badly mislead that they even could lead the executive committee last spring. Watkins and Patterson had done much hurtful to the association. This was of the investigating committee's as I told some of its members late the only one about which I felt had significantly failed to probe enough, but in view of that report seemed nothing further I could do was largely because I could not be reconciled either to having directors serve as salaried officials or to having officials retain large profits on redrying tobacco for members that I retired and asked Governor McLean to appoint my successor. But now new lessons have been learned, and it is hoped the Tobacco Growers Cooperative Association will profit by these experiences, thoroughly purge itself, go forward to greater things. That of co-operative marketing of tobacco has been seriously hurt, but not maimed."

In an editorial written for the Progressive Farmer, extracts from Dr. Poe has given out in response to a statement by him, he says the association has been "stabbed in the back by its friends," referring to the "action" of Richard R. Patterson and Tucker C. Watkins in pocketing more than \$100,000 in profits from redrying activities. "Such action never be excused by the tobacco growers of North Carolina, South Carolina and Virginia—and ought not to be," Dr. Poe declared. He says it is time Watkins and Patterson to quit, and for adequate guarantees to enforce policy adopted last year that no member or director shall redry tobacco in association.

Re New Trial in Hughes Case Against Powell

DANVILLE, Va., Jan. 16.—Judge Powell Withers has taken under advisement decision on the motion for a new trial in the case of John Hughes Orphan trustees against W. D. Powell, local dealer. Recently a corporation court returned a verdict which gave the plaintiffs practically all they asked for the \$22,000 damage suit as result of the Hughes storage house cave-in in December.—TETLEY.

German Cigarette Situation Causes Complaint

WASHINGTON, D. C., Jan. 18.—(Continued) manufacturers of cigarettes are complaining that sales to retailers are impossible in view of heavy stock on being carried, according to a report received in the Department of Commerce from Commercial Attache, E. Miller, Berlin. It appears that everyone over-bought at the beginning of the fall season on account of the increase in the tobacco taxes. Now the stocks are not yet worked off and no business is practically impossible to remain so for some time. Never less retail prices are not coming down.

A number of attempts to form a cigarette cartel or central association will embrace all producing companies have as yet been unsuccessful at the rumor is often raised that the Government may establish a cigarette monopoly.

Trade circles, however, discount this. A good deal of complaint has been made that retail dealers are making great profits. For example, a 1 Pfennig cigarette the manufacturer makes about 1 Pfennig profit, the dealer has a margin of 1/2 Pfennig and the Government gets the rest of profit of all.—LAMM.

CIGARETTE PAPER

Imported French in Bobbins, Reams and Booklets

Peter J. Schweitzer, Inc., 200 5th Avenue, N.Y.



PRINCESS PAT CIGARETTES

FEDERAL TOBACCO CORPORATION -CHICAGO-

erson Average, \$21 on 400,000 Pounds

SON, N. C., Jan. 16.—Approximately 9,000 pounds of tobacco were sold at the Henderson auction tobacco market during the week ended yesterday, brought a total of around \$180,000, or an average of about 21 cents per pound. With the coming of more favorable weather, the sales for the week show a tendency to pick up, and Wednesday and Thursday the sales went beyond the 100,000 mark.

For the week bring the total to 100,000 pounds, the 1925 crop to more than 1,750,000, or an average of 21 cents per pound.

It is now regarded as practically sure that the auction market will not reach 100,000 pound goal alone, and if the market is to attain the figure for at the beginning of the year deliveries to the co-operative association must be counted in the group.

For the season of between 1,000,000 and 9,500,000 is regarded as the best estimate at this juncture. It may be more than that, for, while the auctioneers did not expect the market to go so far beyond the 7,000,000 mark prior to the holidays as it did, there was a surprise in it, and there will be much in the season total.

The men have not seriously talked of the closing, and no definite date has been fixed. It seems to be regarded as fairly certain, however, that the season will not be concluded before the end of February, and the season has been extended a week or two into March, there is tobacco yet left in the market to justify such action.

Several farmers were heard to say they had a good deal of leaf still to be sold when the market reopened two weeks after the holidays, and it is regarded as very likely that nearly two million pounds still remain in the hands of the farmers in the territory of the auction market.

Lynchburg Has Large Sales

LYNCHBURG, Va., Jan. 16.—John D. Smith, of the Lynchburg Tobacco Company, makes the following report of leaf tobacco sold on the Lynchburg open market:

	Pounds
Sold this week	468,900
Sold Jan. 15, 1926	5,392,300
Sold Jan. 16, 1925	4,940,600

There are for 1926

451,700

As yet many farmers braved the very cold weather this week, bringing tobacco to market, and receipts were larger than expected when the difficulties experienced in making long drives in the cold were considered. This would indicate that the men who have tobacco ready want to sell, and that with favorable weather for marketing good receipts may be expected again next week.

A large percentage of the offerings continue to be of common and nondescript grades and such types showed a weakness, being slightly lower than have been, nevertheless they are still bringing good prices when quality is taken into consideration.

All rich, desirable grades were actively sought after, and all such lots brought splendid prices, if anything being higher than before the holidays.

It is thought that prices now are about as good as will be and that there is no advantage in holding tobacco longer.

Quotations:

Lugs, common	\$3.00 to \$10.00
Lugs, good	10.00 to 17.00
Leaf shorts	15.00 to 36.00
Leaf, good long	25.00 to 40.00
Leaf wrapper	35.00 to 45.00

Richmond Enjoys Fairly Good Tobacco Sales

RICHMOND, Va., Jan. 19.—There have been fairly good sales on the loose floors since the holidays. Prices have been well maintained on all grades, but there is nothing of particular interest to report except the gossip about the report of Federal Trade Commission on "Attitude of American Tobacco Company and Imperial Tobacco Company towards the Co-operative Pool," out of which developed the methods of the officers of the Pool in redrying the farmers' tobacco, which is now public property. Therefore comment is superfluous. The entire affair is unfortunate.

Since the holidays this market has sold 378,650 pounds at \$16.74 average, a good average for the tobacco.—R. C. MORTON & Co.

Match Imports and Exports

WASHINGTON, D. C., Jan. 18.—Imports of matches during November in boxes containing not more than 100 matches amounted to 506,395 gross boxes, according to the Department of Commerce, valued at \$187,362, of which the largest quantity came from Sweden.

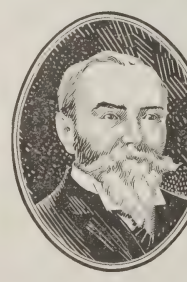
During November also imports of all other matches were valued at \$11,767, of which the largest quantity came from Canada. During the same month domestic exports of matches were valued at \$9,540, of which Greenland took the largest amount.—L.A.M.M.

Farmville Average, \$14.48

FARMVILLE, Va., Jan. 16.—Tobacco sales previously reported, 2,870,785 pounds; average price, \$17.05. This week, 334,314 pounds; average price, \$14.48. Total to date, 3,205,099 pounds; average price, \$16.76.

Sales same date 1925, 2,780,603 pounds.—DUNNINGTON & COMPANY.

Nothing will sell itself; but, it shouldn't be necessary to sell the same man twice on the same proposition... There are thousands of men who were sold on SUNSET TRAIL 5c CIGAR the first time they smoked it.... There are thousands still who haven't had the chance to try.... The Roby Cigar Company of Barnesville, Ohio



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10c to 3 for 50c

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27 Sizes—MADE IN—27 Sizes

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Carthage, Tenn.

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{A B C 5th Ed. Improved

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Can handle all grades in any way desired, on Order or Commission. Personal care given
all business, with special attention to Green River and Burley

Read Tobacco Weekly

Fluctuations in Dark Fired Markets

MAYFIELD, Ky., Jan. 16.—Divergence of speculative opinion as to the future course of dark tobacco prices was illustrated this week by considerable fluctuation at several of the more important markets; but, notwithstanding the daily fluctuations, averages as a whole, with probably the exception of Mayfield, were about the same as the preceding week. The Dark Tobacco Growers' Cooperative Association's large Western District holdings of low grade nondescript leaf reported as being on the market at competitive prices with the same grades in the new crop, continue to be a disturbing factor insofar as the lower grades of leaf in the new crop are concerned. Medium to good tobaccos and trash lugs seem to be in a stronger position.

Auction sales for the week are as follows:

MAYFIELD: Sales for week, 389,455 pounds at an average of \$7.86; for season, 2,496,290 pounds at an average of \$8.40, against an average a year ago of \$10.26 on approximately 2,199,000 pounds. Week's average 47 cents lower than preceding week, which is accounted for by the larger per cent of offerings consisting of the lower grades.

PADUCAH: Sales for week, 496,250 pounds at an average of \$7.99; for season, 2,046,750 pounds at an average of \$7.79. Week's average 8 cents lower than preceding week with considerable fluctuation daily and lower grades constituting a large per cent of offerings.

MURRAY: Sales for week, 347,865 pounds at an average of \$9.38; for season, 1,239,435 pounds at an average of \$10.45, and in addition to the auction sales, receipts from country purchases are reported at 2,561,045 pounds at an average of \$20.06, making total receipts for this market as 3,800,480 pounds.

HOPKINSVILLE: Sales for week, 1,190,800 pounds at an average of \$11.28; for season, 6,540,270 pounds at an average of \$11.41, against an average a year ago of \$12.26 on 3,356,650 pounds. Week's average 9 cents higher than preceding week.

CLARKSVILLE: Sales for week, 1,111,790 pounds at an average of \$14.92; for the season, 4,645,495 pounds at an average of \$14.85, against an average year ago of \$15.35 on 2,903,015 pounds. Week's average 42 cents higher than preceding week.

SPRINGFIELD: Sales for week, 449,745 pounds at an average of \$18.10; for the season, 1,895,725 pounds at an average of \$18.61 against an average a year ago of \$19.46 on 2,257,050 pounds. Week's average 55 cents higher than preceding week.

OWENSBORO: Sales for week, 2,088,570 pounds Green River at an average of \$6.91, and 144,480 pounds Burley at an average of \$14.06. Market reported firm with an upward tendency on all grades, and it is now estimated about 40 per cent of the Green River crop has been marketed.

HENDERSON: Sales for week, 711,180 pounds at an average of \$8.44, which is 8 cents per hundred higher than preceding week. Trash lugs reported as selling from 50 cents to \$1.50 per hundred higher than preceding week. Also good leaf reported in a stronger position.

BOWLING GREEN: Sales for week, 578,305 pounds at an average of \$9.08; for season, 2,325,565 pounds at an average

of \$9.31. Average 67 cents higher than preceding week which is accounted for by low grades largely predominating. Medium to good tobaccos were in a stronger position, while lugs and trash remain firm.—S. B. SMITH & CO.

More Big Sales by Burley Association

LEXINGTON, Ky., Jan. 16.—President and General Manager James C. Smith of the Burley Association announced that he has consummated a sale to the Liggett & Myers Tobacco Company of approximately 30,000,000 pounds of the 1925 crop of tobacco. This sale, together with the one made recently by the Liggett & Myers Tobacco Company within the last few weeks, delivery of the 1923 and 1924 crops, purchased a short time ago by the company is well under way and the majority of the 1925 crop just purchased start immediately.

President Smith announced that he had made additional sales to the selling companies within the last few weeks.

The American Tobacco Company sold 5,000,000 pounds of the 1923 and 1924 crops; P. Lorillard Company, 1,000,000 pounds of the 1923 and 1924 crops, 700,000 pounds of the 1925 crop; United States Tobacco Company, 1,000,000 pounds; Larus & Rydberg, 1,000,000 pounds; B. F. Drying Company, 5,000,000 pounds.

Although no prices were given, it was said by President Smith that satisfactory has been sold at a price which is satisfactory to the association. The recent sales, totaling 42,300,000 pounds together with the 55,162,000 pounds between November 18 and December 1, makes a total of approximately 97,462,000 pounds sold by the association less than two months, with the possibility of other sales in the near future.

Lexington Tobacco Sales Average \$22.33

LEXINGTON, Ky., Jan. 17.—A total of 1,583,005 pounds of tobacco was sold on the floors of the five independent local leaf houses in Lexington last week at \$353,577.66, an average of \$22.33, according to figures of Ben Bosworth, a local tobacco sales.

Week before last 2,079,125 pounds were sold for \$471,167.63, at an average of \$22.66 a hundred.

Heavy snows general throughout the section decreased hauling of tobacco into the market.

Total sales for the season are 1,491,655 pounds for \$2,995,246.92 at an average of \$22.20 a hundred.

The Geary house last week sold 980 pounds for \$92,207.64 at an average of \$24.33.

The New Independent house disposed of 311,055 pounds for \$67,770.44 at an average of \$21.79.

The People's house sold 214,000 pounds for \$46,077.32 at an average of \$21.99.

The Jewell house sold 248,245 pounds for \$54,581.88 at an average of \$22.10 a hundred.

The Virginia house disposed of 248,245 pounds for \$54,581.88 at an average of \$22.10 a hundred.

Sales start Monday morning at 10 o'clock at the Geary and People's houses.

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VIRGINIA, CAROLINA & KENTUCKY TOBACCO

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"Suhling," Lynchburg Lynchburg, Va.

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W. H. SIMMONS & CO.

Packers, Dealers and Exporters

ALL GRADES TENNESSEE AND KENTUCKY TOBACCO

Correspondence Solicited

Change Kentucky Levy on Weed in Storage

PORT, Ky., Jan. 16.—A bill to the levy that may be assessed tobacco held in storage will be in the present general assessor John L. Thurmond, of and Christian counties, it was day.

Thurmond, in announcing that foster such a bill, declared he so because a law passed at session of the legislature had out of this class of property to out of the state to escape the tion. A greater part of the old in the state at the present exempt from taxation by the law during the 1924 session.

The bill to be introduced by Senator Thurmond again fixing the rate at 15 cents on the \$100 will have the support of members of the tax commission, Rainey Wells, a member of the commission, said today.

—*—

Owensboro Outlook

OWENSBORO, Ky., Jan. 16.—Moreland, Withers & Hicks report total tobacco sales for the week: Green River, 2,088,570 pounds; average price, \$6.91. Burley 144,480 pounds; average price, \$14.06. They say:

"We can report little change in general conditions, although prices are somewhat firmer on all grades, with an upward tendency."

The Kentucky and Virginia Leaf Tobacco Company makes comment, thus: "Offerings this week showed no reduction in percentage of common grades. Market held at practically same prices on all grades; common trashes showing some more activity and nearer outside quotations."

Kentucky Tobacco Sales During December

Figures Compiled by State Commissioner of Agriculture

PORT, Ky., Jan. 16.—Clegg Coleman, State Commissioner of Agriculture, reports of sales of tobacco in all warehouses in Kentucky during the month of December, 1925, as follows:

Sale of 1924 or Previous Year's Crop			1925 Crop		
	Pounds	Total Value	Average Price per 100 Lbs.	Pounds	Total Value
Green River tobacco sold for grower	1,286,220	\$314,491.09	\$24.45	24,872,611	\$5,119,266.40
Green River tobacco sold for dealer	164,250	27,487.64	16.75	1,427,214	257,247.36
Green River tobacco resale	286,070	53,870.07	18.13	1,785,566	331,933.11
Green River tobacco and average	1,736,540	395,848.80	22.79	28,085,391	5,708,446.87
Snuff tobacco sold for grower				4,738,354	456,622.70
Snuff tobacco sold for dealer				11,600	1,142.48
Snuff tobacco resale	5,755	281.41	4.89	382,755	38,637.71
Snuff tobacco and average	5,755	281.41	4.89	5,132,709	496,402.89
Dark tobacco sold for grower	620,295	72,845.29	11.71	2,647,875	241,905.32
Dark tobacco sold for dealer	9,545	1,086.15	11.37	38,605	3,388.47
Dark tobacco resale				109,575	9,146.12
Dark tobacco and average	629,840	73,931.44	11.73	2,796,055	254,439.91
Dark tobacco sold for grower				7,857,905	737,488.12
Dark tobacco sold for dealer				324,555	33,118.29
Dark tobacco resale				292,205	19,930.72
Dark tobacco and average				8,474,665	790,537.13
Green River tobacco sold for grower				5,738,550	478,239.92
Green River tobacco sold for dealer				4,430	403.72
Green River tobacco resale				263,465	24,914.25
Green River tobacco and average				6,006,445	503,557.89
Green River tobacco and average	2,372,135	\$470,061.65	\$19.77	50,495,265	\$7,753,384.69

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(INCORPORATED)

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Improved Stick and Apron Drying Machines.

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LEAF AND STRIPS Handled on Order or Contract

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All Grades of Firsed, Air-Cured and One-Sucker

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THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760

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ALL OF THE OLD ORIGINAL

Maccoboy's—Rappees—High Toasts—Strong, Salt, Sweet and Plain

Scotches

MANUFACTURED BY

GEORGE W. HELME COMPANY

111 FIFTH AVENUE, NEW YORK

ESTABLISHED 1881



Send for Samples and Prices

Listed Tobacco Stocks

Closing Prices Monday
Reported by Marketwire

	Bid	Asked
American Snuff	141	143
American Snuff pfd.	100	104 1/2
American Sumatra	11 1/2	12
American Sumatra pfd.	88	105 1/4
American Tobacco	115 1/8	116
American Tobacco pfd.	106	107
American Tobacco "B"	115	115 1/2
Consolidated Cigar	59 1/2	60 1/4
Consolidated Cigar pfd.	95	100
General Cigar	111 1/2	113
General Cigar deb. pfd.	112	118 1/2
General Cigar pfd.	109 1/4	114 3/4
Liggett & Myers	92	92 1/2
Liggett & Myers pfd.	119 1/2	122
Liggett & Myers "B"	92	92 1/2
Lorillard, P.	36 1/2	46 1/2
Lorillard, P. pfd.	112	114
Reynolds, R. J. Co. pfd.	112	135
Reynolds, R. J. Co., "B"	96	96 1/2
Tobacco Products	99 1/2	100
Tobacco Products "A"	111	111 1/2
United Cigar Stores	87	88
United Cigar Stores pfd.	119	121
U. S. Tobacco Co.	57	57 1/2
U. S. Tobacco Co. pfd.	112 1/2	—

The Consolidated Cigar Corporation Offering

Directors of Consolidated Cigar Corporation have authorized an offering of 48,659 additional common shares to common stockholders of record January 22. The offering will be made at \$55 a share, and payment will be called for not later than February 8. As there are 145,977 shares outstanding, each holder of these shares of stock will have the right to subscribe to one new share. A banking syndicate has underwritten this issue.

Proceeds will be applied to retirement of the \$2,500,000 6% notes due January 1, 1928, and leave approximately \$3,600,000 preferred the only security outstanding senior to the common shares.

The company is in a strong position, with no bank loans and current assets approximately 30 times liabilities.

Retirement of the notes will place common stock in line for substantial dividends. Earnings for 1925 on the 977 shares outstanding, after interest on notes, preferred dividends, taxes, and depreciation, are estimated at \$8.50. Prospects for 1926 are for an increase and the usual suspension of operations for inventory purposes around January 1 has been much shortened to enable the company to keep pace with its business.—Wall Street Journal.

Inactive and Unlisted Stocks
Closing Prices Monday
Reported by Stone, Powers & Co.

	Bid	Asked
American Cigar	115	116
American Cigar pfd.	93	94
Bayuk Cigars	43	44
Bayuk Cigars 2nd pfd.	99	100
British-American Tobacco	29 1/2	30
Continental Tobacco Co.	149	150
Eisenlohr & Bros. com.	18	19
Eisenlohr & Bros. pfd.	94	95
G. W. Helme Co., new	68	69
G. W. Helme Co., pfd.	114	115
J. S. Young	124	125
J. S. Young, pfd.	103	104
Imperial Tobacco	24	25
International Cigar Machine	65	66
Johnson Foil	80	81
McAndrews & Forbes	184	185
McAndrews & Forbes pfd.	100	101
Mengel Co., com.	48	49
Philip Morris	21	22
Porto Rican A. T. Co.	71	72
Universal Leaf com.	68	69
Universal Leaf pfd.	99	100

Reynolds Distributors Likely

By retiring the issue of \$20,000,000 per cent preferred last fall, directors R. J. Reynolds Tobacco Company cleared the decks for action favorable to the holders of its junior stocks. Then the common and Class B common. (Continued on Page 43).

See The
Connecticut Valley
Tobacco Association
Exhibit

at the

TOBACCO EXPOSITION

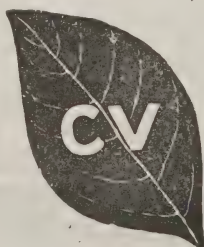
Grand Central Palace, New York City

JANUARY 25 to 30, 1926

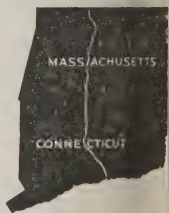
The Connecticut Valley Tobacco Association, Inc.

225 State St., Hartford, Conn.

Members of the trade will be welcome to make Space 32 their headquarters for the show.



We will have salesmen on hand, and a liberal supply of samples.



Connecticut Mart Draws Many Big Tobacco Men

Week of Year Was Busy Period—Considerably Larger
 me of Business Done Than for Some Time—Spirit of
 nism Pervades New England Cigar Leaf Center.

Jan. 16.—The second week
 was even busier than the
 siderably larger volume of
 done than for some time;
 tone prevailed on all sides,
 mity, about everybody was in-
 tlik that the depression lately
 ou the cigar leaf market, was
 ent that much better prospects
 sit for all.

joy of our visitors were
 sitors. Many of them had
 made up to buy, and buy,
 ut as usual, they "kicked"
 ices, and the lack of cheap-
 e binder types, which have
 rplentiful, because so many
 into stemming grades early
 and the same thing is re-
 its' this year in the packing
 925 rop.

main reasons for this is be-
 or is not over-abundant, and
 le high, so much so, that it
 to spend the extra packing
 p tobacco which can be sold
 and thereby being taken out
 aking channels or uses.
 e users of this grade are
 go without our product.
 enerally buy, though, in
 lot at the prices asked and one
 go features is, prompt ship-
 ot immediate needs for in-
 t of cigars, with good pros-
 ead for steadily increasing de-

in measure, is the barometer
 onds the cigar leaf business
 in the writer remember a
 nence average cigar manufac-
 re or statistics or crop reports,
 ight tobacco when he needed it
 ight that suited him, at the best
 id get at that time.

go the 1925 continues, and sev-
 ivers in the field during the
 a, with prices ruling higher
 mo's ago. Sorting shops are
 y running shorthanded and wage
 haned per day per man, and
 ince increases packing costs.
 hing together with a large per-
 of if grades, send the costs of
 d styles away up above original
 nsnade before we knew what
 of the crop would be. Hence
 hes grades are ready to sell,
 will t be low but the fineness of
 an the extra yielding qualities
 re an make up the difference
 e, as users will be inclined to
 en a supply. Should this hap-
 in 19, crop will be off the mar-
 cker than any crop in the last
 year for the total packing will
 anyere near the large number
 s priced for it during the fall
 e, the crop was still in the

proed reduction in cigar tax
 re a markedly good effect on our
 ngla. cigar industry and cause
 e) the use of Connecticut's
 o the most of our manufac-
 made he class C grade of goods
 lat), which had to retail at 2
 i, wi so small a margin to the
 eather were not inclined to
 the gids or even display them;
 erin them when called for.

Seen in the Market Place

ing i; many buyers here this
 ere e following: Fred W. Mil-
 eincin, O.; A. Brudon, Cleve-
 Kimer of Bayuk Cigars, Inc.;

L. Grabosky, of G. H. P. Cigar Co., Phil-
 adelphia; S. Weinberg, Philadelphia; G.
 W. Lentz, Baltimore; J. G. Fisher, Han-
 over, Pa.; B. Schwartz, Ephrata, Pa.,
 now with Congress Cigar Company,
 Philadelphia; Leo Hirsch, L. Leopold,
 P. R. Lowe & Son, M. L. Gershel, J.
 Arens, H. Oppenheimer, A. I. Mendel-
 sohn, Harry Bloom, of "Natural
 Bloom"; Frank and Julian Bach, Jack
 Jacoby, Ch. Meissner, H. Cohn, B. G.
 Davis, M. Alvarez, D. E. Klein, M.
 Regensburg, Jack Marqusee, H. Jeffers-
 on, of Lorillard, New York; R. Whalen
 Hatfield, Mass.; Pfalzgraff & Bro., York,
 Pa., and last but not least, Jas. Cullman,
 Sr., of Cullman Brothers, New York.

Hartford has always had a pretty
 good record as a healthy city, but cer-
 tainly these gentlemen above listed, did
 not come here for their health, (though
 some of 'em did consume a lot of Poland
 water!) Readers can draw their own
 conclusions as to what brought them
 here, but tobacco seems to have been
 the magnet—and more a-coming next
 week.

Association Notes

According to reports this was one of
 the busiest weeks in over a year insofar
 as sales of old leaf are concerned, and
 rumor has it that several very large
 blocks of both 1923 and 1924 crops were
 sold, and at price levels well main-
 tained.

Payments continue to go out to
 growers for the stemming crops and
 grades, and advances also on packed
 crops which have been appraised, thus
 helping to relieve somewhat the financial
 stress some growers were under.

It is yet too early to do any accurate
 guessing as to the cut in 1926 acreage,
 but it will be much greater than some
 people think at present.—NUTMEG.

Shadegrown Moves Quickly With Strouse & Holzman

Over the stock taking period the de-
 mands for Connecticut shadegrown have
 quickened, rather than lessened, as ex-
 pected. All Connecticut handlers are
 therefore vastly surprised and much
 pleased. Strouse & Holzman, 197 Water
 street, New York, are among the fore-
 most of these shade specialists, and their
 business this January will undoubtedly
 surpass that of the first month last year
 by a very broad margin.

Greece Revises Tobacco Tax Schedule

WASHINGTON, D. C., Jan. 19.—By a
 decree which becomes operative Febru-
 ary 1, 1926, all internal taxes on tobacco
 in Greece, except the forced loan tax,
 have been abolished, according to a ca-
 blegram received at the Department of
 Commerce from Acting Commercial
 Attache C. E. Dickerson, Jr., at Athens.

The present internal taxes are to be
 replaced by taxes on tobacco products
 of 16 per cent of the sales price, plus
 10 per cent thereof as the forced loan
 tax, making a total of 17.60 per cent
 of the sales price.

The export duty on tobacco remains
 at 2 per cent ad valorem.

At present a consumption tax of 15
 per cent ad valorem is collected on leaf
 tobacco. On first quality cut tobacco
 and cigarettes, and on cigars the present
 tax amounts to 172 drachmas per kilo;
 and on second quality cut tobacco and
 cigarettes, to 132 drachmas per kilo. In
 addition a number of other taxes are
 being collected.—LAMB.

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Herbert Tareyton



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about them
you’ll like”*

TAREYTONS ARE A QUARTER AGAIN

Venezuelan Tobacco Production

NGTON, D. C., Jan. 5.—American Tobacco Co. reports that the Department of Commerce has estimated that the tobacco grown in Venezuela is a cigar type, although more of it is used for cigarettes than for cigars, further:

The trade recognizes four classes of leaf. The first two classes are wrappers, the third for binders, and the fourth for fillers.

Planting and Harvesting

General plan of planting of the tobacco, and the operation must conform to the conditions, varies with the seasons. The beginning of the heavy rains occurs at different times in the different tobacco regions. The planting must be far enough in advance of the heavy rain to allow the young plants to develop to the strength enough to withstand the washing effects of the heavy rains. The most parts of Venezuela plant tobacco about the first of September, according to the region. The conditions of the year, however, in September, October and November, in the State of Yaracuy planting is in December, January and February, in the State of Falcon, and in the State of Falcon, and its aridity, planting is performed in April, May and June. Sixty days after planting the plants are ready for transplanting, and the first harvesting may be said to begin in six months thereafter.

Production

It is possible to state the acreage of tobacco culture in Venezuela. Such statistics never have been available. The crop is raised by a large number of small farmers, and some of them grow cacao, coffee, and other plants. Some of them have devoted some land to tobacco. There are there available any data as to the production of tobacco in Venezuela, as shown by the "Resumenes

Estadísticos de los Estados y Distrito Federal," compiled by the Ministry of Fomento of Venezuela, was estimated to be 9,327,109 pounds.

Imports and Exports

There is no importation of leaf tobacco into Venezuela, since the local production satisfies the demand in regard to quantity and quality. During the first six months of 1924, the latest statistics available, there were imported 338 kilograms of cigarettes, 266 kilograms of cigars, and 159 kilograms of other manufactured tobacco, chiefly smoking tobacco. At present Venezuela consumes the greater part of all the tobacco it raises, and exportation is the smaller factor in the disposition of the crop. The prices paid by foreign markets for Venezuelan tobacco is low, in fact considerably under the average local prices, indicating that the tobacco exported was of an inferior grade or that it was shipped abroad in consequence of an overstock. This observation applies chiefly to the tobacco sent to Germany, the largest customer.—L.A.M.M.

Salvation Army and Cigarettes

Editorial from New York American

The Salvation Army is planning a national crusade against tobacco in general and the cigarette in particular. If it carries out his plan, we think the humanity loving heads of that benign army will make the first tactical mistake that they have ever made.

The great thing about the Salvation Army is its simplicity and oneness of aim—its mission to boost and not to knock. It has never asked why those it sought to lift were sick or hungry. It wanted to help them, not moralize to them. It has given aid or comfort to

countless thousands who were friendless or in need, and has always been, first, an angel of mercy, after that, a reformer.

Everybody loves a real angel of mercy and most people dislike a reformer. The Salvation Army will, therefore, change its character or at least change in some degree the popular attitude towards it if it becomes a militant crusader to reform millions of people's habits, including the habits of many worthy people.

Salvation Army leaders should realize, when the enlightened head of such an important women's college as Bryn Mawr decides to set aside one room in each dormitory for girls who wish to smoke, and when the student body of another important woman's college, Wellesley, petitions the faculty to do the same thing, that the practice of smoking has become so general that while it may be wisely regulated and should be individually controlled, it cannot be entirely forbidden.

The head of Bryn Mawr College dislikes smoking, but she is a wise woman. The beauty of accepting the inevitable in such an institution, as in a home, is that it helps to establish co-operation between the heads of the family and the younger ones, instead of conflict and secret evasion.

If the Salvation Army diverts its vast energies and benevolence to concentrate its attention upon one of the least harmful and most common of human indulgences, the world and it will be the loser, not the gainer. And the Salvation Army will for the first time in its wonderful career fail in an undertaking.

Gershel Opens The Hartford Season

Now that the crop year has been officially opened by M. L. Gershel, of New York, the Connecticut market will proceed to do some real business.

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals

of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except in countries with the silver standard, where parity fluctuates with the price of silver.

Closing Rates Monday

STERLING—Par	\$486½ per sovereign.
Demand.	\$485 13-16 Cables. \$486 5-16
FRANCE—Par	19.3 cents per franc.
Demand.	3.76¼ Cables. 3.77
ITALY—Par	19.3 cents per lira.
Demand.	4.03¼ Cables. 4.04¼
BELGIUM—Par	19.3 cents per franc.
Demand.	4.53¼ Cables. 4.54¼
GERMANY—Par	23.8 cents per mark.
Demand.	23.81 Cables. 23.81
AUSTRIA—Par	14.07 cents per schilling.
Demand.	14.125 Cables. 14.125
DENMARK—Par	26.8 cents per krone.
Demand.	24.84 Cables. 24.86
GREECE—Par	19.3 cents per drachma.
Demand.	1.36¾ Cables. 1.37¼
HOLLAND—Par	40.2 cents per florin.
Demand.	40.18 Cables. 40.20
HUNGARY—Par	20.3 cents per crown.
Demand.	.0014¼ Cables. .0014½
NORWAY—Par	26.8 cents per krone.
Demand.	20.34 Cables. 20.36
SPAIN—Par	19.3 cents per peseta.
Demand.	14.15 Cables. 14.16
SWEDEN—Par	26.8 cents per krona.
Demand.	26.75 Cables. 26.77
SWITZERLAND—Par	19.3 cents per franc.
Demand.	19.31 Cables. 19.32
CHINA—Cents per silver dollar for Hongkong; per tael for Shanghai and Peking.	
HONGKONG—Demand	58.63 Cables 58.75
Peking—Demand	78.25
Shanghai—Demand	74.50 Cables 74.63
PHILIPPINE ISLANDS—Manila: Par	50 cents per silver peso.
Demand.	50.00 Cables. 50.125
JAPAN—Par	49.8 cents per yen.
Demand.	44.38 Cables. 44.50
ARGENTINA—Par	42.44 cents per Argentine paper dollar.
Demand.	41.375 Cables. 41.50
BRAZIL—Par	32.45 cents per paper milreis.
Demand.	14.87 Cables. 14.93

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Havana Tobacco Market Shows Greater Activity

Various Buyers Secured Considerable Lots of Good Leaf
Large Shipments Made to Spanish Contrata—Storm
Age May Not Be As Large As First Reports Indicated

HAVANA, Cuba, Jan. 14.—This last week was somewhat livelier than the two or three preceding weeks.

A very active buyer was Gerardo Smith, who bought tobaccos, mostly for stripping purposes from different sections and different houses. He bought and received several hundred bales of Remedios 3rd Caps., Vuelta Abajo 14as and Puntillas.

Echevarria & Perez finished registering around 2,000 bales of 1st and 2nd Caps. bought some time ago from Kaffenburgh's Son. From Joe Smith they bought little over 200 bales of Remedios 3rds, 8as and 6as.

A heavy buyer of low grades for cigarette purposes was Diego Trinidad, for his firm, Trinidad Hermanos, Ranchuelo. This operator bought not only Remedios Manchados, but also Vuelta Abajo low grades, and while he escaped for a few days to the country on account of the heavy rains in Havana, he returned right away and is in the market again. His competitors in the same Province of Santa Clara, Mauri of Trinidad, are not less active and can be seen daily in the market, having bought, so far, several lots of Remedios Manchados. Other buyers for cigarette purposes are La Moda and Calixto Lopez, who are looking for the same grades.

Shipments to Spanish Monopoly

Sobrinos de Antero Gonzalez, the representatives of the Spanish Contrata, have made large shipments with direct Spanish steamers and are still active in the market, buying cheap, low grades wherever they can find them. A few days ago they also bought a few lots of old Remedios 8as in the Calle Dragones, one from their relative, Abelardo Cuervo, and another one from Constantino Junco.

A few days ago Marco Fleischman, from Rossin & Company, New York, arrived, and, although he or Don Manuel A. Suarez & Company have not registered any tobacco to speak of, it is said, that they "compromised," or rather bought, several large lots, subject to registration. As there are still large lots of Remedios 1st and 2nd Capaduras in the market, it is very likely that Mr. Fleischman will not leave Havana without having bought and received a couple of thousand bales, as prices, considering the larger shrinkage at this time of the year, are very reasonable. From Vigil & Corzo, M. A. Suarez bought a lot of 3rd Capaduras.

A few days ago Sidney Rothschild arrived from the North, where he spent the holidays as he does every year. The trade was glad to see Mr. Rothschild in Havana again.

Mark A. Pollack's new building is

making remarkable progress which, however, does not keep Mr. P. from being active in the market. Notwithstanding the large quantities of Remedios bought up to this time, Mr. P. has been open for further quantities, and Mr. Fleischman's intention to also buy of this grade, he ought to lose no time.

Weather Conditions Cause Anxiety

The weather condition during the last ten days has kept our trade very much interested and busy getting all the latest information from all sections. On Friday and Saturday some houses received telegrams from Vuelta Abajo, the most the entire crop was lost and telegrams from the Northern Contrata V. A. confirmed this news. From Puntillas news came that the continuous rains have done an immense damage, especially in Guira de Melena, Arimao, Alquizar, etc., and that cutting had been interrupted. As it is general case, our farmers and sometimes our tobacco trade, see things worst than they are. As all tobaccos on the island were not planted the same time, they are not all in the same state. Some have not been planted the same time, some have not been planted the same time, the consequences must have been somewhat. So some people Vuelta Abajo claimed, that if it had rained we should have a good, cold breeze, the rain would have been a welcome one.

Now, just as these farmers who are interested have happened. Right after the rains ceased, a really cold "spell" arrived and still today it is rather cold, like a weather coming in more favorable. One day and people in the country began to feel fine and confident again. Just this, it is not a dry kind of cold as the sky is clouded continuously and the prospects are, that within a short time it may rain again, or rain cease a while a bit, which would be rather. However, there is no doubt that the excessive rain has done some damage wherever tobacco was ripe for cutting and especially the farms covered with cheesecloth must have suffered a great deal, as here the high grown upland were thrown over and in other cases the tobaccos were past the time of cutting, and fast becoming over-ripe. Puntillas has this year an immense crop, people say that with entirely favorable weather conditions we would have had wrappers for three years, which might be somewhat exaggerated, but yet I think that the Partido section cannot "kick" about its crop. With the Vuelta Abajo nor Semi Vuelta, far. I say "so far" because a final conclusion can be made before the tobacco is hanging in the tobacco out or still better, "in pile."

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from some sections, before the rain started in Havana and Pinar del Rio, reports arrived that it had around Guaymas and Cabaiguan, other sections, Zaza del Medio for reported absolutely dry weather a few days ago also from all regions, including Zaza, Guaymas, Santa Clara, Placetas, etc., arrived, saying that it had rained plenty. The readers, however, remember that in almost the entire section there was a certain posturas, (seedlings), and that seedlings had to be imported from sections such as Vuelta Abajo and Now, these young seedlings, have to be treated like new born children, had to be in the first place on the trains and in the place the fields, on account of the in these sections, were not in condition to make planting a for which reason many farmers have to have the largest part of seedlings. Farmers who planted at the beginning with favorable conditions and the late have developed their plants very well, these people were able to make a good first cut, which most probably produce a good proportion of developed leaves of light character. The weather keeps on, the Capadura will also deliver well developed leaves. As to the quantities of different crops, it is entirely too early to make any statements, as all depends on further development of the weather on this and next month.—GALLO.

Tampa Tidings

TAMPA, Fla., Jan. 16.—The condition of the books of the 250 cigar factories in Tampa are in very good shape, it was announced by W. R. Taylor, divisional chief of internal revenue, who, with the assistance of fifteen revenue men from different parts of the state, completed the work of checking the annual inventories of all the cigar factories here.

The work was finished in less time than was expected. The force of men arrived here on New Year's Day and at that time expected to be here ten days or more. The men living outside of Tampa returned home a few days ago.

Chief Taylor said the amount of finished products on hand in the factories was unusually low. He declined to offer an opinion as to whether that condition presaged an abnormal business or whether it was due to the strike which affected some of the factories last year.

The December cigar production in Tampa, as indicated by stamp sales, was:

	Cigars	Stamps
Class A	9,304,140	\$37,216.59
Class B	966,400	5,798.40
Class C	19,173,090	177,557.81
Class D	6,332,200	75,984.30
Class E	342,560	5,138.40

Total..... 36,118,390 \$301,695.50

Tobacco continues to lead in value of imports at the local customs house, but a slight loss for 1925 over the amount shipped here is indicated in statistics of the office.

Comparative statements for the calendar years of 1924 and 1925 are as follows:

	Tobacco Imported	
	Packages	Pounds
1924.....	45,632	5,269,492
*1925.....	45,918	5,016,706

*December figures estimated

Tampa Association Elects Officers

Jose Arango has been elected president of the Cigar Manufacturers' Association of Tampa for 1926. Other officers are Manuel Perez, vice-president; A. Ramirez, secretary, and A. L. Cuesta, Jr., secretary.

Directors of the association are F. R. Diaz, Mariano Alvarez, Manuel Garcia, Tom Morgan, Celestino Vega and Domingo Quintana.

The association is optimistic in its belief Congress will approve the reduction of the cigar tax, according to Mr. Ramirez. A letter has been received from Representative H. J. Drane, he said stating he and Senator D. U. Fletcher are working for the passage of Senate amendments to the House revenue bill that provide a reduction.

Cigar Factory Burns

Fire recently destroyed cigar factory No. 101, operated by Gonzales and Mendez, at 2812 Twenty-second street, rendering a damage estimated at from \$12,000 to \$15,000. Origin of the fire was undetermined.

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Cincinnati Trade Making Good Start With Year

First Half of First Month Lends Much Encouragement to the Tobacco Industry—Leading Manufacturers Report Increased Business in 1925—Jobbers Made Good Gain.

CINCINNATI, O. Jan. 16.—If one may judge by the business performance of the first half of the first month of the year it seems safe to predict that 1926 is going to be a whole lot better than its predecessor. Those on whose shoulders rests the duty of making sales have taken up their work with increased determination and vigor, and this, as all know, is more than half the battle for an increase.

After taking stock and closing books for the year, leading manufacturers report an increased business in 1925, compared to the previous year, it being as much as 25 per cent in some cases and in no case less than 10 per cent. Nevertheless, the production in the district was, according to reports of the Collector of Internal Revenue, less in 1925 than it was in 1924. This seeming discrepancy is accounted for by the theory that while the larger and more powerful manufacturers are gaining ground the small and weaker manufacturers are slowly losing ground.

Jobbers Show Progress

Undoubtedly the jobbing branch of the trade made a good gain in 1925. Inventories have been taken and books have been closed for the year, and the actual facts are known. The average gain seems to be approximately 20 per cent, based on actual information given out by accountants. Jobbers report that business has been getting livelier ever since the first of the year, and all see every indication of a continuation of the present upward business trend. Nothing in the nature of a boom is expected, nor is there any desire for an unhealthy condition of this kind, but there is a confident feeling that the point of normalcy is near at hand.

Detail Demand Growing Better

After passing through the usual post-

holiday lull, retailers find the demand getting better. Through receiving Christmas presents of cigars and tobacco Father and Hubby and Brother always have a lot of stuff they must smoke up, give away or throw away before they buy any more, and for this reason the retailers' cash registers get a little rest. But all of the "gift smokes" are gone now, and trade is back to normal.

Mr. Brown's Promotion Pleases Friends

Cincinnati friends of Greson J. Brown were glad to receive the news that on January 12 he was made vice-president of the American Cigar Company, and at the same time re-elected president of the J. B. Moos Company of this city. A year ago he was made a director of the American Cigar Company, and at that time he went to New York City. His success during the year resulted in his being elevated a step higher, to the vice-presidency of the American Cigar Company, said to be the largest concern of its kind in the world.

Glad and Sorry, Too

Charles O'Donnell, who for a long time has represented Philip Morris & Company in this territory, has been made district sales manager in the state of Michigan, with headquarters in Detroit. His many friends here are glad to hear of his promotion, but at the same time they are sorry that he has been transferred.

Dies Suddenly

John Andrew Smith, 62, president of the Smith & Johnson Manufacturing Company, machinists, who do the construction work on the Robey cigar machine for the Robey Manufacturing Company, died suddenly January 8. He

had completed arrangements for a trip to the West Indies, on which he expected to start in a few days.

To Concentrate Attention

Joseph Klein, representative of Larus & Brothers Company, of Richmond, Va., will in the future devote all of his time to the trade in the northern part of Ohio, as demanded by its growth. In the future the Cincinnati trade will be looked after by Mr. Thomas, the Indianapolis representative of the company. Mr. Klein and Mr. Thomas were here a few days ago calling on the trade, the former introducing the latter to his customers and bespeaking their future patronage.

Henry Weigand, of the Penn Tobacco Company, Wilkes-Barre, Pa., has been spending a few days in the Covington loose leaf burley markets, where he is reported to have made some large purchases.

Always Room for Needless Worry

"There is always something new for the misguided mortal who is everlastingly hunting something to worry about," remarked the jovial and genial cigar manufacturer who always is busy in his factory down in the bottoms. He does not want his name used this time, but the reader will know who it is. "First comes the news that the W. C. T. U. is on the warpath against the sale of cigarettes. Being a cigar man and not a lover of the alleged 'coffin nails,' this is not exactly my funeral. But on top of this comes the news that hypnotists are forcing smokers to quit using tobacco, and this is going a step too far. True, the dreadful tidings come from Russia, but we must not forget that the world is getting smaller every day, and in a year or two Russia will only be a few hours away. Now how would you like to have some wild eyed meddler come in and hypnotize you just after you had lighted a fine Chamber of Commerce and settled yourself down for a quiet smoke? Just think of it, they make their subject imagine that the cigar has an onion flavor, or perhaps garlic? Where is the maker's reputation going to be

after that? I ask you—where? This bunch of Bolshevik doctors utters a notation to make a man stop drinking. Well, that won't be necessary over here. A man either stops or he gets pop. I'm not interested in that, anyway. Nevertheless and notwithstanding the world is getting better and better every day in every way—and so are my customers. I'm going to keep on being an onion, even if they make it a capital offense.

Covington Burley Sales

In the Covington, Ky., loose leaf market this week there was an offering of 321,545 pounds of new burley crop with 15,470 pounds rejected, making total sales 306,075 pounds, which averaged \$59,918.77. A strong manufacturing demand persisted, and in the main the sales were satisfactory to sellers. At the Covington loose leaf warehouse the offerings were 207,335 pounds; rejections 4,000 pounds; sales, 203,035 pounds; received, \$40,276.52; average per 100 pounds, \$19.84; high, \$40; low, \$4. At the States Loose Leaf Warehouse the offerings were 114,210 pounds; rejections 11,440; sales, 102,777; received, \$642.55; average per 100 pounds, \$6.42; high, \$31; low, \$2.—WALT.

Calling Out the Guard

When William Mathias and John Powell went down to the boat launch for their trip to Jamaica, in the West Indies, the Buffalo jobber at Hargraff tobacco man were escorted a dismounted cavalry troop, a lot of artillery, minus the guns, and a battalion of infantry. All this pomp and ceremony was caused by E. M. Freeman of Sidney J. Freeman & Sons; S. Manheimer, of Kaufmann Brothers; T. Taylor's Romeo office; Irwin Taylor, of G. S. Nicholas & Sons, a Martin of V. Guerra Diaz & Company who composed the army of soldiers who needed only the Seventh Regiment band to complete the big parade.

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Don't forget the Carnival of the National Board Tobacco Salesmen's Assns., Wednesday, January 27th, at 10 P. M. at Clover Gardens.

Wisconsin Tobacco Activities Checked by Snow

Buyers Continue to "Hit" Roads Where Passable—Prices Show No Indication of Receding from High Levels—Pool Grades and Prices on Southern.

Wis., Jan. 16.—The week some severe winter weather, and buying have been checked on account of snows. Buyers have continued to roads wherever they were passable in some instances, but not held up the greater part of the week. It was not shown the slightest weakening, and have been at the exceedingly high level of the buying season. Buyers have given up hope of the winter wants filled with the '25 and these include some of the largest that do business in this way, this season has no way to be compared with. It is the first year in the history of the tobacco companies of the first half of a banner crop of the great avidness of some companies for the banner crop of the terrific price and the fact that few companies maintained in the winter last fall did not last long, as companies did not follow the half that participated in that move. Majority of those companies that bought the field buying of August and September did not join in the buying in December in both the southern fields until early in January. A few others have completely out of it because they at prices would sag nearer they were hoping to buy at. The independent farmers are not sold out, prices are getting difficult if anything. They have remained at 25 and five for northern, and twenty and for southern, and eleven cents for southern in each area.

Grades on Southern

Pool grades on southern '25 in a grade for each cent from 13 to 25 cents, except sixteen cents, twenty cents and twenty-four cents. They were only fillers out:

Per Lb.	Grade	Per Lb.
13 cents	B3F....	19 cents
14 cents	B2F....	20 cents
15 cents	B2L....	21 cents
16 cents	B1F....	23 cents
18 cents	B1L....	25 cents

In giving this year differs in that any crop is not assorted to determine the percentage of rags and in it, which previously was and a separate price around ten a pound. This year the whole goes as farmers' order at the price grades shown above.

General Cigar Company is to come asisting at Prairie du Chien and Monday. Jefferson will come at Sparta the same day. The American Leaf Tobacco Company is asing a Tomah. Scott is asorting a fu crew at Stoughton for Rose. The American Cigar has a cre asorting at Sparta, and at the warehouses at Edgerton will be by the time this is in print. M. C. Cullman, Fendrich and several Pool warehouses, and dependents all over the state are in full blast.

The Pool recalitrants are hammering in to press at the Pool. Some of the fruit of the Pool propaganda has had years is now appearing as coming to the embattled farmers. Pool was formed on premises of the had, and the "big companies"

were the bogeys used to whip the farmers into line. Now the Pool rebels are accusing the same "big companies" of rushing in hurriedly with "big buys" for the Pool in order to save their bonanza from disruption, because they do not want to see their "free storer tobacco" wiped out.

Selmar Neprud, former big gun of the Pool, comes out of the long spell of oblivion to which the Pool consigned him with a bomb shell that is rocking the Pool ranks. He dooms the Pool movement to failure, and says that the only way it can be successfully run is to have a separate Pool for both the northern and the southern districts. That this will be the only way to get enough farmers in the north to re-sign the pool contract, and any pool that did not hold a majority of the northern growers is foredoomed to failure.—BADGER.

Crops and Production Show Variations

WASHINGTON, D. C., Jan. 18.—Final estimates by the Department of Agriculture indicated a total production of tobacco in 1925 of 1,349,660,000 pounds, as compared with a yield of 1,242,456,000 pounds in 1924, according to the Federal Reserve Board. The Board continues: "This increase in the aggregate output was due principally to larger yields in the Richmond, Cleveland, and Atlanta Federal reserve districts. In Kentucky, the largest tobacco-growing state, the final output was approximately 3 per cent smaller than in 1924 and was the smallest crop in recent years. In North Carolina, on the other hand, the second largest producing state, the crop was 30 per cent larger than in 1924, and the increase in the total production for the country was due largely to the increased yield in this state. The quality of the crop is somewhat lower than that of the previous year and prices at the beginning of December averaged 18.3 cents a pound, compared with 20.7 cents a pound a year earlier. Marketing of the 1925 crop continued to increase in November of last year. Sales early in December of approximately 5,500,000 pounds of re-dried 1923 and 1924 Burley tobacco were reported by the Burley Tobacco Growers Association. "Production of tobacco products in November declined from the large volume in October, and the output of all products except cigarettes was smaller than last year. For the 11 months ending with November, production of cigarettes continued to increase and exceeded the volume of 1924, but the production of cigars declined."—LAMB.

P. Polumbaum Joins Dutch Master

As a buyer with the leaf department of the Consolidated Cigar Corporation, New York, Philip Polumbaum has joined the staff of the manufacturers of Dutch Masters. He was formerly associated with the American Sumatra Tobacco Company.

Boston Buyer Cuba-Bound

From Boston came Mortimer Gryzmish, of Alles & Fisher, bound for the leaf parts of the Cuban capital last week. He will endeavor to secure sufficient tobacco to assure the J. A. cigar its permanent prestige of quality.

We Will STRIP Any TYPE Tobacco for You
Stripped Pennsylvania Fillers
ALWAYS ON HAND—PRICED REASONABLY
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NEW PROVIDENCE, PA.

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Lancaster Tobacco Growers Survey Conditions

The 1926 Crop Not Yet Attracting Buyers—Much Tobacco Stripped and in Fairly Good Condition—Association Members Engage in Heated Discussions.

LANCASTER, Pa., Jan. 16.—A survey of conditions in different parts of Lancaster County was conducted among the growers who attended the meeting of the Lancaster County Tobacco Growers' Association last week, and revealed the fact that buyers have not as yet been in the field in any section to contract for the 1925 crop.

Growers estimate that from one-third to one-half of the crop is stripped, and that the tobacco is in fairly good condition. The quality will reach the average for the past five years, while the yield per acre may exceed the average yield for the five year period.

The course of events at the meeting showed definitely that the Association has turned the corner. Where it is going to is hard to say, but certain it is that it is going in a new direction. This organization of growers is about thirty-five years old, and was formed with purely educational purposes in mind. It has a remarkable series of accomplishments to its credit and has served the growing interests to their distinct advantage in more than one crisis.

Noted for Conservatism

In its attitude toward the various movements for organized marketing which have from time to time claimed the interest of Pennsylvania tobacco growers, the Association has always remained conservative, assisting such movements, however, wherever assistance was possible.

For the past several years the Association's members have been divided into two camps on one question: whether or not packers or grower-packers should be allowed membership in the organization. Many independent packers are also land owners and tobacco growers, and have long been members of the Association and furthered its progress. Op-

position to packers of any sort being members of the organization seems to have finally crystallized, however, for it is understood that practically all members with any packing affiliations whatever have withdrawn from the Association.

Storm Signals Up

January marks the annual meeting of the Association, and if this first meeting is indicative of what lies ahead, the growers are in for a stormy year. Heated discussion among the members was precipitated at several points during the meeting by the question of organizing the grower interests. One of these discussions centered about R. L. Kimbrough who advanced a plan whereby buyers could be "forced" into the market to buy the new crop at good prices. The reception granted this suggestion may be judged from the fact that Kimbrough's resolution was tabled before coming to a vote.

Weaver Gets Vote of Thanks

John Weaver, retiring president of the Association, was given a vote of thanks for his eight years' service, and responded by urging the members to cooperate in every way possible with the independent packing interests. New officers elected were: Louis Cramer, president; L. Rupp, vice-president, and Otto Olson, secretary-treasurer. New directors elected are: H. H. Engle, Mt. Joy; H. S. Hershey, East Petersburg; J. H. Hostetter, Millersville; George Hilton, Gap; J. H. Walker, Christiana; John F. Weaver, Lancaster R. D. 6; J. C. Brubaker, Lititz.

Prize Winners

J. H. Hostetter, Millersville, was the big winner in the annual tobacco show held by the Association. He carried off both first and second prizes in the cigar leaf binder classes, L. H. Gochenauer

winning third prize. Prize winners in other classes were as follows: Class 1 fillers: first, John Cassell; second, J. H. Walker, Christiana; third, L. H. Gochenauer. Class 2 fillers: first, John Cassell; second, D. W. Grube; third, J. F. Weaver. Farm fillers: first and second prizes, J. F. Weaver.

Contracts taken by officials of the Pennsylvania Tobacco Growers' Cooperative Association during this year will be subject to the suspension authorized by the membership last October for the 1925 tobacco crop, it was decided by the Board of Directors at a meeting last Friday night. Beyond the action taken on the suspension clause of the contracts, only routine business was transacted. Secretary T. W. Kemp stated that the organization will remain intact in event any emergency should arise. At the present time, he said, no such emergency exists.

A meeting of the membership of the Co-op will be held sometime during July, it was decided, and at that time, if conditions warrant, action will be taken by the signers of the contract on the provisions of the agreement for marketing the 1926 crop of tobacco. A resolution on the death of Charles A. Greider, of Mt. Joy, a director of the co-operative, was adopted.

Nissly Matters Cause Furore

The failure of the affiliated interests controlled by the firm members of E. L. Nissly & Sons, well known tobacco dealers of Florin, is causing a furore in local tobacco circles. It is rumored that the failure of the allied interests of Eli L. Nissly and his two sons, E. J. Nissly and H. Roy Nissly, was caused almost solely by the Nissly Swiss Chocolate Company, which was owned by the Nisslys.

Recent developments in the financial troubles of the three Lancastrians include the appointment of Israel Hershey, of the Hershey Chocolate Company, and Fred Klein, of the Klein Chocolate Company, as appraisers of the Nissly plant. Following the appraisal, the plant will either be sold or will be operated for the benefit of the creditors. Last week the Nisslys made formal

acknowledgement of their position when they gave judgement prothonotary's office to John Nissly, trustee for the creditors, in the sum of \$600,000. Assets are said to be \$790,000.

Arrangements have been made for the appraisal of the El-Recco Company, of Greensboro, N. C., which also owned by the Nissly interests. It is understood that the plant is valued to be worth \$85,000. The Commercial Bank & Trust Company has been appointed receiver for the El-Recco Company.

E. J. Nissly was dropped out of the Florin Trust Company's annual election of officers held last week. Directors of the institution included D. W. Wolgemuth, name successor. E. J. Nissly is vice-president of the Nissly Swiss Chocolate Company and also a member of the tobacco company of E. L. Nissly & Sons, two of the companies caught in the smash.

Tobacco Burned

A spectacular fire causing a loss in Stevens, northern Lancaster County village, early last Friday destroyed 300 cases of tobacco, a quantity of lumber and a warehouse, all the property of Henry Becker, prominent tobacco men and merchants. Fire companies from surrounding towns kept the flames from spreading. The entire town was threatened some time, due to a high wind, loss is partially covered by insurance.

Excise Tax Increases A German Tobacco Factor

WASHINGTON, D. C., Jan. 6.—Unsatisfactory condition of the tobacco industry in Germany, which has been affected by excise tax increases, is being met by an increase of total banknotes in circulation to 79, of which 10 per cent are retail traders, according to report received in the Department of Commerce from Commercial Attaché C. E. Herring. The great overvaluation of German retail tobacco is apparent in any large German

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Porto Rican Outlook

JAN, P. R., Jan. 13.—In some tobacco districts a few rain showers made a favorable change, but absolutely insufficient for the fields.

There is no question, on account of the moisture, the yield will be much better in general we will again have a year a good quality of tobacco. The stress which was showing up in the fields has not increased and is disappearing now.

The crop just now harvested is really of fine quality. Only the later tobacco may not be of this quality, if it does not get a good lot of rain.

Quite an event the arrival of the S. S. Coamo, of the New York and Porto Rico Steamship Company. This ship is one of the finest equipped boats running in American waters.

The Porto Rico line offered a ball game last night which was attended by a large society from all over the island. The day a lunch was given and the weather opened for general inspection. The steamer is somewhat larger than the S. S. Coamo, and these steamers are leaving New York and Porto Rico, Tuesday, Thursday noon, and are due Wednesday morning, making the voyage in four days and eighteen hours. A round trip made now in eleven days and will surely induce many persons to visit to Porto Rico on these and other steamers.

Mr. Klorfein, of Garcia Grande, who was a passenger in the S. S. Coamo from New York this week. He expects to remain here for a couple of weeks, inspecting his extensive interests in the island. The Garcia Grande steamer made in Mr. Klorfein's business throughout the island has been a factor in the production of cigars, and is responsible to a great extent for the tremendous increase in the production of Class A cigars in the island during the last year.

There has been some talk in labor circles during the last few months of intended troubles in factories making cigar goods exclusively, but so far nothing has happened. Mr. Klorfein is accompanied by Mrs. Klorfein.

On the arrival of the S. S. Coamo Mr. Klorfein, who was also accompanied by his wife. Mr. Gans is looking for the Congress Cigar Company's factory at Matano and Caguas, where raw tobacco is the famous La Palma cigars are produced.

Mr. Fels, local buyer for the El Comodoro factory, also arrived on the S. S. Coamo.

Recent Rainfall
Rainfall during the last week was as follows: Cayey, 0.72 inch; Cayey, 0.29 inch; Cayey, 0.3 inch; Camerio, 1.04 inches; Cayey, 0.51 inches.—MIRAMONTES.

Tobacco Exports Show Fluctuations

WASHINGTON, D. C., Jan. 16.—Exports of Green River (Pryor) and One Sucker tobacco from the United States show an increase of nearly 9 per cent for the first eleven months of 1925 compared with a similar period of 1924. The quantities exported amounted to 17,157,649 pounds and 15,781,508 pounds respectively. A slight gain of about 1 per cent is also reflected in the quantity of Maryland tobacco exported during the current year when compared with 1924, but there is registered a drop in export value amounting to about 8 per cent. The quantity of Maryland tobacco exported during the first eleven months of 1925 amounted to 12,448,329 pounds valued at \$2,385,411; in 1924, exports amounted to 12,371,730 pounds valued at \$2,603,345.

Total exports of all types of leaf from the United States for the period January to November, 1925, amounted to 400,080,140 pounds, compared with 502,171,777 pounds for a similar period of 1924.

Export trade in leaf tobacco has increased materially with Denmark, Switzerland, Mexico, Haiti, Argentina, Australia, and British West Africa; it has held its own in China (including Hong Kong); and a decline of nearly 50 per cent is reflected in exports to Belgium, France, Germany, Netherlands, Spain and Japan. It is noted with great satisfaction that the trade with United Kingdom, Canada, and Italy—the countries where greatest efforts at expansion have been made—show a decline of less than 5 per cent and 33 per cent respectively, when compared with the greatest export year in our history, save one.—L.A.M.M.

Buffalo Jobber in New York

Passing through New York on his way to the G. H. P. Cigar Company's banquet in Philadelphia last week, Al Lehman of the Kearney-Lehman Company, Buffalo, N. Y., stopped long enough to remark that El Productos are besting their own high record in western New York state.

Sumatra Buyer Coming

On his way to Philadelphia, Oscar Stokvis, Amsterdam buyer for Bayuk Cigars, Inc., will undoubtedly arrive in New York next week. There are to be several conferences with the Havana Ribbon manufacturers about the forthcoming inscriptions.

Izzy Mayer Sees Sights

Before returning to his home in Glens Falls, N. Y., Isadore Mayer, of the La Palma sales forces, checked his carpet bag at the Grand Central Station and went down to count the fishes in the Aquarium.

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Tobacco from Porto Rico		Tobacco from Greece	
S. S. San Lorenzo	—Jan. 11	S. S. Corson	—J.
Kohlberg, Gonzalez Co.	262	P. Lorillard Co.	413
Rosenstadt & Waller	413	R. J. Reynolds Tobacco Co.	589
Durlach Bros., Inc.	589	Tobacco from Bulgaria	
I. Lewis Cigar Mfg. Co.	87	S. S. Corson	17
Kohlberg, Gonzalez Co.	17	Liggett & Myers Tobacco Co.	29
Rosenstadt & Waller	137	S. Chation	100
Madera Tobacco Co.	100	Tobacco from Italy	
M. Winter Co.	11	S. S. Columbia	—J.
Congress Cigar Co.	500	American Tobacco Co.	—J.
I. Lewis Cigar Mfg. Co.	6 cases	Stephano Bros.	—J.
S. S. Cornelia	—Jan. 11	Italian Tobacco Co.	—J.
Hamburger Bros. & Co.	504 barrels	Tobacco Stems from Ireland	
Hamburger Bros. & Co.	113 bales	S. S. Jessmore	—J.
S. S. Ponce	—Jan. 11	W. S. Luckett	—J.
Durlach Bros.	30 Barrels	G. A. Henshaw & Sons	—J.
Rosenstadt & Waller	167 Barrels	Tobacco from France	
Tobacco from Cuba		S. S. Paris	—J.
S. S. Siboney	—Jan. 12	General Leaf Tobacco Co.	—J.
Barrels		Cigars from Porto Rico	
Morris Rosenberg Co.	100	S. S. Lorenzo	—J.
Greenhall Bros.	34	J. Klorfein	—J.
M. B. Pendas	5	Bosch Bros.	—J.
F. Miranda & Co.	18	C. Schavrien	—J.
T. D. Downing & Co.	10	United Cigar Stores Co.	—J.
E. P. Cordero Co.	30	Porto Rican-American Tobacco Co.	—J.
S. Punnin, Inc.	212	Madera Tobacco Co.	—J.
M. Schwartz	115	I. Lewis Cigar Mfg. Co.	—J.
Friend & Co., Inc.	13	P. Kramer Tobacco Co.	—J.
H. Duys & Co.	30	S. S. Ponce	—J.
I. Mayer & Son	20	P. R. American Tobacco Co.	—J.
Waitt & Bond	160	United Cigar Stores Co.	—J.
I. Klorfein	25	Infanzon & Rodriguez	—J.
F. Rosenwald & Bro.	45	Cigars from Havana	
E. Ellinger & Co.	10	S. S. Siboney	—J.
H. A. Fischel	10	Central Union Trust Co.	—J.
S. Rossin & Sons	83	Benson & Hedges	—J.
Greenhall Bros.	22	United Cigar Stores Co.	—J.
S. Rossin & Sons	200	Alpers & Mott	—J.
E. P. Cordero	14	Estabrook & Eaton	—J.
S. Punnin, Inc.	13	D. A. Schulte, Inc.	—J.
M. Cueto	8	Benson & Hedges	—J.
Packs.		Faber, Coe & Gregg, Inc.	—J.
Greenhall Bros.	24	C. B. Perkins Co.	—J.
M. B. Pendas	5	S. S. Pierce Co.	—J.
F. Miranda & Co.	1	Park & Tilford	—J.
Strouse & Holzman	27	Cigarettes from Antwerp	
General Cigar Co.	342	S. S. Lapland	—J.
S. Rossin & Sons	22	Galba Cigarette Co.	—J.
American Cigar Co.	73	Cigarette Paper from France	
M. Schwartz	8	S. S. La Savoia	—J.
Bavuk Cigars, Inc.	150	Standard Products Corp.	—J.
Friend & Co., Inc.	5	Cigarette Boxes from France	
Yocum Bros.	20	S. S. La Savoia	—J.
I. Kaffenburgh Co.	36	H. R. Mallinson & Co.	—J.
Waitt & Bond	140	Pipes from France	
M. Cueto	25	S. S. La Savoia	—J.
Tobacco from Rotterdam		Murray Hill	—J.
S. S. Volendam	—Jan. 12	Briarwood from Italy	
Bales		S. S. Teas Maru	—J.
Consolidated Cigar Corp.	62	Fidelity International Trust Co.	—J.
E. Rosenwald & Bro.	72	Loose Tobaccoist Sundries from London	
Sartorius & Co.	3	S. S. Minnetonka	—J.
A. Bornholdt & Co.	27	Delacour & Lewis Corp.	—J.
Herzog & Sarbuy, Inc.	30	Cases	
H. Duys & Co.	136	H. Duys & Co.	44
Cases		A. B. Newman & Co.	1

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San Juan, Porto Rico

Situation Warrants Careful Watching

WASHINGTON, D. C., Jan. 18.—Prentiss, special tobacco representative of the Department of Commerce at Berlin, says that the new tariff and duties are playing their part in the future of the German tobacco industry uncertain and are creating a pessimistic attitude among the trade. The cigarette industry is especially hard hit by the new regulations and by the industrial crisis. One of the results of this has been a movement toward concentration which has proceeded rapidly. About 50 per cent of all the German tobacco companies belong to the Verband Deutscher Zigarettenindustrieller (Cigarette Manufacturers' Association). At a recent meeting of the association, some friction between independent companies and two groups of companies which had combined for economic purposes threatened to break up. As dissolution of the combination would have meant a strengthening of the position of the independent manufacturers in their further dealings with the Government, it was decided to approach the Government on behalf of creating a syndicate. The manufacturers who formerly combined among each other are unanimous in their idea to create a syndicate of the cigarette industry. The Ministry of Industry has already refused such a syndicate it is now certain that it will be established. Several firms are not yet convinced, however, that the syndicate will place the industry on a sound basis, since the root of the evil lies in the change of retail prices resulting from the new tobacco

in price are the leading ones produced by the larger manufacturers who have recently combined and who have been charged with creating the new duties and excise taxes in order to put the small manufacturer out of business. Note the following table:

Present Retail Selling Price in Marks per 1000 Cigarettes	Old Taxes in Marks	New Taxes in Marks	Differences in Retail Selling Price in Marks
30	12.36	17.76	+5.40
40	16.36	19.76	+3.40
50	20.36	21.76	+1.40
60	24.36	23.76	—0.60
80	32.36	27.76	—4.60
100	40.36	31.76	—8.60

In view of the added tax burden placed on the back of the greatest consumer, and the one least able to pay, a decrease in cigarette consumption in Germany is almost inevitable. A sufficient decrease in consumption will, of course, depreciate the industry as a source of government revenue and the net gain to the Government will be far less than that accumulating from a tax light enough to encourage consumption. It is quite probable that many German cigarette smokers will resort to pipes, and there may be a corresponding increase in the consumption of pipe tobaccos. At any rate the German tobacco situation warrants careful watching and promises to be full of interest during the next few months.—L.A.M.M.

Tobacco Cultivation in India

WASHINGTON, D. C., Jan. 11.—Although no reliable estimate of tobacco production is available either for all India or British India, that country is known to be an important producer, ranking probably next to the United States in the size of the annual crop.

India also ranks about fifth among tobacco exporting countries.

The acreage devoted to tobacco in India has been gradually increasing since 1909-10. In 1922-23, the latest crop year for which acreage figures have been received, the area was 26 per cent greater than the 1909-13 average. The average acreage of British India in the 1909-1913 period was 1,009,000 acres. Production in British India during the pre-war period was unofficially estimated at 450 million pounds, which would indicate a yield per acre of about 450 pounds. Other unofficial reports have stated that the yield varies from 200 to 3,000 pounds per acre depending on the part of the country in which it is grown, the method of cultivation, types grown and other factors. Java and Madura, the only neighboring producers for which tobacco statistics are available, had a yield per acre on land under non-native cultivation for the years 1921 to 1924, ranging between 600 and 1,000 pounds while the yield on land under native cultivation, according to American Trade Commissioner J. F. Van Wickel, is roughly estimated at 310 pounds per acre. Taking this into consideration, an average annual yield for all India of 450 pounds of tobacco per acre does not appear to be an improbable one. Applying this yield to the acreage reported would give a total yield of about 600 million pounds in each of the crop years 1921-22 and 1922-23.

Tobacco imports and exports for British India are officially reported as follows:

Calendar Year	Imports Pounds	Exports Pounds
Average, 1909-13 ..	6,538,000	28,874,000
1921.....	7,283,663	30,989,643
1922.....	8,052,820	26,889,513
1923.....	9,204,880	37,891,361
1924.....	*5,773,885	*45,984,910

*Sea borne trade only.

India produces a coarse tobacco which to some extent meets the local taste. According to "The Resources of the Empire," published by the Federation of British Industries, most of this tobacco is used in domestic consumption, but the

export trade, chiefly from Madras and Rangoon, is of considerable importance. The United States Department of Commerce states that from 60 to 70 per cent of India tobacco is made up locally into "biri" cigarettes, Cheroots and a paste composed of tobacco, molasses, opium leaves, etc., which is smoked in the "hookah" pipe. During recent years, however, the cheap foreign cigarette has replaced the "hookah" and the "biri" to a considerable extent, and according to "Review of Agricultural Operation in India," what is most required now is the introduction of finer grades of tobacco for cigarette industry.

Imports Sumatra and Java

Indian leaf tobacco is said to make an excellent filler, but is generally unsuitable for wrapper, and to meet this deficiency there is a considerable import of leaf from Sumatra and Java. In lower Burma and Arakan there is a considerable quantity of tobacco grown from imported Havana seed. The government has made repeated efforts to improve the methods of curing and manufacturing and to produce a better leaf. Efforts to improve the yield and quality has recently resulted in the production of a type of tobacco known as the "Pusa type 28," which is suitable for cigarette making. This type of tobacco is finding special favor in Burma, where it is reported to yield more and finer leaves than any local variety. Seed of this type sufficient for about 60,000 acres was supplied to cultivators in 1922.

The area under certain acclimatized varieties of Sumatra tobacco also increased considerably. The bulk of the crop is harvested between February and April, although harvesting goes on in some localities as late as June.

President Gilbert Comes East

In a periodic inspection trip to various factory and executive offices, President Samuel T. Gilbert, of the Webster Cigar Company, Detroit, came to New York and Philadelphia last week.

Porto Rican leaf succeeds —based on facts!

LAST year more than 1,500 cigar factories closed their doors. But it is significant that those manufacturers who have used more Porto Rican tobaccos in their cigars have increased their sales and shown the most satisfactory earning statements.

One after another the most progressive manufacturers have cast aside their ancient beliefs in the efficacy of other types of tobacco—and have purchased Porto Rican leaf.

In 1926 your books will show a red, or a black balance figure, depending on whether or not you give a fair trial to this remarkable, tropical, economical tobacco.

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To protect buyers of Porto Rican tobacco the Government requires the affixing of a Government Guarantee Stamp to every box of cigars and every bale or barrel of all Porto Rican tobacco leaving the Island. Look for these stamps.

New Orleans News

NEW ORLEANS, La., Jan. 16.—"I have been in the business by being courteous to the man or woman with whom I dealt," remarked Max Guiraud, the well known Camp manufacturer, who operates his store on the ground floor of his home. He was in a reflective mood the other day and was saying

that this rule of conduct was not far from wrong. I would not have a reasonable length of trouble to the man or woman who comes to my store, without giving them the right to the trade end of the stick. I feel that I am well compensated if I return smiles of the visiting being polite and obliging. I have the same line of behavior in my clerks. This is life. But I want to realize now that there is a lay to a man's consideration of his fellow. People whom I have known and from whom I have learned the imagination could I exchange trade dealings, will enter into business and with the man of an imbecile, will make me a risk for favors which would be thinking that they must see it all over my face. Some politeness for simplicity. I have of this type of gentleman or hogswoogie you, as I call it getting alarmingly prevalent to change our old attitude about a man's attitude to his low men. It is hardening my mind, against his will, and different to the vicissitudes of the fellow. It is blotting out all of a man's make up. I am fast as tough as horse hide."

During the season at New Orleans was inaugurated January 1, and continued until Mardi Gras, which falls due February 22. I have already filled all the big hotels of New Orleans with crowds of tourists. The number has been somewhat increased earlier than usual by the unusually cold weather that has been recently, north, east and west, and even into the far south. The hotel, one of the largest here, is at its capacity and in consequence, the Mazurra, of the hotel's management, is left with little leisure to call his own. This is the first time for all the New Orleans and Manager Mazurra is the most of the opportunity of an annual corps of assistants. Governor Whitfield, of Mississippi, in the legislature, which has been in regular session, places on record as advocating a tax on the manufactured products of the state. Supporters have misnamed it "the Governor Whitfield device." Governor Whitfield is needed for the requirement of education, although that is not the case in Mississippi is now in better financial than ever before as a result of a better balanced budget.

Excellent Prospects

The cigar factory in Carroll, La., the DeSoto Hotel, conveyance deserve local support. The products, which include several hundred lands. Its country trade has satisfactory gains through the aid of the current one gives a better result. The Tuero is a man factory, the big himself an expert cigar maker, who has held important positions in cigar factories of New Orleans and Chicago, during his career in the industry.

the "Game" Well

The leading "Local Boy Gains" in the Cigar Emporium, the Item pays tribute to the foresight and energy in

placing upon a prosperous footing his present venture in the retail cigar trade of this city, "Lionel Carrier," the Item says, did not work in Max Guiraud's store in Canal street for ten years without learning something about tobacco and something about men who smoke. When the fine old proprietor (Max Guiraud) passed away, after having been at the same stand for nearly a quarter of a century, patrons of his establishment, some of them of twenty years' standing, begged young Lionel to open a store of his own and to continue serving them. This he did. He is associated with his brother-in-law, H. E. Ebeyer. Describing the store, the Item continues: "The store has a pleasant feature in a little lounging room in the rear where, when at leisure, its patrons can sit, smoke and chat or wait for their wives, who may be shopping or attending the theatres, one of the largest of which is within a few steps of the Larreau establishment."

"No kiddin', I am nuts enuff!" a new confect put up by DeWitt P. Henry Company, of Philadelphia, is being extensively distributed by some of the independent cigar stores of this city. Buttons bearing the trade slogan of the confect are being given away in bundles.

V. Guerra Diaz & Company, manufacturers of La Mega, TaImpa, served notice on Lionel Larreau, by whom they are being distributed here, under date of January 8, that beginning January 1 the price of the cigars was advanced. The manufacturers advise that the increase is due to the advance in the cost of manufacture. The advance in prices is to be regretted, as the cigar is making great headway with the fastidious smoking public.

Gift boxes of cigars, twenty-five in each container, of the Alisa brand, made of long leaf Havana tobacco, were featured by A. Falk & Son during the holiday period and sold readily as gifts. The cigars and the handsome containers in which they were encased made a decided hit and are still in demand by discriminating smokers. The El Trelles Superior, a mild Havana smoke of rare fragrance and aroma, put up by M. Trelles & Co., twelve in a box, could not be supplied to their Texas and Tennessee distributors fast enough, and were seized with avidity wherever introduced during the Yuletide period. The manufacturers fairly outdid themselves in the success achieved with the holiday packing.

A consignment of one hundred and five barrels of choice Havana filler was received by M. Trelles & Co. during the week and was quickly put away in their concrete floored warehouse for future use, where they have already stored away a large quantity of the same grade of tobacco fillers, binders and wrappers.

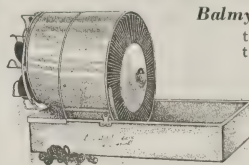
—CRESCENT.

Smaller Harvests in Java and Madura

WASHINGTON, D. C., Jan. 16.—Native tobacco harvest in Java and Madura from January to August, 1925, amounted to 48,575 bouws (85,201 acres) according to a report received in the Department of Commerce from Trade Commissioner Van Wickel in Batavia. The standing area at the end of August amounted to 151,856 bouws (266,355 acres). The area harvested is only 86.4 per cent of that harvested at the end of August, 1924, and the area standing, only 73 per cent. It is expected that the quantity harvested from the standing areas will be far below the average on account of the drouth.—LAMB.

Ellis Now On Coast

PORTLAND, Ore., Jan. 4.—One of the early callers here was Rube Ellis, of Philip Morris & Company, New York. He is looking over the recent work for Marlboro cigarettes, and a lively campaign is anticipated now for this newest brand of the Morris factory.



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to prevent the leaf from drying out—
to keep cigars fresh—

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 Chas. Dushkind, New York, counsel and managing director.

"Workings" of the Tobacco Plan in South Wales

WASHINGTON, D. C., Jan. 16.—There is no direct importation of leaf and raw tobacco into Cardiff, although occasionally shipments are landed there in bond for transshipment to Bristol or other ports, says American Vice Consul Parks discussing the importations of tobacco into South Wales in a report to the Tobacco Section of the Department of Commerce. He continues:

There is a limited manufacture of tobacco products in this consular district. One large cigar factory is located in Cardiff. This plant is the property of a large London firm, who ships the tobacco used here from London, after which the manufactured cigars are re-shipped to London to the parent firm's warehouse for sale. This factory employs about five hundred hands, and as it has no business contact with local firms and does not dispose of its products in this district, its activities have no bearing on the local tobacco market.

There is one firm manufacturing cigarettes, and pipe tobacco, importing directly from the United States through the port of Liverpool. This firm will not sell more than \$150,000 worth of cigarettes in a year, which is but a small percentage of the local consumption of cigarettes made from American tobacco.

There is practically no manufacture of snuff, chewing tobacco, or other nicotine and tobacco products, and a very limited

sale of them here by several jobbers who obtain their supplies from other factories in this country.

Retail Sales and Prices

Cigarettes of many different brands, but practically all made of American tobacco, enjoy a monopoly of the sales in this country. There is some use of Turkish and Egyptian cigarettes among the better class of consumers, but even these persons prefer a higher grade of "Virginia" cigarette. The popular packets cost one shilling (about 24 cents) for twenty cigarettes, more expensive brands being sold at varying prices up to double this amount. Over one-half of this retail price goes to the Government for duty and taxes. The retail price at present is double the amount before 1915. The duty on raw tobacco is 8 shillings 2 pence, (about \$1.97) per pound, and on cigarettes already manufactured it is over 12 shillings (about \$2.90) per pound, which successfully keeps American made, and other foreign made cigarettes out of the market. The few American cigarettes that are offered for sale in one shop and retailed at approximately 40 cents for the usual 12½ cent packet of twenty, but there is limited sale of expensive Cuban cigars.

Customs Regulations

All tobacco used in this country is imported, either from the British Colonies or from foreign countries. There has been some agitation to encourage "Empire grown tobacco" but it is not likely that anything other than what is called "Virginia" tobacco will ever find favor with the great majority of cigarette and pipe smokers, because of the flavor of the American product.

The growing of tobacco in England is impracticable, and, under Government regulations is ordinarily prohibited. The internal tax on tobacco in the raw state being 8 shillings, 2 pence (\$1.97) per pound, it works out much higher per net pound of workable and saleable tobacco, as there is frequently as high as 7 per cent of sand, the weight of which is taxed, and which is not subject to drawback. Stems and certain waste portions are subject to a drawback, as are, of course, reexports, or tobacco that is shipped out of the country after being manufactured. The authorities are very strict as to the amount of moisture that can be contained in the tobacco on which the drawback is sought. It may not exceed 14%, and the product is analyzed. There is also a regulation limiting the amount of moisture that cigarettes can contain, this regulation evidently being in protection of the public.

Reynolds Distribution

(Continued from page 34)

have been placed on an annual dividend basis of \$4 or 16 per cent, compared with the former \$3 rate.

But benefits to stockholders are not expected to stop at a larger cash return. Elimination of preferred left the company with only \$10,000,000 common, held almost exclusively by company interests, and \$70,000,000 Class B common, outstanding, both \$25 par.

Plans are believed to be under consideration for a substantial stock dividend of the \$80,000,000 combined com-

mon stocks. While definite information is not obtainable, 25 per cent seems to be the figure generally expected. This would bring the combined common stocks to \$100,000,000, of which Class B stock would probably total \$90,000,000 and common remain at \$10,000,000, as it has been the policy of the management in the past to pay stock dividends in B stock.

If this plan matures, and the \$4 rate is maintained, as it presumably would be, dividends on \$100,000,000 capitalization would call for the disbursement of \$16,000,000 yearly. The ability of the company to do this seems certain, as in the three-year period from 1922-1924, inclusive, it added an average of \$12,000,000 yearly to surplus, while dividends totaled a little over \$10,000,000 a year.

Earnings for 1925, soon to be published are expected to show the company to have surpassed its own previous records for the third consecutive year. Net income in 1924 total \$23,777,716, equivalent to \$6.99 a share on 3,200,000 shares of combined common of \$25 par, compared with \$23,039,876, or \$6.67 a common share in 1923.—Wall Street Journal.

York Hears Praise

(Continued from page 15)

Peter McGuigan & Sons, cigar manufacturers, Red Lion, has returned from a business trip to Chicago.—YORKAD.

York County Notes Collected By "Jeanne"

Bill Nye, of Kansas City, is calling on the trade and his friends. Mr. Nye has made his annual visit here for the past thirty years and still feels that York County cigars are here to stay.

Wherley Neff, famous for his Moon Shine crooks, is calling on his Southern jobbers.

A. S. Fry, maker of Record Brand cigars, is on a selling trip through southern Pennsylvania.

E. B. Strickler, Yorkanna, is spending several days in New York state, calling on his jobbers. Mr. Strickler is one of York County's rising manufacturers, working up a wonderful name for his cigars. His motto is, "Uniform Stock."

W. H. Snyder, Snyder Cigar Company, Windsor, manufacturer of Country Club cigars, is again out after a siege of sickness which kept him in doors for the past ten days. This concern is one of the coming enterprises of York County. It is impossible to call on the above without seeing a shipment going forward. Honest dealings and good cigars, makes W. H. Snyder's company one of our bright spots. This concern showed an increase of 60% over 1924.

A. S. Zeigler of Arthur Perry Cigar Company, manufacturers of A. & P. Cigars, finds business very fine. Mr. Zeigler has just moved into his very fine new home on Broadway.

Arthur McGuigan, maker of Beach Nut Brands returned Saturday from a business trip from Chicago and the West. Reports from Arthur say business looks very good.

Maybe a little later, but one of our big houses will soon put a 10c cigar on the market. I hear the factory is ready and as soon as the label arrives, it will make its appearance. This house never does matter by half, so keep an eye on our new 10c cigar.

The revenue men are finished checking in Red Lion, and calling on them this A. M. I am informed that there is fewer cigars on hand at this time of the year than for the past eight years. This is very good news at this time of the year.

Bud Fraleigh, of Madison, Fla., junior member of A. E. Fraleigh & Company, is now with us. We are all glad to say Hello to this salesman. Buddy, who happens to be a Princeton college man and one who is welcome in every factory, in talking of the new crop, informs us that new tobacco is moving very fast. The entire crop consists of about 5,200 bales. Buddy remains with us until Wednesday.

A. J. Doll, Mt. Wolf, Pa., maker of

the Covered Wagon, reports very fine on this brand and the biggest year, so far enjoyed popular brand.

B. M. Hannigan, East Prospect of the Airdale, is working in all of his factories.

W. H. Myers, maker of cigars has started the New Year rushing business. Mr. Myers as a hustler and looks for a billion over last year, which was 40% better than 1924.

In the Yorktowne Hotel this could buy most anything without leaving the lobby. This opened to see Henry Vico, John Kanard, Morris Levy, S. Barney Rappaport, Joe Brown Foin, and all reported business nationally fine at this time of the year.

Harry Rinaldo, Pacific Coast for East Prospect Cigar Company, guest of Paul Dellinger and B. M. Hannigan, who he represents on a Mr. Rinaldo travels from Detroit.

The City of Red Lion extended open invitation to visitors who are passing through Pennsylvania. It is worth your trip to pay in this little city a visit. Streets paved with schools and churches, ten miles York, Pa., and home of 5c cigars kind of has good and smoking are welcome at any time.

W. H. Sechrist & Sons, manager of Flor De Honeyuckles of Detroit, Mich., who, on running his this well known brand of cigars, his truck from Detroit to York a shipment to the Ford city.

Herbert Curtis arrived in York and looked for a big Sumatra, York County.

Arthur Zeigler is calling on the York State trade in the new A. & P. Cigar Company.—JEANNE.

Says Co-ops Keep Up

(Continued from page 15)

disappointing to growers, and much discontent in the dark-fir. In many instances, sales have been at less than the advancement in association prices, and rejection of the holidays are going for even lower first sales. States that grow tobacco are wondering why it does here. There are two answers—much dark-fir; second, the stabilizing influence through position.

Delegates from Kentucky to the National Council of Co-operative Marketing Associations, stated last week in Washington that there appears no doubt that the Kentucky tobacco farmers have learned a bitter lesson by their failure to support their market association, and that growers who are not members of the association are taking the lead in the plans for sign-up.—S. D. FRISSELL.

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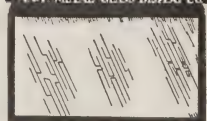
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TOBACCO

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The Fourth International Tobacco Industries Show Well Attended

Exhibitors Make Most of Opportunity to Display Products—Various Sections of the United States Represented—Machinery Conspicuous Among the Exhibits—Novelties and Side Lines Shown—Mayor Walker Extends Gotham's Greetings

By Dr. ARTHUR SELWYN BROWN
and
REUBEN R. THOMPSON

EXHIBITORS who had the foresight to take advantage of the splendid opportunity offered them by the Fourth International Tobacco exposition to display their products, seem specially fortunate in contrast to the exhibitors of the last year. The exposition opened at the Central Palace, New York, Monday morning, January 25, and will remain open until Saturday night, January 30. A large crowd of visitors witnessed the opening, and each day sees larger crowds which are attracted by the excellence of the exhibits. A large number of the foremost manufacturers of various kinds are represented, and the booths are decorated and arranged to the best advantage. There is no doubt that expositions, properly arranged and supported by the exhibitors, are a powerful incentive to business and valuable aids in commercial progress.

The present exposition is held under the auspices of the Allied Tobacco Exhibitors Association, of which Samuel Levine is president. The management is in the experienced hands of the National Exposition Company, Inc., of which Harry A. Cochrane and Asa Lenlein are the executive officers.

Representations of the United States are represented by tobacco, cigar and cigarette manufacturers, leaf dealers, jobbers, retailers, manufacturers and various allied interests. The value of the exposition is shown by the large number of exhibitors who have secured their booths. The success of this exposition demonstrates the fact that its sponsors and supporters have found these to be valuable adjuncts in the development of the various branches of the industry. A motion picture theatre, showing films illustrating tobacco cultivation, cigar and cigarette manufactures and various phases of the industry in tobacco, is not the least valuable feature of this exposition. A large number of splendid picture reels have been secured, and visitors are finding much entertainment in watching the "movies."

Some lecturers are giving short addresses of interest to the trade in the lecture hall, and an excellent music is furnished by an orchestra and a number of talented artists. Every demonstration forms an important part of this year's, as at former expositions, many ingenious machines and appliances are shown, forming and making cigars, cigarettes and showing the more important operations in tobacco manufacture. In-

ventors are showing the latest appliances used in the numerous branches of manufacture and there are many instructive packing and advertising devices on exhibition.



Two master cigars made of Havana filler and Sumatra wrapper, and exhibited in the booth of H. Duys & Co. at the Tobacco Exposition.

Throngs surround these and the other informative exhibits to such an extent that it is difficult to make passage through the aisles. Wherever there is action and the interest of

new ideas the visitors to the Show are more than numerous. And even the so-called still exhibits attract unusual attention because of their variety and inclusive character of merchandise shown.

Many novelties, even entirely new to the trade, are on view, and considerable real business is being transacted over the "railings," and within the spacious booth precincts. Manufacturers, jobbers, retailers, smokers are all potentially interested in the affairs of the exposition. So, in a successful movement of this sort, the support of the Show is much appreciated by the management.

Even the daily press comments liberally upon the features of the Show. Lots of comment is made by some of the journalists upon the many originations shown for women smokers. One newspaper, in fact, designated a special woman reporter to cover the cigarette innovations, and her account of the female smoking supplies was very complete and most amusing.

All this publicity brings to the Show the advertising propaganda necessary for the maintenance of the industry. Without it there is no consumer interest in the progress of the trade. And it is just such indirect benefits as this which normally accrue to the direct benefit of every exhibitor.

It is impossible, in fact, for an exhibitor to estimate the total value of the Show to his individual product. It can only be figured upon the basis of general advertising. All those participating in the enterprise realize the importance of this kind of work, and the cigar folk particularly desire all the wide-world comment they can obtain upon their wares.

Mayor Sends Greetings

Mayor James J. Walker of New York City, greeted the visitors to the National Tobacco Week Exposition with the following telegram on the opening day:

"On behalf of the City of New York, I extend a cordial welcome to the Tobacco Industries Exposition and the throngs of visitors from far and near who are anticipating to be in attendance. Whether viewed from the social or deliberative angle, the exposition is assured of success for here will be found admirable physical facilities and a warm-hearted cordiality that have created the most favorable impression upon the many groups, small and large, which gather annually in this ideal convention city."

"May I add the sincere hope that every moment of the exhibitors' and visitors' stay in this city may be thoroughly enjoyable and that the success of the exposition may provide a

stimulus for again determining upon the City of New York when another exhibition of the Tobacco Industries is to be held."

Exhibits Briefly Described

Descriptions of the various exhibits, in more or less detail, are set forth in the following summary, arranged in alphabetical order:

American Air Purifier Co.

Air conditioning in tobacco and cigar plants is of the most supreme importance. This is amply borne out by the display of the American Air Purifier Corporation. They are showing just what can be done to improve the factory and humidifying rooms in both manufacturing and wholesaling establishments. Even retailers and clubs require more modern humidification. This is now realized, and F. H. Lee and W. H. Howell are there to satisfy all inquiries.

American Lithographic Company, Inc.

Flashing transparencies from each corner of the space occupied by the American Lithographic Company, New York, proclaim the cigar, cigarette and tobacco brands of national reputation. Hardly a trade name of consequence is omitted from the long list of customers served by this house. Transparencies, by the way, are considerably more economical than hand painted window signs, and manufacturers the country over, are supplying this quick and popular service to dealers everywhere.

Another service, which the American Lithographic Company does for the manufacturers of the tobacco industry, is the preparation of window display material. Cut-outs and window trims for all the large cigar, cigarette and tobacco producers have been made, and Vice-President Speakman believes that this form of advertising is being rejuvenated by the demands of the retailers and jobbers for really effective material of this character.

One case in point is that of the Fendrich factory, of Evansville, Ind. Some few years ago some sketches were prepared by the American Lithographic Company which embraced the now famous negro bell hop. He is known all over the land, now, as the Denby Boy and his red suit and black face are a trade-mark established in the minds of many smokers.

In the larger sizes, of these cut-outs, real brass buttons have been originated for the uniform of the Denby page. It is stunts like this, Mr. Speakman and Mr. Intemann agree, which make the lithographic window and interior display material worth while. Cigar manufacturers should be particularly interested, as the difference in cost of these excellent displays is so small that the less effective hand painted, or crudely accomplished work of local amateurs, is not to be considered in the same class as all.

Fact of the matter is, when a manufacturer issues a really creditable piece of this sort of advertising the larger dealers are sure to use it, and the smaller retailers immediately follow the example of their more prominent competitors. Cigarette and tobacco manufacturers have been aware of this condition for some time, and it is now time for the cigar folk to realize that their brands may be considerably popularized at a minimum expense if they will take advantage of the American Lithographic service.

Those in attendance at the booth are F. J. Maudsley, Charles Scheid, William Intemann, A. Wilson, E. Radon, Charles Simon and Vice President Charles A. Speakman.

Harry Blum

Just one cigar is featured by Harry Blum, of course, and that is the Natural Bloom. With all its trade advertising, wide distribution, generous dealer support, and worth of quality, the Natural Bloom is firmly established in the minds of the industry. And the present booth emphasizes this to perfection. All sizes of the Natural Bloom are exhibited, and Julius J. Blum, Henry J. Blum, Joseph L. Blum and H. Goldwater are right there to show the trade what makes the Natural Bloom a natural trade builder.

Brunhoff Manufacturing Co.

Everything that a manufacturing tobacco, cigar or cigarette house requires for its missionary work is displayed in profusion at the booth of the Brunhoff Manufacturing Company, Cincinnati. Cigar cutters, cigar lighters, show cases, box openers, box covers, change trays, moisteners, pocket pack counter displays, ash trays, match holders, electric and glass signs are all there bearing the trade names and marks of quite every leading firm in the land. W. S. Lakamp, H. E. Brunhoff, and E. Noyes are at booth 100 to greet friends and show what they have.

Carrier Engineering Co.

The Carrier Engineering Corporation, New York, is featuring a model drying plant which demonstrates the way in which tobacco leaf is kept soft, regardless of weather conditions. The Carrier plant makes every day a good day in a tobacco factory.

Tobacco must be brought to condition before it can be manufactured. This is necessary for two reasons. One physical, the other chemical. The tobacco cannot be handled until it is rendered moist enough to be soft and pliable, else it will break and great loss will be sustained. The tobacco must not be made too moist, lest it mould and spoil, or lose its fine flavor and aroma.

Before manufactured weather was available the only way to moisten the tobacco was by spraying it with, or dipping it in, water. This was an uncertain and dangerous process, often resulting in material loss through deterioration in the quality of the tobacco or "darkening," a loss of color which seriously affects the value of cigar wrapper tobacco.

Today in the modern factory manufactured weather is employed to technically and accurately control the condition of the tobacco from the opening of the cases until the finished cigar is packed in its wood or metal or glass container.

The tobacco must be brought to condition before it is worked. The best practice is to employ conditioning rooms in which manufactured weather under automatic control brings the tobacco to that precise condition best suited to the ensuing manufacturing operation. This practice is used by most successful cigar manufacturers in the United States.

Once the tobacco is "brought to condition" in these automatically controlled rooms, it is held in this condition while being worked by means of manufactured weather applied to the work-rooms themselves. This scientific air conditioning controls the tobacco from the beginning to the end of the various manufacturing operations involved in the making of your cigar.

First the filler tobacco must be brought to that condition which is best for stripping, or the removal of the midrib, or stem, from the center of the leaf. This operation requires considerable moisture so that the leaves will be very pliable and permit the removal of the stem without tearing or loss of the desirable part of the leaf itself.

Then the filler must be deprived of a part of its moisture before it is in suitable condition for rolling. (This is usually spoken of as drying, but it is more aptly termed conditioning, since

the leaf must retain a definite moisture content.) The conditioning process, if conducted in an automatically controlled room, greatly improves the quality of the tobacco and insures "even burning," even-burning cigars of fine flavor and flavor.

The wrapper tobacco must be conditionally handled separately. It is more delicate in color must be preserved with jealous care. Best practice involves the use of a special conditioning room for this purpose. Manufactured weather has proved a dependable and ally in this capacity.

Then the wrapper leaves must be stripped (arranged with the leaves in proper order ready for the quick fingers of the girl or the rolling machine operator. At the moment of the tobacco's progress must be controlled, else loss and deterioration will naturally occur.

In the rolling rooms manufactured weather must hold the tobacco in precisely that condition best suited to this operation,—the tobacco must be pliable, yet strong and resilient. So the entire working area is equipped with manufactured weather and placed under automatic control, whether the rolling be done by hand or machine.

In this application the control must be exceptionally accurate and dependable, no variation of even a few points in the relative humidity of the room air will seriously affect the rolling operation.

The manufacture of cigars is fast becoming an industry of large production units, where production is great enough in one country factory to permit the installation of the available mechanical equipment and the acquisition of the most important ally, manufactured weather.

In such a plant an International Cigarette machine produces 3,500 or more perfect cigarettes a day. An experienced hand roller, can produce under ideal conditions insured by manufactured weather, from 600 to 700 cigars per day.

Connecticut Valley Tobacco Association

The Connecticut Valley Tobacco Association has a very large and tastefully furnished reception booth, embellished with New England tobacco scenes, maps and samples of the various grades of Havana seed and broad leaf tobacco grown by its members.

Consolidated Lithographing Co.

Since the merger of the Pasbach-Voice and the Steiner firms under the new title of Consolidated Lithographing Company, New York, this is the first opportunity they have had of exhibiting at a Tobacco Show. So there is now visible in the vastly enlarged lithographic display of bands, labels, and advertising material covering every portion of the installation. Ample space is also provided for the entertainment of visitors, and sales manager Alvin president Jacob Voice is assisted in this work by a large staff of expert litho advisers.

Continental Tobacco Company

All the popularized brands of the Continental Tobacco Company, New York, are represented in a cleverly arranged window display at the Show. Revelation cigarettes, Dog cigarettes and tobacco are shown to the prime advantage, and they receive much comment.

E. P. Cordero & Company

One hundred per cent pure exceeds its standard mark on silver, yet that is exactly the claim of superiority of Mi Hogar cigarettes. They are on view in wide profusion in the booth of E. P. Cordero & Company.

Leo Steiner is there, of course, with the sales, office and factory boys, and attention which Mi Hogar has received at simply indicates the favor with which it is customarily appraised as a quality in dealers' stock.

A. Coulpiades, Inc.

airo and down the Nile to Khartoum is the spirit of the appropriate showing of A. Coulpiades, Inc., New York. Cigarettes of distinction are so surrounded by the scenic wonders of the land from which arises the fame of Egyptian Mysteries and Jennings, Anthony Coulpiades and W. S. Jennings at the booth, and they are extending the interest of their space to the many dealers and daily visitors.

Cullman Brothers, Inc.

reception of guests at the booth of the Cullman Brothers, Inc., New York, is continuous all day. Everyone who comes to see the folk of the Gold Leaf house goes away with the feeling that he indeed is the earnest welcome accorded by the manufacturers of cigars and other members of the trade who are glad to greet the official representative of this house.

Durlach Brothers, Inc.

red and yellow triangle pennants designate the headquarters of Durlach Brothers, Inc., New York, at the Show. This impress is the Gold Leaf mark which now appears upon all the goods from Durlach Brothers which come from the Island of Porto Rico. Cigar manufacturers and brokers look for this distinguishing sign, and they demand the leaf which is so indicated. It is intended, say the members of the firm, to copyright this design, and to prevent the use of the previous marks of this house which have been copied by unscrupulous members of the trade.

H. Duys & Company

H. Duys & Company, Inc., New York, have arranged well appointed reception room for visitors, and there are on display two giant cigars wrapped with Sumatra leaf. This firm is world-famous, by reason of the fact that it is one of the best and most prominent importers of Porto tobacco. Many visitors are availing themselves of the services offered by this fine firm which adjoins that of TOBACCO.

Elson-Freeman Company

The Elson-Freeman Company, Inc., Lithographers New York, are showing a number of important store methods for selling tobacco products. These are very attractive and novel. Two ideas have been developed in the past year. These important devices are based on the principle of a rapid-fire, bombardment of "special-offers" and "combination offers." These devices are admirably suited for window displays, and are very forceful selling devices, intelligently used for making window displays profitable. Many of these brightly colored lithograph cards are specially devised to be used in campaigns to "Make your store pay" by what are called the "big six" selling plans.

Offering a reduced price, or a bargain price.

Offering a special combination—two articles at one reduced price.

Offering valuable samples with purchases of a definite amount.

Offering a premium free with purchases of a definite amount.

Offering a special service for a limited time.

Offering advice and instructions in the selection of various products.

These selling plans have been thoroughly tested by many of the leading tobacco firms, and their use is rapidly increasing. A number of these "quick sellers" are on exhibition.

Otto Eisenlohr & Brothers, Inc.

In a very attractive way the brands of Otto Eisenlohr & Brothers, Inc., Philadelphia, are shown in a sample window display. Naturally, Cinco is to the fore, while the Henrietta is likewise exhibited with its excellent advertising material.

Fillkwick Company

The Fillkwick Company, New York, is showing a variety of cigarette cases and other articles of interest to smokers.

H. Fishelov & Company

H. Fishelov & Company are displaying a number of novelties for smokers and advertising purposes.

Frankart, Inc.

Many very fine decorative art objects in smokers' supplies are exhibited by the Frankart, Inc., folk. Cigarette cases, humidors, ash trays, electric cigar lighters, and so on, are of



A typical exhibitor's smile

the most elaborate design. Besides Henry Underberg and his wife, Arthur Von Frankenberg and wife, Mrs. Leona Osborne and Miss Marcia Friedman, who are all there to welcome visitors, there is a mysterious ballet girl in attendance, and she is attracting much attention to the booth.

S. Frieder & Sons Co.

Showing his interest in the Tobacco Show, Morris Frieder, of S. Frieder & Sons Company traveled a total of 14,000 miles to make the trip from the Philippines to the booth where Reynolds and La Supremas are much in evidence. Other brands displayed at the Frieder booth are the Tiona, Hawleys, Amorife, Turabo, La Frazonina, Neutrality, Mango and National Speaker. In the rear of the booth is the mural painting representing the Cagayan Valley in the Philippines. This is reinforced by a miniature display of caribou cart, native hut, tobacco field workers, sampan and other Filipino properties peculiar to the islands.

There is another article in the Frieder booth which secures much attention. That is the seven foot cigar. It is fifteen inches in diameter. It required three weeks to manufacture, and it took eleven pounds of wrapper to do it. Morris Frieder says he thinks it weighs more than eighty pounds, but Henry Frieder believes it weighs a ton, because when they both tried to lift the box

it is in they very nearly fell through the floor with it.

General Cigar Company

In a most elaborate display of the advertised brands of the General Cigar Company, New York, the booth of this concern is conspicuous at once. Robert Burns, Bobbies, White Owls, Van Dycks and William Penns are shown, of course, in all packings. W. N. Rubens is there to courteously greet all who come.

Gold Leaf Importing Co.

Dilbear cigarettes are being actively introduced and sold to visitors at the Show by the Gold Leaf Tobacco Importing Company, 2 Stone street, New York. At their booth there is the busy enterprise of many salesmen, who invariably induce a smoker or dealer to try out the worth of the Dilbear brand. J. P. Omourloglow is in charge of the space, and he is well satisfied with the results of the work.

Grinnell Lithographic Company

Cloth and card signs, suitable for both exterior and interior display, are the means of brightening the corner of the Grinnell Lithographic Company. Many famous firms and brands are thus represented. Among them Velvet, Piedmont, Apple Plug, Camel, Prince Albert, John Ruskin and Melba cigars are prominent. This is the first year that the Grinnell house has been represented at the Show, and E. H. Munson and staff are greatly pleased with their reception by the trade.

H. L. Haines & Company

Five cent cigars are obtaining much prominence at the Show. Jobbers and retailers are always interested in the better nickel goods, and H. L. Haines & Company, Red Lion, Pa., offer the Robert Fulton in an attractive display. Of course H. L. Haines is right there on the job to speak a good word for the Robert Fulton, and the many dealers who visit this booth are certain of a generous reception.

Hamburger Brothers & Co.

There is a striking native nipa hut in the space of Hamburger Brothers & Company, New York and Porto Rico. Roof shingles and vari-colored front and side panels are decorated with the celebrated HB stencil, which appears upon all Hamburger leaf barrels and packs. Inside the native house there is more elaboration than usually found in an island home, for the Hamburger folk have fitted the interior as a reception room to receive their many friends in the trade.

Hargraft & Sons

Some of the most interesting pipes and tobaccos at the Show are to be found in the booth of Hargraft & Sons, Chicago. Besides the Ben Wade pipe, the Hudson's Bay tobacco and Churchill cigarettes, there are numerous novelties on view which are of extreme value to tobaccoconists everywhere. Workmanship and worth are the two standards of service sponsored by the House of Hargraft, and President Hargraft and his aids are there to satisfy the dealers that this is so. Mr. Hargraft himself demonstrates the method of manufacture of the Ben Wade pipes by showing the preparation of the goods from the crude block of briar to the finished work. This is a delicate procedure when expensive pipes are involved, as only one-tenth of one per cent of the raw blocks are finished off in the selected grades so much desired by Ben Wade smokers.

Cracks and other imperfections are not the only pitfalls to escape, however. Frequently, it seems, the briar develops an undesirable



And it is necessary for the selectors choose their final high-grades with more special care. All the other types of pipes are graded down to the very best throwouts, which, of course, do not bear the Ben Wade imprint.

For Garry smoking tobacco and Ben Wade tobacco and cigarettes complete the exhibit, which is really a reproduction of the Hargraft store in the Wrigley Building, Chicago, known as Churchill's.

Health Cigar Company

Decotinized cigars are becoming better known and more popular with smokers daily, and this statement is amply borne out by the extensive display at the booth of the Health Cigar Company, New York. Sano cigars are on display here, and H. S. Jacoby and N. Simpson are very busy with all the folk who come to inquire and investigate the merits of the labeled goods.

Horn, Litzrodt & Company

From the archipelago of the Philippines there is shown at the booth of Horn, Litzrodt & Company, New York, many fine sizes of the best production in cigars bearing Manila labels. All sizes and sizes of the Attona, Esboy, La Corridora, Foremost, Lodona and Conchita are exhibited. In charge of the booth is representative Henry Mueller, who is renewing old acquaintances and friendships with the many smokers of this famous Manila house.

Josephson Brothers

Many sizes of the Jose Hermanos cigar are now advertised in the space of Josephson Brothers, 329-331 Broadway, New York. An illuminated circular gold frame these and fine specimens of the cigarmaker's art are visible at the front of the booth. In the end all about the rest of the space, are Carl Josephson, Carl Hobalt, Lawrence Ansler, Jack Kann, Charles Solmon, Joseph Esler, and Julius Bosh. They are warmly greeted by many friends and customers in the booth and no one leaves without a pocketful of Jose Hermanos club house or connoisseurs.

Kemper-Thomas Co.

Kemper-Thomas Company is displaying a number of tasteful and novel advertising devices and lithographs, novelties, fans and cloth goods. This firm is making a special venture in the Barker patented weatherproof sign, which is being widely adopted for outdoor advertisements and signs. This novel sign may be only displayed in all weathers without deterioration or destruction.

Emil Klein Company

On a background of deepest red the old English trade titles of Nottingham, Emannel and Jaddon Hall stand forth in gold at the booth of Emil Klein Company, New York. The specimen exhibits of sizes shown under these famous trade names are all the shapes and packings which have made these cigars famous throughout the country. Those at the booth include Sam E. Levine, Chris Vandenberg and Steve Herz.

E. Kleiner & Company, Inc.

Practically everybody in the cigar business knows the Marie Antoinette cigar. But it is not only at the booth of E. Kleiner & Company, Inc., New York, that many more folk are acquainted with its merits. To see it is so E. Kleiner and I. Rosencranz are at the Show to greet all dealers and smokers who desire to renew their allegiance to a really fine smoke—the cigar par excellence! Another brand which is featured at the

booth is the El Grito. Both brands are brilliantly displayed in electrically lighted shadow boxes, and the attention focused upon the Kleiner space is merited by the lively enterprise of making such a handsome exhibit.

Lemmar Fumigating Engineers

Lemmar Fumigating engineers are showing their methods of dealing with insects that damage tobacco and tobacco goods. It is demonstrated that the only way to protect tobacco leaf against insects is to destroy the eggs as well as the living forms of the destructive bugs. This is done by a process operated as follows: The tobaccos or cigars in cases, bales or barrels are left intact, and are placed in solid steel tanks measuring fifty-two feet long by seven feet square with a thickness of one and one-half feet. The gates at either end weigh approximately six tons each and lock-on wedges against greased heads and when lowered into position seal the tanks. A vacuum is then obtained by excluding the air and the gas is then released and rushes into the tank filling the void and securing perfect penetration. The formula for this gas, the length of exposure, time of penetration, as well as incubation given to tobaccos and cigars, in order to give a perfect kill, are trade secrets. When tobaccos and cigars have treatment, every vestige of insect life has been destroyed. At the same time, nothing affects the physical quality of the tobaccos or cigars. At this stage of the treatment, the bugs have all been killed, but the eggs encased as they are in a hard substance, still have the power to produce life if proper conditions of heat are brought about. Most fumigators stop at this point, but tobaccos and cigars which carry fertile eggs cannot be said to be sterilized, as the bugs that will be hatched from these eggs will do more damage than the old ones would have done. The next step is to incubate these eggs. The process used softens up the matter encasing the eggs, rendering them subject to the influence of the gas which we use. After the eggs have been incubated, the tobaccos and cigars are given another treatment, and then the tobaccos and cigars are absolutely sterile. The only way that they can be damaged by insect life again, is to allow them to become re-infected by contamination with infected tobaccos or cigars.

I. Lewis Cigar Mfg. Co.

To the forefront of the space occupied by the I. Lewis Cigar Manufacturing Company, of Newark, N. J., is the factory's new brand, La Coronada. This cigar is manufactured in four shapes—ten cent, two for a quarter, fifteen cent and three for a half. It is obtaining considerable attention from out of town dealers who are on the lookout for meritorious merchandise of this character. In addition, the old reliable John Ruskin five cent leader is displayed in its familiar package. Accompanying advertising signs and devices surround this brightly colored booth. And foremost in the busy group of Lewis salesmen is Leo Greenwald, who says he would rather be at the Show this week, anyway, as his northern New York state territory is rather chillingly unattractive just now. Leo will resume his road trips in March, however.

Lincoln & Ulmer, Inc.

To have on display the exact duplicate of the cigar smoked by President Coolidge is the good fortune of Lincoln & Ulmer, Inc., New York. It is the delicious size of the O-Nic-O brand made in the Lincoln & Ulmer factory's. This firm's tobacco and cigarette products, made under the same label, are likewise smoked by many famous men the world over. One of the outstanding testimonials for the O-Nic-O products is that of Doctor L. F. Parker, president emeritus of Johns Hopkins University, of Bal-

timore. This was published in the International Clinic recently. Numerous jobbers and retailers are exhibiting earnest interest in O-Nic-O goods, and both the senior and junior Ulmers are at booth, assisted by Leo Lehman.

Lion Match Company, Inc.

Jungle growth does not surround the booth of the Lion Match Company, Inc., New York, yet right there amongst the display of book matches is an almost real lion which nods its head, opens its jaws—but roars silently. Another attraction at this space is the illuminated card of enlarged book matches, glowing with the spark of action. Manufacturers, distributors, and dealers generally surround the space for information about these desirable advertising necessities. At the front of the rail are Louis and Al Lipset, Jesse M. Markel and Leo Greenbaum.

Mazer-Cressman Cigar Co.

Manuel invincibles, and the many other cigar titles of the Mazer-Cressman Cigar Company, Detroit, are well arranged in an appropriate setting at the show. Dealers and consumers alike were visibly impressed with the result of this exhibit.

Miltiades Melachrino, Inc.

Many busy workers are in attendance at the booth of Miltiades Melachrino, Inc., New York. They are not only displaying the brands of this factory, but they are also distributing packages of Miltiades to those smokers and dealers who have not yet become acquainted with this rapidly increasing cigarette. Miltiades Melachrino himself is frequently at the booth, as well as Leonard T. Saunders, the treasurer of the company, and A. MacKenzie. Vice President William J. Noonan is not yet able to attend, because of his own illness, and that of his wife, at their Philadelphia home.

Philip Morris & Company, Ltd.,

Marlboro cigarettes are displayed attractively in window space at the Show. With the bright colored examples of advertising material surrounding this showing, the brand is right in the forefront of prominent position.

E. Suarez Murias & Company

Fifty years in the manufacture of Havana cigars in Cuba has given Eduardo Suarez, Murias & Company something to exhibit in their booth at the Show. So, in their new Reva brand, now displayed for the first time, the trade has already expressed interest and appreciation. Seventeen sizes are shown, and the diploma of merit from the Italian Government at Rome testifies to the absolute merit of the product. It is remarkable, too, that the Reva, in its somewhat brief existence, has demonstrated its worth in sales value wherever placed.

National Board of Tobacco Salesmen

The National Board Tobacco Salesmen's Association has a nicely arranged reception room for visitors in charge of officials of the Association.

National Importing Company, Inc.

In the most comprehensive display of raw amber, meerschaum, and associated materials at the Show, the National Importing Company, New York, surely demonstrate how attractive a specimen booth may be. For, in the show cases, are carded samples of real blood amber, iced amber, insect am-

ber, tree bark amber, variegated amber, weighing approximately three pounds, block amber of the new German Republic, about one and five-eighths pounds in weight. There are also many specimens of the famous sea-foam meerschaum which is found in those shallow clay pits about sixty miles from Constantinople.

Sixteen steps in the manufacture of meerschaum pipes are likewise exhibited, from the raw material to the completed article, snugly fitted into its case. Another interesting item in this display is the salt water test for amber. It readily shows how imitations sink to the bottom, while genuine amber always floats like that 99 44/100ths soap we hear so much about down around Cincinnati. Paul A. Drucklieb is invariably present to explain away the mysteries of the craft, which always interest dealers and smokers.

Alfred Orlik

Pipes of established quality are choicely displayed in the space of Alfred Orlik, New York. These English importations are in wonderful array, as well as cigarette holders, cigar lighters, and Orlik's London Mixture tobacco. Alfred Orlik is ably assisted at the booth by Eric H. Sobotka and J. Hennessy.

Petre Lithographing Co.

Cigar labels and cigar bands are always bright and attractive to the eye of both smoker and dealer. Cigar manufacturers, too, are ever interested in the improvement of their goods, and the display of the Petre Lithographing Company induced many of these men to make further inquiry of Charles Petre, G. Hoffman Smith and Robert Petre, A. Kirschofer, H. B. Cochran and Wallace Wobcke, the staff on hand.

Philippine Tobacco Company

Manila cigars are well displayed at the Show, but nowhere is there a superior assortment to that shown by the Philippine Tobacco Company, New York. Vamp, Marcella and La Frances brands are exhibited in numerous shapes. W. H. Berger and assistants are on deck to tell the jobbers and retailers how they can increase their business and make more money by selling Philippine products this year.

E. Popper & Company

From the exhaust of an aeroplane in full flight there appears the slogan of Popper's Ace cigars upon an electric sign at the booth of E. Popper & Company, New York. But the Ottina and Eight Center are not neglected, either, and the many jobbers and retailers, who are visiting this space, all say the Popper showing is very good indeed. Walter and Eugene H. Popper are both there, assisted by many of sales and factory staff.

Porto Rico Government Tobacco Guarantee Agency

Four spaces at the Show are devoted to the consolidated displays of cigars in the Porto Rico Government Tobacco Guarantee Agency. Agent Francisco Linares and his assistant, M. T. Saldana, are busily engaged explaining the advantages of the island to many manufacturers of cigars who are really seriously considering the possibilities of Porto Rico in the production of popular quality goods.

In this respect the island of Porto Rico is supreme. Tobacco is there, and labor is available in vast quantity and quality. Most Porto Ricans are naturally very able cigar-makers, as all the trade probably is aware

of. Nevertheless, American manufacturers have not heretofore given sufficient thought to the availability of the country as a more economical field of manufacture.

From the aid which the Porto Rico farmer is now obtaining from the Federal Land Bank, through the Intermediate Banking Houses, established in four sections of the island to care for local demands, the tobacco growers are gradually getting upon their feet.

With the development, then, of the manufacturing facilities of the island, the circle should be complete. But another thing which the improvement of the cigar industry requires is the elimination in the isolation of the product as a foreign importation. This view has been due, no doubt, to the various labels formerly placed upon the finished goods. These labels have now all been eliminated with the exception of the white guarantee stamp, which assures the dealer and the smoker that the tobacco is entirely of Porto Rican production.

But the Porto Rican surcharge upon the revenue stamp is not necessary or desirable. think many people interested in the island. It is their hope, then, that this small matter may be eliminated, together with any other



Foxo in Richmond Times-Dispatch

items of emphasis which may stress the Porto Rican product as apart from the similar American cigar which probably contains the same sort of tobacco.

W. F. Powers Company

All sorts of modern aids to business are displayed by the W. F. Powers Company in its lithographic display at Booth 34. Folders, cut outs, booklets, inserts, box wraps and so on are shown in wide variety. Both F. H. Hughes and C. S. Burgess are there to show the trade this extensive line of printed and litho material.

Preferred Havana Tobacco Company

Not even the kings of England could possibly have had more elegance and grandeur than is shown by the Preferred Havana Tobacco Company, New York and Tampa, in its throne room reproduction of stately chairs, royal red and purple carpeted dais, and the enthroned example of Henry the Fourth, which sits in its regal seat like the aristocrat it is. Other display cases are there for the Bancos and Eden cigars. J. M. Rosenberg, J. M. Diaz, both senior and junior, Victor Lopez, and L. B. Jandorf are all right there as courtiers in the royal assemblage hall of this space booth.

Rochester Folding Box Co.

The Rochester Folding Box Company is giving a fine showing of containers used in the tobacco trade, cigarette shells and sliding shell cigar packs, display containers, labels, a revenue affixing stamp machine and a large line of attractive novelties.

Benito Rovira & Company

Some very choice sizes of the La Confesion cigar are shown at the booth of Benito Rovira & Company, Norristown, Pa. The brand is famous for excellent quality, and many jobbers and retailers in the trade specialize upon the La Confesion are stopping at the booth daily to endorse this. Herbert Rovira and J. B. Rovira co-operate at the space in the greeting of these friends and customers from all parts of the country.

George Schlegel, Inc.

George Schlegel, Inc., New York, has an attractively displayed booth in which samples of fine lithographic art work, cigar labels, advertising features and other lithographic goods. Several large art lithographs shown in this booth, indicate the perfection of the art of the lithographer.

to which the art of the lithographer has been brought. Since 1842 this reputation for perfection and quality has been the keynote of all effort in this house. Customers have been held to the products of the concern for all of those eighty-four years, and so they are still active in the tobacco industry.

Schwab Brothers & Bae

Dignified display material emphasizes the standing of Epoca and Protector cigars at the booth of Schwab Brothers & Bae, 100 East End Avenue, New York. All these brands of these brands, including the shapes of the Nobility cigar, are neatly arranged for the many dealers who approach the booth to shake hands with August Schwaib, Charles Schwab, Leopold Schwab and Leo Weiss.

Selgas & Company

Selgas & Company, New York, importers and packers of Havana and Porto Rican tobacco, have an attractive booth in the eastern portion of the exposition, where fine samples of stripped Remedios and Porto Rican leaf are shown. Popular favor is turning to Porto Rican tobacco, and this firm is actively engaged in demonstrating the value of Porto Rican leaf.

(arl Upmann, Inc.

Upmann, Inc., New York, has a novel attractive exhibit featuring the celebrated Havana brands of cigars made by the feature of this booth, that is a large crowd of visitors, is a large sign showing Dolce-far-Niente on the background, beneath a pale light haze, there appears, at a glance of a very beautiful girl in a diaphanous, enjoying a Dolce-far-Niente dream. This illusion is quite captivating, and it is proving to be a fine attraction.

cc Merchants Association

acknowledging the good work of the T. in assisting with the reduction of the tax, now apparent, the trade is sure to pay to the booth of the Tobacco Merchants Association. All the prominent members of the Association are on duty to the member of the trade departs from the Show.

dv Display Service, Inc.

of the tasteful decoration at the Tobacco Show is due to the good work of the Display Service, Inc. Colorful and attractive signs are originated by this company as proof of their enterprise is visible in all booths this year.

co Preparing Machinery

that must strike the reader of the Journal of this description is that the amount of information which is absorbed, how it is possible for anybody to get from egotism. Industrial activity is an antedote to this state of affairs because its works is so infinitely varied and extraordinarily complex, that it becomes a probe its depths to the foundation of the necessary to discuss any highly-scientific venture into fields of much learning to substantiate this, as examples are found in the most commonplace activities. For instance, a cigarette, or a tobacco; the majority of people probably second thought as to how they are made, all would be amazed to discover the machinery which is incidental to the production of these incidents of daily life, as it

co preparing machinery is, in fact, highly complicated apparatus developed by years of research and experiment, to a condition of efficient efficiency, and as illustrative of the foremost exponents of this branch of industry, a more representative name could than that of The John B. Adt Company, 32344 North Holliday Street, Baltimore, Md., U. S. A., the manufacturers of the Adt tobacco preparing machinery, vegetable and other special machinery, who during a period of half-a-century's work have become world-wide renown.

John B. Adt Company was first established in 1865, and throughout the success of its history has been progressively engaged in building up one of the largest of tobacco preparing machinery works. There is no exaggeration in the statement—it is cold, hard fact, and the result of specialized activity exclusively on the requirements of the tobacco industry, the publicity department of the company, which continues:

tobacco machinery produced under the name might also be said to be legion, includes every possible unit imaginable, including toasting, and cooling machines, stem flattening machines, sorting, ordering, pressing and casing

machines, and many others for special purposes, indicate some of the types made.

In the manufacture of cigarettes, the company builds a complete line of machines for the handling of the tobacco from the hogshead to the cigarette machine, and it has prepared a picture flow-sheet, describing the method of handling the tobacco through the various machines necessary in the preparation of cigarette tobacco.

For the manufacture of smoking tobacco, both long cut, granulated plug cut and plain granulated, a similar, complete set of machines is provided, and it may be mentioned that the company is always prepared to furnish flow sheets describing the method of handling the tobacco through the various machines to all those interested in this class of apparatus.

The whole of the company's magnificent selection is designed with two objectives, namely, "efficiency and economy." These two extremely desirable factors are, so to speak, the characteristics of an "ADT" plant, and although the company has eminently succeeded in producing equipment answering to this description, it has done so without having sacrificed in the slightest degree the splendid quality which is the most notable attribute of all.

In the manufacture of short filler cigars, it is interesting to note that the company has evolved a complete line of "ADT" machinery, by virtue of which the preparation of the scrap filler can be most economically accomplished. This line has been specially designed and is unparalleled in its class.

Standard "ADT" machinery deals with all other products such as snuff and scrap chewing tobacco—flow sheets of which, together with that of the special cigar machinery, are available.

It is difficult to select from amongst this imposing display of mechanical perfection, any one item which is more important or better than another; yet special attention might, perhaps, be directed to the company's improved "ADT" Furnace Dryer, which can now be furnished with electric heating units in addition to the standard types with either gas furnace or coal and wood furnace. With the electric heating furnace a positive control of the heat is assured, and the most delicate brands of tobacco, such as Turkish, etc., can be dried or tempered in this machine.

Another machine to which particular attention may be drawn is the Class B, "ADT" Tobacco Cutter, which is built in two sizes: No. 0, and No. 1, with 19 in. and 17 in. knives respectively. These machines are ruggedly constructed with high capacity and precision cutting, and are highly recommended to those desiring a first-class cutting machine.

The "ADT" Class-B Cutters are the latest development in cutting machinery, and for the manufacture of cigarette and fine cut smoking tobaccos are positively unequalled. They give a regular cut tobacco with the minimum of attention by the operator, and on account of the company's original method of construction, which consists of placing the high-speed operating parts close to the foundation, there is less vibration and consequently less wear and tear on these parts.

All bearings are provided with renewable bronze bushings, and the feed gears are machine cut from steel blanks. The frames are substantially constructed, properly proportioned, and will stand up under the most severe use.

Other machines manufactured by the "ADT" Company are stem flattening machines, which now make it possible to very profitably utilize the tobacco stem, formerly waste, in every kind of manufactured to-

bacco, without discernment, as much as 30 per cent being employed in a mixture with good results.

The stems are usually cut in lengths of 1/4 in. to 1 1/2 in. properly sweated and passed between the heavy chilled rolls, from which they are removed by means of the steel scraper knives. These machines pay for themselves in a short time, and are undoubtedly one of the most profitable investments.

The "ADT" Dissolver, which is the only machine that will cook and dissolve licorice, sugar, gum arabic, etc., economically, quickly reduced into a thorough soluble state all flavoring extracts because it functions under pressure, and in consequence, without the loss of aromas. The results secured with these dissolvers cannot be equalled by any open kettle process.

The company's casing and ordering machines expedite the conditioning of the tobacco uniformly and in a most superior manner, and progressively prepare the products for future manipulation.

"ADT" machinery is to be found in the principal tobacco manufacturing factories of America and other countries, and evidence is thus not wanting in substantiation of the claims made for its superlative merit.

It is important to note that as is the case with every successful device, competitors have made attempts to imitate more or less the distinctive features of the company's machines, but the discriminating buyer should remember that counterfeit goods never equal the genuine article in merit or reputation.

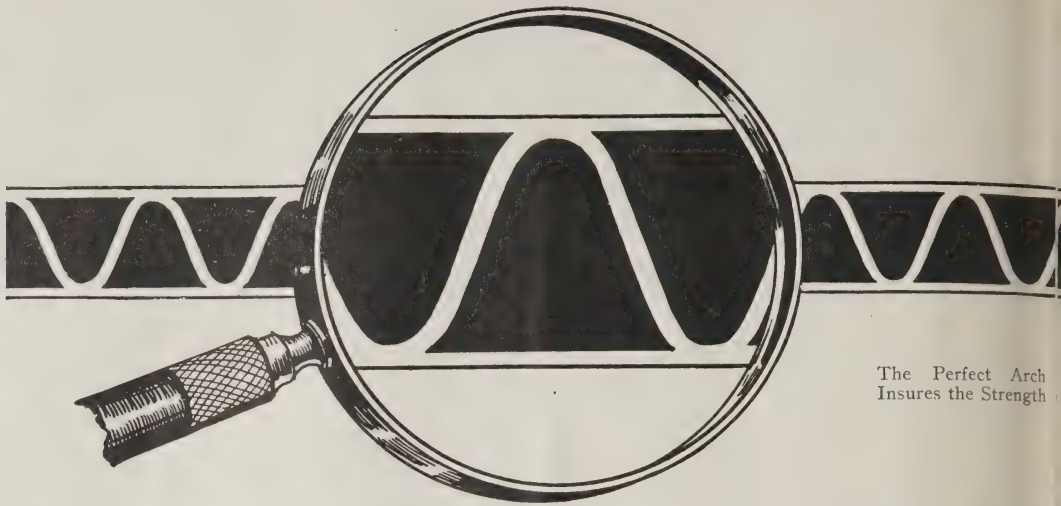
The company's registered trade-mark, "ADT," is to be found on all "ADT" products, and is the absolute criterion of the best that the world has to offer in this highly important department of industrial activity.

About Raising and Marketing Cigar Leaf Tobacco

Tobacco is one of the most valuable crops grown in the following states: Ohio, Pennsylvania, Connecticut, Massachusetts, Georgia, Florida and Wisconsin. It is given the least consideration of any crop grown from the standpoint of state aid. Propose to the different states to furnish tobacco inspectors to inspect and grade the farmers' tobacco without cost to him. If the states would furnish competent inspectors of thorough tobacco knowledge to inspect tobaccos when packed and ready for sale, making different classes such as A & B & C grades, giving the grower a copy of the grade slip, which would show the grade of his tobaccos, to present to the buyer of tobaccos, it would have a tendency to establish more of a uniform price for tobacco values.

Let the state departments maintain an office in each tobacco district in the different states, keeping a copy of the grower's grade slip on file. Also publish in the local papers of the different districts, each week after inspection starts, a list of the growers whose tobacco has been inspected, the amount of pounds, kind of tobacco, grades and location. This would give the tobacco buyer complete knowledge of where to go to buy certain grades of crops he wished to purchase, and would put all the growers in touch with the buyer and would broaden his opportunity of chances to sell; thus bringing the buyer and the seller closer together.

Let the buyer and the seller each set his own price, which is the only successful method of handling cigar leaf tobacco in the states of Ohio, Pennsylvania, Connecticut, Massachusetts, Georgia, Florida and Wisconsin. Tobacco in these states is mostly raised only on a very small acreage of each planter, but by several hundred different farmers in each



The Perfect Arch
Insures the Strength

Cigar, Cigarette and Tobacco Men! You can depend on Mid-West Boxes

There is no container made today which lends itself so naturally and economically to the shipping of your goods as the corrugated shipping box. The Mid-West box is tough and strong. Every corrugated arch in the walls of Mid-West shipping boxes represents organized defense against vibration, pressure, shocks and other transportation abuses.

Every Mid-West shipping box, built with extreme care by skilled craftsmen from only the best materials available in the world's markets has in its multiplied defense units the well defined resistance which makes a saving of 30% to 70% possible to users annually over cheaply made containers.

Frankly, why not make an honest trial of a box which has proved its "backbone" and distinguished merits from shipping platform to consignee---especially if the savings over old methods can be definitely

ascertained. Ask long time users--the list reads like a "blue book" of American business.

Fill in coupon and mail to us today for further information.



The increasing use of Mid-West Boxes in your field is entirely due to their filling a need--BETTER.

—COUPON—

Mid-West Box Company
18th Fl. Conway Bldg., Chicago.

Gentlemen: Kindly send us detailed information on Mid-West Boxes and how you can save us money on shipments.

[] Cigars [] Cigarettes [] Tobacco

Signed Title.....

Company

Address

City State.....

MID-WEST BOX COMPANY

General Offices
18th Floor, Dept. B, Conway Bldg.
CHICAGO, ILL.

Corrugated Fibre Board Products



Anderson, Indiana
Kokomo, Indiana
Fairmont, W. Va.
Circleville, Ohio
Chicago
Cleveland, Ohio

not subject to pooling in a sugar. Pooling can only be successful if tobacco is grown on a large scale and controlled by large land owners financially able to take care of the market. Permit the sale of farmers' leaves as they are. Let it be put back on the land as fertilizer. This will increase the production of A, B and C grades.

Each grower puts trash in his fillers, or uses a wrapper grades, grade his crop and Cx, which will plainly designate a trasky crop of tobacco. The grower can do away with one of the fillers in cigar and tobacco industry. The grower of tobacco today does not raise a crop of tobacco, what he raises is there is no standard of prices. He has some assurance that if he raises a crop of tobacco that can be classed as A, B and C, he will bring him the highest possible price, but such tobacco should demand a premium, as passed by our revenue department. A and C cigars, he would strive to reach that goal. He must understand that a B and C would only be suitable for A cigars; chewing and smoking tobacco, and could not bring him the same price as a B and C. H. L. Roby, Roby Cigar Machinery Company.

Among Those Present"

At the right in California, Al Metzger of Berriman Brothers, said at the other day, but hereafter please the lush and snow of New York during the winter. His three months in the film-land completely cured Al of his desire to go to semi-tropics. In fact, he may say the cigar business—*quien sabe?*

At the left with that giant cigar at the booth of A. & Sons after the Show is the publisher Morris Frieder. For he wants to lift that huge monument back when the Show strikes tents Saturday night.

At the left of the Show are built for, for fifty people! And when the bell, Step back to the rear of the car, the bottom row of the box is invariably against the label on the cover.

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sounds when the announcer remarks that Dilbear cigarettes are the very, very—

Phil Wilkinson ran all the way from Schenectady (see if you can spell that without looking) to see what the Show is like. Last seen of Phil he was smoking a Manila cigar.

Fans are actually needed at the Show. So when C. H. Weier commenced to pass out pencils, bearing the imprint of the Kemper-Thomas Company, someone stepped up and asked him if he would swap a broken pointed one for an advertising fan, any design.

Julius Blum was smoking a Natural Bloom cigar, it seems, when someone offered him another brand. He took it, but he didn't throw away the Harry Blum product.

Those brass buttons at the booth of the American Lithographic Company, are real, solid brass, Bill Intemann asserts. But he says the trouble is they are detachable, and the Denby Boys are often minus their decorations when night comes. Reason for this is that so many shies want 'em to valentino trousers with.

Illumination is good at the Show. But when the haze of smoke arises to the rafters at night, there is a certain pittsburg element to the lighting which makes the folk from the soft coal regions think they are right to hum.

Yes, the certificates and diplomas in the booth of E. S. Murias & Company are all sealed and signed officially. John Hancock did not certify to this, but Benito Mussolini has some of his Roma stamps on one of them.

Some of the boys at the Durlach booth are going to take a long vacation after the Show. They say they cannot work like this all winter, and Milton Durlach has promised them a vacation—in the office or on the road.

Steve Herz stepped up to his Nottingham sign Thursday night to see if the gold leaf was peeling. What was his surprise to observe that the darn stuff was being picked up by the visitors as souvenirs, of the Show, and the D. Emil Klein Company in particular!

Still another Porto Rican visitor at the Show is Francisco Mujica, the large grower and packer. He arrived on the San Lorenzo Monday, and will stay about the exposition during the week.

The Arencos Machine Co., Inc.

During the year 1925 Arencos Cigarette Packing Machines were placed in several of the largest cigarette factories in the United States and all machines have been operating in a very satisfactory manner, packing and stamping up to 750,000 cigarettes per day of nine hours. Requiring only 32 square feet of floor space the Arencos Machine has a much greater production than other packers of larger size and its superiority in this respect was quickly recognized by manufacturers who found it necessary to increase production without additional floor space. The combination of a stamper and a packer, as on the Arencos machine, eliminates the labor of conveying the packages from one machine to another and the Arencos method of transferring the cigarettes from the maker to the packer greatly facilitates the work of the operator. The package leaving the Arencos machine is complete ready for the glassine wrapper or for the shipping cartons. In addition to its capacity for greater production and saving of labor, the neatness and perfect uniformity of the packages turned out by the Arencos Machine rec-

ommend it to manufacturers who realize the importance of the good appearance of their product.

In Europe the Arencos Machine was introduced some five years ago, and at the present time, the Tobacco Monopolies of Italy, France, Austria, Sweden, and Czechoslovakia are using Arencos Machines for their output of "slide in shell," "slot and flap," cardboard and paper boxes and for their 10s and 20s pouch packages. Other factories in Belgium, Norway, Japan and South America are operating Arencos Machines adapted to their various styles of packages.

In order to meet the requirements of different manufacturers in this country, the Arencos Machine is adapted to the production of two different types of packages. One type has the lap of the label on the back of the package, the other has the lap on the side. In either case the 20 cigarettes may be ranged either 7-7-6 or 7-6-7.

The Arencos Machine Co., Inc., of 25 West 43rd Street, N. Y. C., the sole agent for the Arencos Machine, maintains a storeroom and service station in New York from which both machines and spare parts can be supplied on short notice.

The machine may be seen in actual operation in the American Tobacco Company's Exhibit Factory, in Atlantic City, where their famous Lucky Strike cigarette is packed on an Arencos.

Suggestions for Improving the Cigar Industry

The cigar industry is not in a healthy condition, and it needs the full co-operation of the cigar manufacturers, tobacco growers, leaf tobacco packers and dealers, and other allied industries.

It can be revived. We will take class A cigars and outline a plan for its betterment. Here is Jones, who uses common filler grades and trash for fillers, and using the cheapest of wrapper tobacco for wrappers, uncured binders, and producing poorly made cigars. When completed they weigh twenty-two to twenty-five pounds per thousand. They sell to the jobbing trade at \$26 to \$28 per thousand, single foil and banded, packed fifty cigars to a box, and he expects the consumer to pay five cents apiece for them. What does the consumer receive for his money? A poor burning cigar with unpleasant taste, which kills his desire for cigars.

Then there is Smith, who wants to build a cigar of quality, which means good tobacco, properly put together to insure a free smoking cigar, and a pleasant taste. But he cannot do it and compete with Jones in quantity, so if our revenue laws were amended to limit the weight of class A cigars, when finished, to sixteen or seventeen pounds per thousand, then all manufacturers would be put on an equal basis of weight.

Shapes could then be standardized and all manufacturers would then strive to produce a better cigar for five cents. The smoker would in turn, get better value for his money and the greater pleasure from smoking cigars, and he would become a greater purchasing power.

The manufacturer of class A cigars should go further, doing away with fancy packages, use the most efficient method to produce good cigars more economically. He would soon find himself making more cigars, and receiving a greater percentage of profit for himself, jobber and retailer.

All other classes of cigars can be improved by handling on similar basis; would suggest class B cigars not exceed 20 pounds; class C cigars, 22 pounds.—H. L. Roby, of the Roby Cigar Machinery Company.

Tobacco Show Exhibits Replete With Modern Machines In Ac

Every Type of Automatic Device in Actual Operation—Cigarette Machines
Cigar Machines, Humidifying Systems, All Give Evidence of Progressive
Spirit in Trade—Show Visitors Greatly interested in Specimen Bulk Production.



TOBACCO MACHINERY is well represented at the exposition. The Carrier Engineering Company, and the Bahnson Company, and the Rhode Island Humidifier Company are showing tobacco moistening machines and plants at work. The American Tobacco Company has a complete cigarette plant operating, to illustrate the manner in which Lucky Strike cigarettes are manufactured, and all over the exposition we may see machines used in making cigar packages, cigarette packages and performing the various operations in tobacco manufacture and packing.

One of the largest machinery exhibits is shown in the booth of the American Machine and Foundry Company. Machines in operation are seen making and packing cigarettes, and making cigars.

By Dr. ARTHUR SELWYN BROWN

A feature of this exhibit is the standard duplex wrapping machine for cigarette packages. At a speed of 200 perfectly wrapped and sealed packages every minute, down go labor costs. With a flexible range of operation that will permit two different sized packages to be wrapped simultaneously, on either side of the machine, or packages varying as much as one inch in size wrapped in succession without special adjustments to the machine, down go investment costs.

Eliminates Labor

Here is a machine that does the work of two to five other machines—or dozens of hand laborers. Packages neatly wrapped and sealed in cellophane or glassine paper have at attrac-

tive appearance which adds greatly to sales value. The impression of cleanliness is striking. Many actual packages which have been made with wrapped packages on display, show that a wrapped package has a much greater appeal. And this is particularly true with the beautiful cellophane, which is handled on this machine.

The wrappers, put on by the duplex wrapping machine, are sealed by means of cold paste. After the package passes a series of brushes to smooth and hold the flaps down uniformly. Every package comes out neatly wrapped and sealed.

The advantages of a protective wrapping are obvious wherever the contents are perishable. This is particularly true for food and confections. It will likewise keep goods from metal or drugs or will keep tobacco from drying out too rapidly. The cost of this has now been cut to such a low price that the standard duplex that every manufacturer has delayed wrapping his packages because of the high labor cost can now be used without adding materially to his production costs.

Cigarette Packer

This machine, with two operators, at eighty revolutions per minute, represents the latest development of pouch packing. It is built to count, compress and wrap quantities of round cigarettes in foil or outer paper wrapper.

In operation, the cigarettes are delivered into the cigarette making machine in a specially constructed aluminum tray holding approximately 2,500 cigarettes. The tray is in the machine hopper and the cigarettes fall by gravity downward through the counting mechanism, from which they are transferred into the compressor wheel, which gradually compresses the cigarettes to the desired size.

The pressure is then released as the cigarettes are ejected endwise against the foil which is fed from a continuously running roll, passing through the rotary folders and the previously positioned label, which is wrapped around the foil package. The next operation is to turn the package into the vertical dryer which turns and delivers the package to the inspection station.

The standard cigarette making machine combines strength and rigidity of construction with simplicity and completeness of design; accuracy and finish of workmanship with speed and perfection of production.

Changeable Parts

Each separate part of this machine is constructed of the best and most suitable material obtainable. They are all made accurate and interchangeable, so that extra parts are not those affected by wear or breakage in the machine. The parts are furnished by number from the illustrated parts list, with the full assurance of fitting exactly without any further fitting.

Gears, bearings and other running parts are completely and thoroughly enclosed in the box bed of the machine or by dust caps. This not only protects these parts from the grinding action of dust (of which there is a great deal present in all tobacco), but it also prevents the oils from coming into contact with the paper or tobacco.

It also prevents the oils from being absorbed



TENNESSEE

Greeneville

*An important Tobacco Center
for the very finest quality
of White Burley*

The quality of the tobacco in this section compares favorably with Burley tobacco grown anywhere, and has become exceedingly popular with the manufacturers of both chewing and smoking tobacco. It is an admitted fact that the fillers from this section have more body and will absorb more licorice; that the smoking tobacco shows more color and is milder and sweeter.

Samples cheerfully submitted.
Shipments guaranteed according to samples.

The Austin Co. inc.

Greeneville Tenn.

**TENNESSEE - KENTUCKY
CAROLINA AND
VIRGINIA**

Cable Address:
Austin, Greenville

Codes
Arnold's No. 5
A. B. C. 5th Edition Improved



greatly lengthening the life of the machine. It reduces the noise and protects employees from accidents. This notable feature is nearly so highly developed in machines than the standard. It is designed and constructed so that it can be readily adapted to paste seam cigarettes of either round or oval shapes, to almost any diameter or length and may also be equipped with any one or all of the following attachments, at a small additional cost. A device for making either round or oval cigarettes with crimped seams. A device for attaching a cork, gold, straw or silk tip to each cigarette as it is being made. A device for making a hygienic paraffine tip on each cigarette as it is being made. A device for automatically cleaning the folder tube clear of dust and tobacco crumbs, and is adapted for cleaning the machine by the vacuum cleaning process. A device to be used when manufacturing cigarettes from very coarse tobacco or tobacco containing stems.

The standard may be equipped for either belt or individual motor drive. If the motor drive is ordered it will be necessary to know for what voltage and whether direct or alternating current. If alternating is used, state the voltage, and has and cycle.

Color Printing

Standards are equipped with a very simple and most effective printing device that accurately and perfectly prints a title or design on each cigarette. The print may be in one or two colors or one color and bronze.

Each machine is equipped with an improved electrically heated seam drying device, although machines equipped with a gas heated seam drying or a mechanical device for accomplishing the same purpose, using a rapid running friction belt, may be obtained.

The cut-off has been much improved, and we can now supply a slow, rigid, single knife cut-off; exceptionally high grade work with a capacity up to 22,000 cigarettes per hour; or a single knife high speed cut-off with a capacity up to 38,000 per hour; or with a double knife cut-off also with a capacity up to 38,000 per hour.

It can be supplied with a casein paster, or with the mechanical force feed starch paster. We commend the first named type. Every standard is equipped with its own ripper, placed conveniently near the cut-off, so that imperfect cigarettes are dropped into it. They are instantly ripped open and fall into a box covered with a coarse wire screen. The screen allows the tobacco to fall through, but keeps back the paper. This is a notable feature and convenience.

Automatic Feed

The machine is under perfect control at all times by the operator, so that one part of the machine can be run independent of other parts when desired. The automatic tobacco feed is a improvement over preceding ones. It is thoroughly automatic, and can be adjusted to feed any kind of cigarette tobacco except granulated, and in any desired quantity.

There is no accumulation of shorts as all the tobacco is automatically fed in an evenly distributed stream to the cigarette making machine. The supply hopper will hold about 100 pounds, and requires no further attention after the tobacco has been thrown in, except to refill. The Standard runs very smoothly and quietly. It requires two horsepower to run to its full capacity. One operator is all that is necessary to actually run each machine; and because of its simplicity, the operator does not need to be a skilled mechanic, but any intelligent man or girl can operate it with ease, and any repairs or changes can be effected by the shop mechanic.

The output is largely determined by the character and condition of the tobacco, paper and Also by the operator, as well as by the

type of cigarettes made, but for the highest grade oval cigarettes, with cork tips, from 22,000 to 30,000 cigarettes are manufactured every hour, according to the equipment. And for the usual round cigarettes of a reasonable length, using a double knife, or high speed cut-off, from 36,000 to 38,000 per hour can be made.

Chico Machines

A small cigarette making machine called the Chico is made by the same company. The Chico cigarette making machine has been especially designed to fulfill the requirements of the small manufacturers of cigarettes. Also of the factories so situated in mountainous districts, and other localities not directly accessible by rail or ship, as to make the transportation of the large cigarette making machines very difficult, or in many cases, impossible.

For purposes of mule-back or other methods of light weight transportation, this machine is so constructed that it can be separated into units and packed in six cases, the heaviest of which will not weigh more than 165 pounds; and the design of the machine is so simple that it can be re-assembled and put into operation by any ordinary shop mechanic.

Export Size

The Chico is a perfect machine in all its details for making pasted seam cigarettes, either round or oval, of any reasonable diameter and length. The machine is sold fully equipped for making one diameter and length of cigarettes, as ordered, but any number of additional folder tubes and parts for making other sizes and shapes as may be desired can be furnished.

Changing the machine from one size or shape to another is quickly and easily accomplished. The Chico has a single printer that will print a trade name or design in one color, on each cigarette, as it is being made, or it is supplied with a double printer that will print either in one color, or two colors; or one color and gold.

Any Drive

The Chico may be equipped for either belt or individual motor drive. If the motor drive is ordered it will be necessary to know for what voltage and whether direct or alternating current. If alternating is used, the voltage, phase and cycle, should be stated. The machine will require one-half horse power, and will make up to 125 cigarettes per minute. When using a belt the machine is controlled by a belt shifting device operating on a tight and loose pulley.

The Chico cannot be equipped for making crimped seam cigarettes; and, unless the purchaser specifies otherwise, each machine is equipped with an electrically heated device for drying the pasted seam of the cigarettes as they are being made. An alcohol heater can be supplied for the same purpose. This is a very important feature, especially in damp climates, as it increases the output of the machine.

The Chico requires one operator to attend to the general running of the machine. This last named operator looks after the paper, printer, paster, cut-off knife, inspects the cigarettes, etc.

Cigar Machines

Cigar making machines, exhibited by the American Machine & Foundry, includes the Standard Bunch Machine. This machine, with one operator, running at fourteen revolutions per minute, represents the latest development of bunch making machinery, and is constructed for making bunches of any size or shape from cut scrap, shredded scrap or table shorts.

It is built either right or left hand, for use in connection with mold rolling or soft work rolling machines, or for making bunches that are to be placed in a wooden mold for hand rolling.

In operation, the filler is placed in a hopper from which it automatically emerges into a trough, which feeds it forward to the measuring device, where the desired quantity is placed

in position to be rolled in the binder which is being held by suction.

Meanwhile, the operator has placed a binder on the suction apron, and when the foot operated control lever is pressed, the bunch is rolled up and deposited in the catcher fingers, from which it is removed by the operator and placed in a mold or the transfer on the rolling machine. A saving is effected by the use of suction on the rolling table, as the binder can be spliced and stretched sufficiently to produce a smooth bunch.

International Model

The International Cigar Machinery Company, Brooklyn boro, New York, exhibits a turret model soft work cigar rolling machine. Previous to the development of the turret model machine, it was customary to place cigar bunches, whether made by hand or by machine, in wooden molds, wherein they are compressed until permanently set.

By means of this new development, manufacturers can dispense with molds, mold presses, trucks, etc. Whether the bunches are made by hand or by machine, and whether they contain long or short filler, they are placed by the bunch maker in a carrier in which the ends are automatically trimmed, and by which the bunches are delivered to the turret which concentrates and temporarily sets the filler without prolonged compression and without draft passage closure. And from this they are automatically removed and delivered to the rolling device, where the wrapper is applied and the cigar finished ready for packing.

Prevents Mold Creases

This improved method of manufacturing absolutely prevents mold creases and produces only soft work. When soft filler cigars are being made, a scrap bunch making machine forms part of each unit, although this attachment is not necessary should a manufacturer desire to make his long or short filler bunches by hand.

In operation, one operator is required to the cigar rolling machine, whose duty it is to place the wrapper leaf on the cutting die. One operator is also necessary to place the bunches in the carrier, and this same operator makes the bunches when a scrap bunch machine forms part of the unit.

It produces from 40 to 450 headed cigars per hour, and it is necessary to have one skilled mechanic to about twenty machines.

The entire operation, with the exception of spreading the wrapper leaf, and placing the bunches in the transfer, is automatic. On headed cigars a saving can be effected of from forty per cent to sixty per cent in the cost of labor.

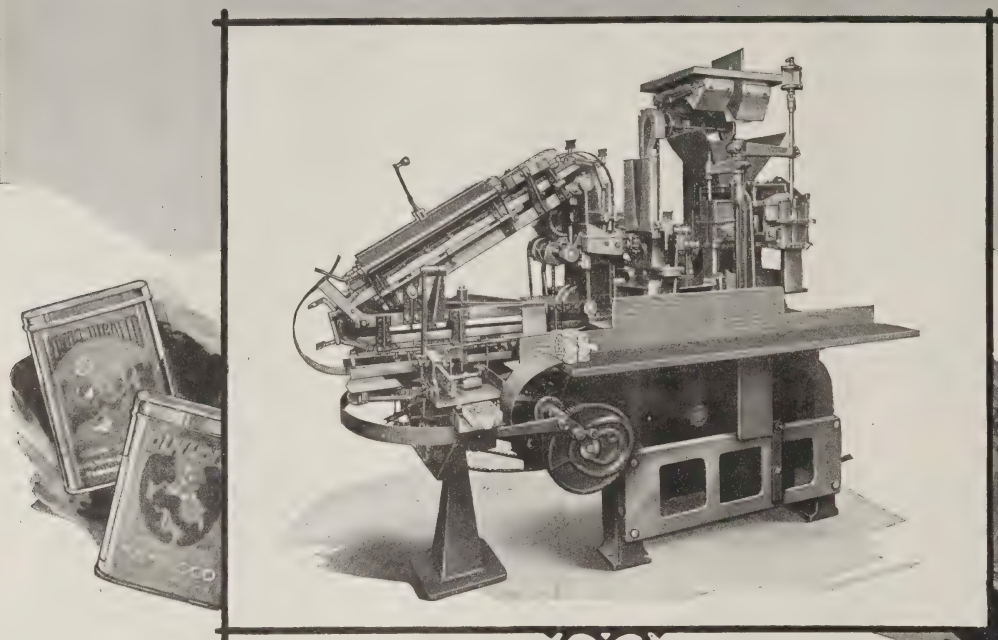
Machines are constructed to use the right hand half or the left hand half of the tobacco leaf, but no one machine can use both halves. For this reason they are known as right hand and left hand machines, and usually work in pairs. Each machine can make only the size and shape cigar for which it is built, although change parts can be supplied for making other sizes and shapes of cigars, and these parts can be attached by any factory mechanic.

The new weight on the factory floor of each machine is about 1350 pounds, and 38"x68" floor space is required. Each machine requires one-half horsepower and it can be supplied with either an individual motor or tight and loose pulley for belt drive. It is necessary to have an air suction equipment for the wrapper cutting die. If a factory is not equipped with such a system, one can be furnished with the machine. Fifty-seven different sizes and shapes of cigars, shown in this Company's booth, may be made by this machine.

Fresh Work Device

The same company constructs a fresh work cigar machine for making a completely headed

PUTTING THE TOBACCO INDUSTRY ON AN AUTOMATIC BASIS



THAT newly discovered luxury of the days of Sir Walter Raleigh —tobacco—has been made available to everyone, everywhere, by means of the automatic machines which have increased production and decreased cost. The problem of putting the Tobacco Industry on an automatic basis has been largely solved by the machines of this Company. This task will be carried on in the future with an increasing energy!

The Standard Weighing and Packing Machine weighs, packs, closes, seals and stamps packages of smoking tobacco, then reweighs each package to reject "overs" and "shorts"—all at the rate of approximately 1560 per hour.



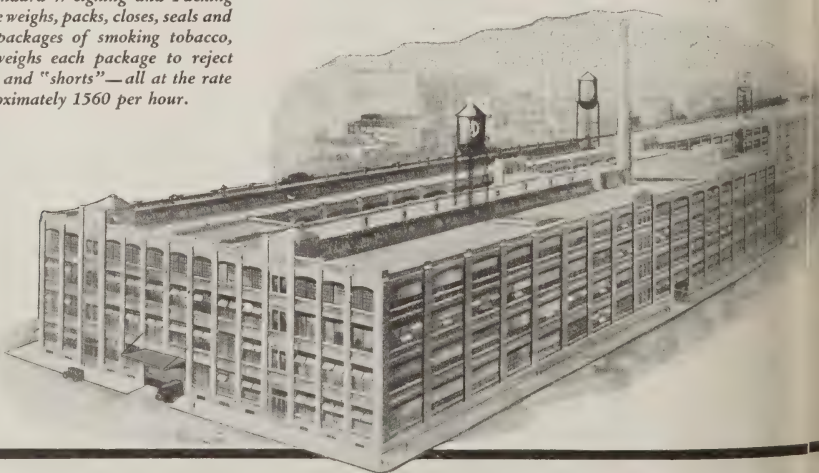
MACHINES for

Feeding Filling
Weighing Packing
Bagging Sealing
Label & Bottle-Capping
Package Wrapping

Cigar and Cigarette
Making Machines
Stemming Machines
Color Sorting Machines

Litho Transferring Machines

Vacuum and Pressure
Pumps



AMERICAN MACHINE & FOUNDRY CO.

Brooklyn, N.Y., U.S.A.

series of continuous operations. Any kind of grade of filler, binder or tobacco that is used for hand-made cigars may be used with the machine, including Havana or Sumatra leaf.

Amount of tobacco consumed, when making cigars by the machine, is about the same for those made by hand. The uniform in size, shape and weight of the wrapper are cut and applied so as to make a leaky cigar almost impossible, the manner in which the filler is packed in the bunch, insures a perfect, free-bunch.

Operations, including the finishing of the cigars, are completed by the machine. There are no more uniform and hygienic cigars made by hand. Another feature is that the beginner's work is produced as with the expert because the machine, and not the operator, makes the cigars.

Labor Required

The machine requires the services of one man to feed the filler, one to lay the binder, one to wrap the cigars and one to examine and finish the cigars. One mechanic is required to about every six machines. Machine men can be trained to become experts in about five weeks. And, when proficient, one man can run a machine, from 400 to 450 cigars per hour, thereby effecting a substantial saving in the cost of manufacturing by machine over hand work. The net weight of the complete machine is about 5,300 pounds, measures 74"x92" of floor space. Each is fitted with a one horse power electric motor, which is all the driving power required.

Machines are built to use only the right hand half of the wrapper and binder, and any one machine cannot use the left hand half. For this reason they are known as right hand and left hand machines, and usually are sold in pairs. Also, a machine can make any size of cigar for which it is built, the diameter and length can be modified by adjustment. Fifty different sizes of cigars may be made by this machine.

Universal Buncher

The Universal Tobacco Machine Company, of Bridgeport, Conn., is showing in its booth its model L scrap bunch machine. This machine will produce from 450 to 500 bunches an hour, in any shape and size bunch that is desired, and it will make practically any straight or shaped bunch. It is necessary, when changing shapes or sizes of bunches, to change the plunger in the machine. Right and left hand bunches can be made with the machine. It will work large size, small size, scrap of unequal sizes and also thrashed scrap and should large quantities of other foreign matter get in the machine, it will not clog or damage the machine.

Tobacco for each cigar bunch is fed from a hopper in a manner similar to the gravity method usually used in bunch making machines. After leaving the hopper the tobacco is carried by a traveling belt and carried to an weighing scale, which is so accurately adjusted that it registers the smallest fraction of a pound placed upon it. Therefore you are assured a positive uniformity of weight in your cigar bunches with the model L operator in the meantime

has placed the binder on a rolling apron, and the accurately weighed tobacco is automatically deposited into the apron pocket and rolled into a bunch. The bunch is then placed in the cigar mould by the machine operator in the usual manner.

The model L Universal scrap bunch machine has been developed to a point of efficiency, speed and accuracy that completely overcomes all of the objections that cigar manufacturers have experienced in the past in connection with scrap bunch machines. It is the result of expert engineering skill, aided by the experience of practical cigar manufacturers. The machine has received wide spread attention because it gives complete and uniform results regardless of the condition of the scrap tobacco that is being worked on it. And it does not easily get out of order. It fills a very vital need as it makes possible the production of a five cent cigar at a profit.

The advantages of using the model L machine for working scrap tobacco, large size or mixed cut scrap of unequal sizes and also shredded or thrashed scrap, may be summed up as follows:

1. Straight or shaped work, both well done.
2. Makes right or left hand bunches perfectly.
3. Uniform size and weight of bunches assured.
4. A very substantial saving in labor costs.
5. Handles large size or mixed cut scrap of unequal sizes.
6. Handles shredded or thrashed scrap.
7. A long, even rolling for better smoking qualities.
8. Damp or dry tobacco handled with equally good results.
9. Low cost of upkeep; does not easily get out of order.
10. The easily adjustable weighing scale meets all requirements as to changes in sizes and weather conditions.
11. Fluffy filler because the tobacco is lifted from a hopper—a decided improvement over the gravity method of feeding.

Humidair Systems

The Humidair, exhibited by the Rhode Island Humidifier & Ventilating Company, of Boston, Mass., consists of an automatically controlled motor driven air compressor which maintains a constant air pressure of 22-25 pounds in the air pipe line that is suspended near the ceiling in the rooms. Within a few inches of the air line is run a parallel pipe line containing water at regular city pressure. At proper intervals these lines are tapped for the vaporizing heads and in these heads the compressed air mixes with and thoroughly vaporizes the water, and ejects it horizontally from two orifices in the form of air surcharged with moisture. Because of the perfect admixture there is never any precipitation of free water.

In each room, or appropriate section of the building, is located a very sensitive and accurate instrument that automatically controls and records the exact amount of moisture required in its section. This is accomplished by the opening or closing, by the instrument, of an air valve, which in turn controls the water supply. When the air pressure drops or is shut off, for any reason at all, the water is automatically stopped, so there can be no flooding or leakage at any time.

How It Is Done

The air compressor is equipped with a water cooled cylinder, and during the cold weather all water going to the pipe line passes through this water jacket, where it takes up the heat generated and serves the double purpose of preventing any sweating of pipe and warming the air of the rooms. In the summer months this water is by-passed so that it enters the pipes at regular temperature, and as it expands into the rooms, very materially cools the air.

There is no waste water in the Humidair sys-

tem, and each head can vaporize from one to five gallons of water per hour. Five cubic feet of air at 22-25 pounds pressure will humidify 20,000 cubic feet of space.

With the exception of the motor and air compressor there are no moving parts in the entire system. This insures long life and a minimum of attention. It is not affected by dust or fumes that may prevail in a factory. In fact, it will greatly help to eliminate these conditions. When once installed it will develop and maintain the proper percentage of humidity.

Demonstrating Humidifier

This company is also demonstrating the use of the Humidair self-recording automatic humidity controller. And any efficient humidifying system, to give the most accurate conditions, should have a system of automatic control. But an instrument of this kind if too complicated loses much of its value because of the attention necessary to keep it in working order. It is also obvious that a humidity controller is but fifty per cent efficient if it does not show that it is controlling the humidity at the desired percentage. The Humidair controller is the only self-recording humidity controller on the market.

It is the purpose of this pamphlet to describe the Humidair self-recording automatic humidity controller, and show its simplicity of construction and dependability under actual working conditions.

In the casing is an eight-day clock on which is placed a record sheet once each week. Day and night a continuous record is made on this sheet showing actual atmospheric conditions in the room. These sheets may be kept over a period of years and working conditions for any time easily ascertained.

Controller in Action

Close to the clock are two arms, one of which records the humidity while the second, working in an opposite direction to the first, makes and breaks an electric contact. Say, for example, that the controller is set to shut off the humidifying system at seventy per cent. When the recording arm reaches seventy per cent on the chart the contact arm makes an electric connection.

The current, flowing through the circuit, closes a valve which shuts off the air supply of the system. The air supply being stopped, all the humidifier head, become inoperative until the humidity drops two per cent, when the recording arm falls, the contact arm breaks the circuit, and the air is once again free to operate the system.

Adjusting Instruments

In adjusting these instruments no tools are necessary. It is the simplest controller known, consisting of but three main parts. Everything is easily accessible and plainly visible, although enclosed to protect from dust, etc. It is a check on the system.

To briefly sum up the advantages of the controller: by keeping the humidity at an exact predetermined percentage it creates exact and accurate conditions. By shutting off the humidifiers at this percentage it keeps operating expense down to a minimum. It serves to create a record over any desired period of time of the atmospheric conditions in the mill.

One of these instruments in a room is usually sufficient, but in very long rooms of 350 feet or over, two are recommended. The wiring connections are made from the lighting circuit of the room.

Should Include Bridgeport Bird

The Connecticut Valley Tobacco growers are urged to raise more potatoes and less tobacco next year, but why not kill two birds with one stone by raising cabbage—Bridgeport (Conn.) Telegram.

H. DUYS & CO., INC.

142 WATER STREET
NEW YORK CITY



*American
Headquarters
for*
SUMATRA
and
JAVA

Cigar Lights and Great Luminaries Seen at the Tobacco Exposition

By verland express to the Show came C. C. Greenan, sales manager of S. Benedaret & Company, San Francisco. Mr. Greenan sells the Ecto cigarette holders on the coast, and is much interested in cigarettes and their accessories.

All of the 450,000 pounds of tobacco which W. Broadbent raised in Kentucky last year undoubtedly fill the Grand Central Palace. So Mr. Broadbent, representing the Tobacco Growers Cooperative Association, Kentucky and Tennessee, didn't bring all his stock—just a description of it.

Pipes and things are what Iwan Ries, of the Ries and Company, Chicago, wants to see at the show. He has several pipes of his own the City-on-the-Lake, but he always likes to see more pipes.

Rushing through the Show and telling everybody about his new job with Berriman Brothers of Tampa, is J. M. Fleischmann. He has a stationery of the Waldorf-Astoria, containing the announcement, but it seems Fleischmann stopped in there to see Frank Gyory.

Two Yankees, with feathers in their hats, at the booth of the Connecticut Valley Tobacco Growers Association. These patriots are Owen Brewer and J. J. Connors, and they speak lingo on shade and broadleaf to every cigar manufacturer and tobacco broker who saunters across the floor.

Perhaps the fastest train into Chicago is the twentieth Century, and Julius Fernbach, of Julius Fernbach & Company, will take that galloping express back to his Cyrilla offices just as he has covered the complete exhibition. He must do that, he says, because his office is infernally busy—orders for cigars, and

sure their always is of supreme moment to F. Lee of the American Air Purifier Company. And, when the smoke at the Show gets pretty sid, Mr. Lee turns on his fresh air device to clear the surface of his booth, any-

where in America knows long Billy Laporte. He is attached, this week, to the space of the runhoff Manufacturing Company, of Cincinnati, of course, and he has very much to say about cigar lighters and box covers, and

rough the big space of the American Tobacco Company there are always a lot of stage jobbies looking for Ziegfeld talent among the Lucy Strike girls who gloriously go right with their jobs of trying to pass that eighty-

Mark Levine is spending entirely too much in that large over-stuffed settee on the side of H. Duys & Company. How in the world can he sell any Sumatra if he sits there the whole time? But, perhaps, it is Java he's trying to sell to those cigar manufacturers over in the corner.

Francis is in Ohio, too, but Morris Frieder, Frieder & Sons Company, says the island of Luzon should be located in the Ohio river, while near Cincinnati, so he can get more cigar sales as he wants them in a rush.

San Francisco to New York is a long, long walk. But Emil Judell, of H. L. Judell & Company says he's darned if he walks

back, too. So he bought his return ticket before he left the sun-kist gate of California.

Miltiades cigarettes are the product of perhaps the most experienced man in the cigarette business who lives today, Miltiades Melachrinio. And Mr. Melachrinio takes just as much interest and pride in the Show and his exhibit as Leonard Saunders, Aleck MacKenzie or Bill Noonan.

If Robert Fulton was a successful inventor, so is H. L. Haines, of H. L. Haines & Company. For Mr. Haines has invented a rattling good five-cent cigar in the Robert Fulton brand—and many people are finding this out at the Show.

Cigar band collectors are still existent! Looks as though Jake Voice has found this out at the booth of the Consolidated Lithographing Company. Because every boy, girl and woman, who comes along, wants some of those pretty labels and bands which the Consolidated shows to the manufacturers visiting the Show.

Where to hang a derby hat and a muffler at the Show is some problem! Many booths have handsome soft hat racks, numerous chairs and settees, but very few have provided parking space for the classical derby. As a rule, the derby reposes on the floor, right back of some handy display case, where the brown ornament may be stepped on casually.

Starting a new concern in the Boston district recently, Frank Franzosa is now advertising and sales manager for the Romagna Cigar Company, of Somerville, Mass. Frank says that they already have their own building at 14 Bonair street, and they are making Italian cigars, some of which he had at the Show.

That man with the Sherlock Holmes microscope is Benj. D. Hill, of Washington, D. C. He is going over the Show, booth by booth, with Doc Watson, looking for clues to help the Department of Commerce accomplish more in aid of the American manufacturer.

Do you know who decorated and arranged some of the finest booths at the Show? Well, it was a lady! Yes, she is Mrs. Jean Raymond, the artist, who so cleverly prepared the decorations for Selgas & Company, Hothorn Litzrodt Corporation, the Philippine Tobacco Company, and many, many other attractions of the Show.

Via the Steamer San Lorenzo, Santos Buxo, of San Lorenzo, came to the Show from Porto Rico. Other men have come to the exposition from afar, but few can surpass the record of Senor Buxo.

At the booth of the Jose Hermanos cigar there are actually so many good salesmen that one of them even tried to sell Charles Josephson a case of cigars! Of course, Mr. Josephson gave him the order—to see an optometrist.

Sponsored merchandise is always good merchandise. At least it is when sponsored by the House of Hargraff. For the Hargraff display of Ben Wade pipes, Hudson's Bay tobacco and other fine things, appears good enough at the Show to smoke! And Churchill cigarettes are the evident choice of many visitors, because the Hargraff space is simply swamped with dealers and smokers who have to go over to the Lion Match booth every little while for more of those jungle lights.

There is a very judicial looking personage at the Alfred Orlik booth. No, it isn't Alfred

himself. It is the reflection, however, of the trade-marked advertisement for Orlik English pipes, known throughout the world for substantial merit.

One of the fastest workers at the Show is Sales Manager Buensod, of the Carrier Engineering Company. He, and advertising manager Lindsey, are always around the works, pushing and pulling demonstrating buttons and levers in that galvanized bungalow of theirs.

Probably because he is a hundred per center, Leo Steiner is among the most popular men at the Show. He is so popular, in fact, that no one yet has been seen to refuse a pocketful of those Mi Hogar cigars which he seems to have in factory-volume, somewhere under his chair.

'Most everyone who approaches the booth of A. Coulapides, Inc., does so in the belief that King Tut is located behind that Egyptian scene painted at the back of the space. But both Anthony Coulapides and W. S. Jennings say there is nothing there but some more Egyptian Mysteries cigarettes—and some of Jennings' own.

If Leo Greenwald doesn't sit down more than he is doing at the booth of the I. Lewis Cigar Manufacturing Company, he will soon be as thin as Bill Lakamp. But he surely can never be as tall, nor as long on the wheel-base.

President Coolidge didn't come to the Show. But he sends his orders, just the same, for Lincoln & Ulmer's O-Nic-O cigars. The senior and junior Ulmers say the delicious shape is what the President likes, and Leo Lehman is going to run down to Washington some day soon to find out why the Vice-President doesn't smoke O-Nic-O tobacco in that crazy pipe of his'n.

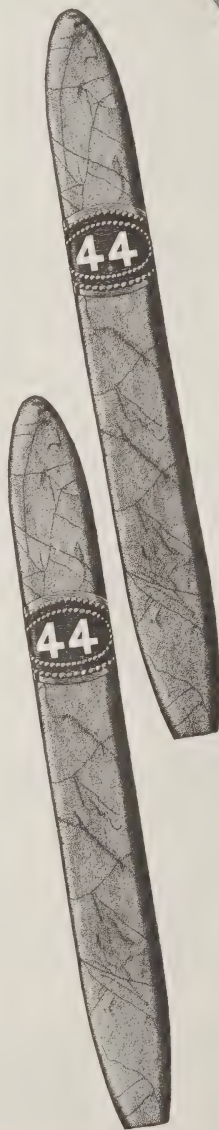
Marie Antoinette couldn't be at the Tobacco Show in person, naturally, so she delegated E. Kleiner and I. Rosencranz to look out for her interests at the E. Kleiner & Company booth. They are doing so by daily guillotining the heads from numerous Marie Antoinette cigars for their many friends and customers, who come to the Kleiner space for a greeting.

Both the Rovira boys, Herbert and Joe, came all the way from Norristown, Pa., to the Show. When they were located in New York they just took the subway down. Now they have to take that every-hour-on-the-hour-road to Philadelphia and way stations.

August Baer asked Leo Weiss to be at the Show every day. And Leo said he would be. But Leo meant nights, he said, not days, for he has to call upon the Schwab Brothers & Baer trade every day—when he is in Milwaukee or Chicago.

Frank Linares has locks on his cigar cases, containing some of those fine Porto Rican cigars. But, under the table, there are a lot of splendid Impericos, Portinas, and lots of other choice Porto Rican smokes. This big booth is a busy center, and the attendants are on the alert every minute.

In the royal court chamber of the Preferred Havana Tobacco Company is Henry the Fourth. Not the old king, surely, but his cigar. And Jack Rosenberg says he has introduced the successor of the king to many new jobbing and retailing sources at the Show.



Popular Price
and
Uniform Quality

make "44" the
fastest-growing

2 for 15^c
cigar

CONSOLIDATED CIGAR CORPORATION
NEW YORK

Senate Committee Reports on Tobacco Schedule

**Fare Better at Hands of Senate Finance Committee—
Connection with Title IV of Revenue Bill, Substantial
Reductions in Taxes Have Been Made.**

WASHINGTON, D. C., Jan. 25.—Information was contained in last week's issue of the tobacco as to the action taken by the Senate Finance Committee on the provisions of the Revenue Bill. Since the bill was printed, however, copies of the bill as reported out have become available.

In connection with Title IV of the bill dealing with the tobacco taxes, the committee made the tax on 5 cent cigars instead of \$2.50 contained in the measure; on cigars retailing at 5 cents and 8 cents a tax of \$1.00 instead of \$4.50, and on cigars selling at between 8 cents and 15 cents a tax of \$1.00 instead of \$7.00.

Following are the unchanged features reported by the Finance Committee in the tobacco schedule under section of the tobacco title:

(b) Section 3362 of the Revised Statutes, as amended by section 701 of the Revenue Act of 1918, is amended to read as follows:

Sec. 3362. All manufactured tobacco shall be put up and prepared by the manufacturer for sale, or removal for sale, in packages of the following description and in no other manner:

All making tobacco, snuff, fine-cut win tobacco, all cut and granulated tobacco, all shorts, the refuse of fine-cut tobacco which has passed through a sieve, all refuse scraps, clippings, cuttings, all sweepings of tobacco, and all other ends of tobacco not otherwise provided for, in packages containing one-eighth of an ounce, three-eighths of an ounce, and further packages with a difference between each package and the next smaller of one-eighth of an ounce, including two ounces, and further packages with a difference between each package and the one next smaller of one-fourth of an ounce up to and including four ounces, and further packages with a difference between each package and the one next smaller of one ounce.

Tobacco Taxes Collected During December

WASHINGTON, D. C., Jan. 26.—Taxes on tobacco products during December, 1925, by the Bureau of Internal Revenue amounted to \$27,315,869.01 as compared with \$25,169,193.80 collected in the same month of 1924.

In December, 1925, taxes collected on cigars amounted to \$3,273,560.28, as compared with \$3,505,475.48 collected in the same month of 1924. Taxes collected on cigars in 1924 totaled \$4,195,140.00 compared with \$48,062.45, collected in the same month of 1924.

The bureau's figures show also that in December, 1925, it collected \$18,746,786.97 on small cigarettes as compared with \$1,245,597.96 collected in December, 1924. Collections in December, 1925, on small cigarettes amounted to \$11,192,521.92, against \$9,048.99 collected in the same month of 1924.

Taxes collected on snuff of all descriptions in December 1925, totaled \$525.00, compared with \$533,001.02 collected in December, 1924, while taxes collected in December, 1925, on chewing tobacco amounted to \$4,632.00, compared with \$4,663,820.02 collected in December of 1924.

The bureau's figures show also that in December, 1925, it collected \$76.00 on taxes on cigarette papers as compared with \$81,218.83 collected in December, 1924. Taxes collected during December from manufacturers of cigars, and tobacco amounted to \$1,568.31, compared with \$1,568.31 collected in December 1924 and in December the bureau collected \$1,450.21 on cellulosic tobacco sources, as compared with \$2,400.76 collected in December, 1924.

ounce up to and including sixteen ounces: *Provided*, That snuff may, at the option of the manufacturer, be put up in bladders and in jars containing not exceeding twenty pounds.

Senator Smoot's Reference to the Tobacco Schedule

The only thing that Senator Smoot, chairman of the Finance Committee had to say about the tobacco schedule in his report to the Upper House was the following:

Tax on Cigars, Tobacco, and Manufactures Thereof

The House bill proposed a reduction in the tax on cigars as follows:

Weighting not more than 3 pounds per 1,000, from \$1.50 to 75 cents per thousand.

On cigars weighing more than 3 pounds per 1,000, if to retail at not more than 5 cents each, from \$4 to \$2.50 per thousand.

If to retail at more than 5 cents each and not more than 8 cents each, from \$6 to \$4.50 per thousand.

If to retail at more than 8 cents each and not more than 15 cents each, from \$9 to \$7 per thousand.

If to retail at more than 15 cents each and not more than 20 cents each, from \$12 to \$10.50 per thousand.

If to retail at more than 20 cents each, from \$15 to \$13.50 per thousand.

In lieu of the taxes proposed in the House bill, the committee recommends that the corresponding and respective taxes be: 75 cents, \$2, \$3, \$5, \$10.50, and \$13.50 per thousand.—L.A.M.M.

Returns to Belgium

Thos. L. Hughes, European representative of the Burley Tobacco Growers Co-operative Association, who has been in the "States" for some time on business, sailed Wednesday of last week, from New York, to his headquarters in Brussels.

Pennsylvania Leaf Growers Compete for Honors

Tobacco Exhibits at Farm Products Show Displayed Excellent Qualities—Five Counties in Friendly Rivalry—Lancaster Allows Clinton to Pluck a Few "Crown Jewels."

HARRISBURG, Pa., Jan. 23.—Tobacco exhibits at the Tenth Annual State Farm Products Show, held here this week, beginning Monday, January 18, were the best in quality ever displayed at these gatherings. The absence of disease and

fine texture of all the samples were remarked upon by those who know what first class goods are and what of necessity has been shown in other years.

One hundred and twenty-nine hands of tobacco from five different counties

in the state were on the tables and in many cases the competition was close. In the broadleaf contest Lancaster County, the stronghold of this variety, had to surrender first place in one division to Clinton County, which is considerably further north.

The Exhibits

Each exhibit consisted of a hand of fifteen leaves tied with a tobacco leaf. The exhibits had to be unsweated and grown by the exhibitor last year. The grades were based on the proposed U. S. standard grades for Pennsylvania cigar leaf tobacco. First, second and third winners in each class which carried an award of \$5, \$3 and \$1 respectively as well as blue red and yellow ribbons, were as follows:

The Winners

Stogie Wrapper and Binder.—Adam Waltz, Lock Haven, first; R. J. Miller, Lock Haven, second; J. R. Cassel, Manheim, third.

Wrappers B's.—H. J. Hostetter, Millersville, first; Milton Carpenter, Ephrata, second; J. M. Hostetter, Millersville, third.

Farmer's Filler.—George Davidson, Ephrata, first; Will Jones Jersey Shore, second; Edwin B. Weaver, Lancaster, third.

Pennsylvania Havana Seed (all winners from Lock Haven)

Wrappers.—Irwin Brown, first; Hayes Dorey, second; S. C. Hamm, third.

Binders.—Hayes Dorey, first; S. C. Hamm, second; Ben M. Baird, third.

Filler B's.—David Baird, first; Ben M. Baird, second; William Hamm, third.

Farmer's Filler.—Hayes Dorey, first; Irwin Brown, second; H. J. Miller, third.

Boy Bags Silver Cup

James Landis, an eighteen year old lad in the West Lampeter Vocational High School, won the silver cup offered by the Lancaster County Tobacco Growers' Association for the boy or girl who had the best tobacco project in the county. From the two acre patch grown by Landis as part of his school work he has 4,392 pounds of tobacco. Estimating the grade and basing the price on the average for several years, it has been figured that his profit on the season's work is \$458.91.

The results achieved by young Landis were the best of all the tobacco projects in the State, so he received honors at Harrisburg with nine other boys and girls, each in a different branch of farming, as being the outstanding examples of what it is possible for them to do, with a little effort.

New Tobacco Corporations

OWENSBORO, Ky., Jan. 23.—Owensboro Tobacco Company has been incorporated here by Heber Henderson and others.

New Store Opened

NEW CASTLE, Ind., Jan. 23.—Thomas Ritter has opened a cigar and billiard parlor in this city.

Burned Out

LEOMINSTER, Mass., Jan. 23.—Bonin's Store, Fourth and Mechanic streets, this city, reported destroyed by fire last week. Its cigar and novelty stock partly covered by insurance, with total estimated loss of \$2,500.

Guy's Incorporated

ROANOKE, Va., Jan. 23.—Guy's, Inc., N. D. Guy, Jr., et al., in the cigar and confectionery business here, has increased its capital from \$5,000 to \$25,000.

Petition in Bankruptcy

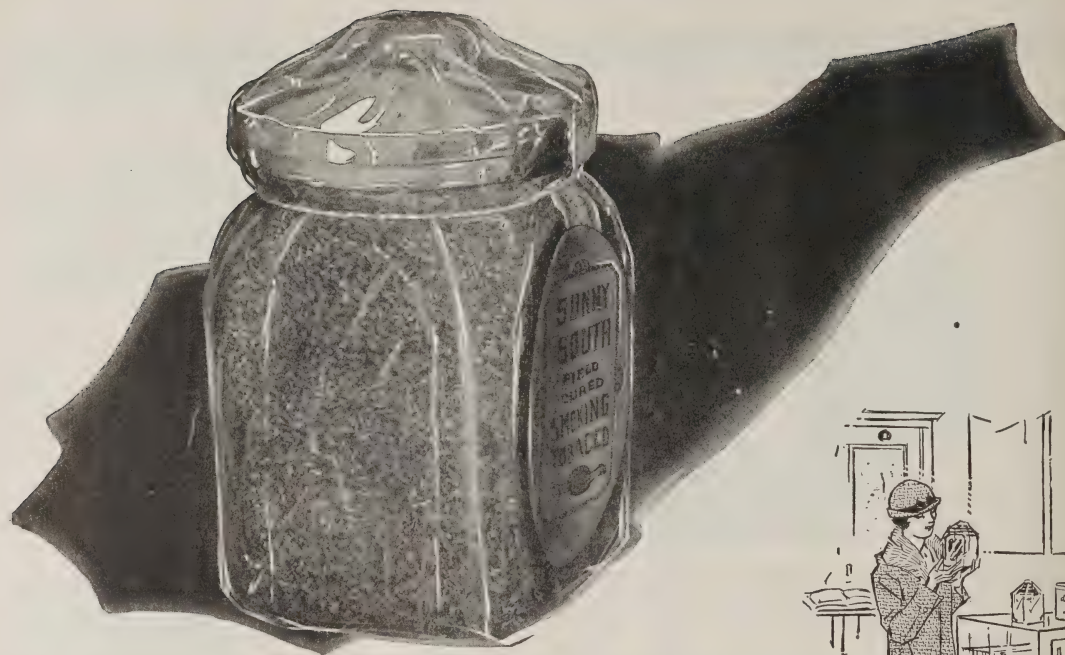
Louis Goldberg, 2728 Broadway, New York, is reported to have filed an involuntary petition in bankruptcy, with liabilities on his cigar and stationery stock of \$36,000 and assets of \$10,000.

To Open Cigar Store

CUMBERLAND, Md., Jan. 23.—E. D. Larkin is to open a cigar and provision store at 409½ Bedford street in about three weeks.



Otto Olson, Federal-Pennsylvania State tobacco expert and secretary-treasurer of the Lancaster County Tobacco Growers' Association, judging some of the exhibits entered at the tobacco show held by the Association recently. Mr. Olson used his new system of scoring the entries, which he used at the tobacco exhibit held at the State Farm Show in Harrisburg last week, where he was chief judge of tobacco on exhibition.



Year 'round holiday sales —thru Cellophane

AFTER all, there's no reason to confine sales of special packages to Christmas alone. There are birthdays, anniversaries and special occasions throughout the year when dealers can sell quantity packages if they are presented as attractively as during the holidays.

A shimmery, protective wrap of transparent Cellophane enables the dealer to keep alive the gift package long after Christmas is past—throughout the year for that matter. They can be kept on the counter, constant reminders to every man who enters the store, to say nothing of the many women who are daily becoming a greater factor in tobacco products sales and who particularly appreciate the "quality touch" added by Cellophane.

Cellophane is a new wrapping material—unusual because it's absolutely transparent. It is strong, impervious to grease or dirt, and comes in many colors and embossed patterns.

Cellophane is strong and proof against dust, dirt and finger marks. Let us show you by wrapping samples of your product, how Cellophane can extend holiday sales the year 'round.

DU PONT CELLOPHANE CO., Inc.

Sales Offices:

40 West 40th St., New York City

Plant and Executive Offices: Buffalo, New York

Canadian Agents:

WM. B. STEWART & SONS

64 Wellington St., W., Toronto, Canada

**DU PONT
CELLOPHANE**

REG. U. S. PAT. OFF.

New Cheerful Words to the Many Cheerful Tobacco Show Visitors

N. Y., Jan. 25.—Bor-
5 Rose street, this city,
ably by fire last week.
k of cigars and confectionery

—?—*
a, Jan. 25.—Elm City
y, Inc., has increased
to \$10,000. George E.
he a ve agent.

—?—*
a, Jan. 23.—G. K.
in street, in the cigar
business here, is to
bacco Company, at 50
y a ready.

—?—*
Pa., Jan. 25.—J. Ber-
Gira avenue, this city, has
ar business of I. Po-

—?—*
C., Jan. 25.—Broad-
Sho 305 Ninth street, N.W.,
in street, in the cigar
and lunch business
to be going out of busi-
ness to be sold at auction.

—?—*
N. Y., Jan. 25.—Edward
Rust Building, conducting
cigar and confectionery business at
is so about to take pos-
W. A. Judson's store, 26
street, and will operate both

—?—*
LEWIS, Mich., Jan. 23.—
ort exceeds to the title in
tard business of Pre-
cary

—?—*
tio, n. 25.—Corona Smoke
donr street, this city, suf-
of \$1,000 by fire last week.

—?—*
Zanos, 483 Lexington ave-
ork, the cigar and station-
at address, is opening
at 43 Lexington avenue.

—?—*
D. Jan. 21.—Hugo Erick-
chas the cigar and lunch
M. estburg. He is to re-
remis at once, and will be
t to new fixtures.

—?—*
rc, io, Jan. 23.—Burton
and Leonard Smith have
a Hifman Cigar & Billiard
in street.

—?—*
M. Jan. 23.—George W.
med cigar and notion store

—?—*
Cin., Jan. 25.—Gelb
Paic street, this city, are
car and confectionery
78 Atlantic street in about

—?—*
EXES, J. D., Jan. 23.—L. S.
2 Sch Third street, is suc-
Gut Tea Room. Cigars
ener are also stocked.

—?—*
Mich Jan. 23.—William E.
port to have filed a peti-
ruptcy, with liabilities of
assets of \$5,292, upon his ci-
hiness here.

—?—*
Messbaum, 221 Division
Yoi has leased the store
ave, and is to take pos-
the week with his cigar
y stock.

—?—*
Neb Jan. 23.—J. C. Hunt
a cigar and lunch business

—?—*
C., Jan. 20.—Volts
Broadway and Burnside
city, are to remodel their
pen with a full stock of ci-
confectionery, in about two

—?—*
N. Y., Jan. 25.—Agnes
West Washington street, is
have discontinued here in
lun business.

DALLAS, S. D., Jan. 21.—Irwin Cafe
had a loss of \$4,000 by fire in its cigar
and confectionery stock last week.

—?—*
SPRINGFIELD, Mass.—George Bettigole
and E. C. Ferrier, operating at 554 Main
street, as Bettigole & Ferrier, are re-
ported to have filed a voluntary petition
in bankruptcy upon their cigar and bil-
liard business. Liabilities are \$1,555 and
assets are \$250.

—?—*
Nathan Kalish and Jack Bloom, 1041
East Thirteenth street, Borough of
Brooklyn, New York, have leased a cigar
and stationery store near the corner of
Dyckman street and Broadway, Man-

business here under the title of the
Guthrie News Stand, 115 South Division
street.

—?—*
LINEVILLE, Ia., Jan. 23.—S. E. Pair-
store is to open a cigar and confectionery
store here in about one week. He is
now in the market for stock and fix-
tures.

—?—*
BALDWINVILLE, Mass., Jan. 25.—Tem-
ple Confectionery Store, in the Frater-
nity Hall Block, has just opened here
with a complete line of cigars and to-
baccos.

—?—*
SAINT MARYS, Ohio, Jan. 23.—O. F.

MIDDLESBORO, Ky., Jan. 23.—T. O. Zim-
merman, 2016 North Cumberland ave-
nue, is to open a cigar and drug store
here in about one month.

—?—*
HAWTHORNE, Cal., Jan. 18.—H. H. &
H. A. McCausland have purchased the
cigar and billiard business of Groh &
Hockensmith.

—?—*
ARKANSAS CITY, Kans., Jan. 21.—P. G.
Manos, 115 South Summit street, is to
open a cigar and confectionery store at
this address in a very short time. He
also operates a restaurant at 210 West
Cedar street.

—?—*
CANONSBURG, Pa., Jan. 25.—Joseph
Searci, 208 Third street, has opened a
cigar and confectionery store at that
address.

—?—*
BELLINGHAM, Wash., Jan. 19.—James
Stinnett has opened a cigar store at
1327 Cornwall street, this city.

—?—*
PORTLAND, Ore., Jan. 18.—Coltis
Brothers, Broadway Hotel Building,
are to open a cigar and confectionery
business here very soon, at the corner of
Broadway and Burnside street.

—?—*
MINNEAPOLIS, Minn., Jan. 19.—Puritee
Drug Company, Inc., has opened a cigar
department at its new store in the Ritz
Hotel Building, 122 Washington avenue,
south.

—?—*
TOLEDO, Ohio, Jan. 23.—A. L. Ehrbar,
37 North Saint Clair street, this city,
suffered a bad loss by fire to his cigar
stock last week.

—?—*
JEFFERSON CITY, Mo., Jan. 23.—Osage
River Bridge Inn has opened an attrac-
tive cigar department here.

—?—*
BLOOMINGTON, Ind., Jan. 23.—S. D.
Pierson Company, 209½ West Sixth
street, has opened a cigar and billiard
room.

—?—*
DWIGHT, Ill., Jan. 23.—Logan Ketcham
and Leslie Hansen have purchased the
cigar and news business of A. I. Graves.

—?—*
Ray Cigar & Stationery Company,
Inc., 1068 Walton avenue, New York,
incorporated with capital of \$10,000, by
Max Miller et al. Attorney of record,
H. Z. Rothstein, 1400 Fifth avenue.

—?—*
PLAQUEMINE, La., Jan. 21.—W. E.
Bryant, Bayou Road, has purchased the
cigar and auto accessories business of
G. E. Buquoi.

—?—*
LOCK HAVEN, Pa., Jan. 25.—George
Huff, corner of Main and Jay streets,
reported to have arranged to discon-
tinue his cigar and stationery business
here in about two months.

—?—*
HOPKINTON, Ia., Jan. 23.—E. R. Burns
has opened a cigar store here, and will
also serve lunches.

—?—*
CLINTON, Mich., Jan. 23.—Charles H.
Tunis has purchased the cigar and bil-
liard business of L. B. Little, deceased.
It is reported that the stock and fixtures
were inventoried for approximately
\$2,000.

—?—*
FALLS CITY, Neb., Jan. 21.—Roscoe
Rea has purchased the cigar and news
business of Albert Speer.

—?—*
MILFORD, Ill., Jan. 23.—Roy Sturde-
vant has purchased the cigar and billiard
business of Quinn Gregory.

—?—*
INDIANAPOLIS, Ind., Jan. 23.—Robert
Hatch, 647½ Indiana avenue, this city,
has opened a cigar store here.

—?—*
MONTEBELLO, Cal., Jan. 18.—Belvedera
Gardens Recreation Parlors have opened
a cigar department also at 4966 Whittier
Road.

—?—*
Schulte Cigar Stores Company is to
open a branch on the southwest corner

If You Would Gain the Best and Lasting Results for Yourself, Give the Other Fellow a Fair Show

hattan Borough, and are to take posses-
sion April 1.

—?—*
CLAREMONT, Minn., Jan. 25.—A. Sta-
burck has purchased the cigar and con-
fectionery business of Robert Bjoskie.

—?—*
EAGLE ROCK, Cal., Jan. 19.—A. Holz-
man, 2218 Colorado Boulevard, this city,
has purchased the cigar and confection-
ery business of the Hewer Sugar Bowl.

—?—*
MORRIS, Ill., Jan. 23.—Frank Fair-
clough has purchased the cigar and pro-
vision business of Michael Black, of this
town.

Simmons, 216 West Spring street, has
purchased the cigar and confectionery
business of Herbert C. Quellhorst.

—?—*
HAGERSTOWN, Md., Jan. 25.—Charles
C. Stine, West Washington street and
Madison avenue, this city, reported to
have discontinued his cigar and lunch
business. He is to be succeeded by Mrs.
Minnie Strite.

—?—*
LA HARPE, Ill., Jan. 23.—Lloyd R.
Owings has purchased the cigar and bil-
liard business of Bell & Shriner.

—?—*
WEST LEBANON, Ind., Jan. 23.—L. C.
Crokite has purchased the cigar and bil-

**REMEMBER
FATHER'S DAY JUNE 20**



*Make him happy
with a box of Cigars*

A Cigar-A Smile
MAKE LIFE WORTH WHILE

MADE BY AUTHORITY OF NATIONAL BOARD OF TOBACCO REVENUE REGULATION

LORAIN, Ohio, Jan. 25.—A. O. Adel-
man has opened a cigar and news busi-
ness here.

—?—*
VEEDERSBURG, Ind., Jan. 23.—William
Nogle has purchased the cigar business
of Bert Simmerman.

—?—*
PHILADELPHIA, Pa., Jan. 25.—Bell Ci-
gar Stores, 12 South Fifteenth street,
this city, are reported to have filed a pe-
tition in bankruptcy with liabilities of
\$13,155 and assets of \$7,506.

—?—*
GUTHRIE, Okla., Jan. 21.—J. Frank
Osborne has opened a cigar and news

liard business of the Querrel Billiards.

—?—*
HAGERSTOWN, Md., Jan. 23.—Frank
Keys has opened a cigar and lunch busi-
ness at 126 North Jonathan street, this
city.

—?—*
NELSONVILLE, Ohio, Jan. 23.—John
Owens is to move his cigar and billiard
business to a new location very soon.

—?—*
ELGIN, Ill., Jan. 23.—C. & J. Kreeger,
119 East Chicago street, this city, are to
erect a new building for their cigar and
confectionery business.

A. K. HAINES

Packer of
Ohio Leaf Tobacco
 VERSAILLES, OHIO

**Speed Without Control
 is Dangerous
 WHY NOT BUY YOUR
 Scrap Filler Tobacco**

where you can get the best at the lowest price?
 If you are not already a customer, send us a
 trial order, or write for samples.
*"Good will builds fast when friends of ours
 speak well of us to friends of theirs."*
The Ehrhart Leaf Tobacco Co.
 VERSAILLES, OHIO

HECK & SMITH

Dealers and Packers of
CIGAR LEAF TOBACCO
 VERONA, OHIO

J. A. Smalley & Co.,
 Commission Buyer, Facker
 and Leaf Dealer
Leaf Tobacco All Grades
 VERONA, OHIO
 Warehouse Verona, O.

B.P. Conkling & Co.
LEAF TOBACCO
 Greenville, Ohio

H. TIETIG & SON

Packers of High Grade
 Ohio Leaf Tobacco
 Office and Warehouses
 MIAMISBURG, O.

**THE LUKASWITZ-
WEAVER COMPANY**

Packers of
LEAF TOBACCO
 730-734 East Monument Ave.
 DAYTON, OHIO
Correspondence Solicited.

**OHIO
TOBACCO**

is the
 favorite
 for
5c
 &
2 for 15c
Cigars

**Zimmer Spanish
 Little Dutch
 Gebhard Seed**

W. J. Lukaswitz—Chas. Toadtman
**GENERAL STEMMING
 COMPANY**

--Strippers and Packers of--
Cigar Leaf Tobacco
 Dayton, Ohio
 Miamisburg, Ohio

A. J. Ross & Son

"Packers of the Best There is"
Gebhart, Zimmer and Diehl

GERMANTOWN, OHIO
Established 1896

M. E. Stern & Company

Leaf Tobacco Brokers
 216-217 Keith Bldg.
 Dayton, Ohio

J. K. LONG

VERSAILLES, OHIO

Manufacturer of
Cigar Scrap Filler

Zimmer-Gebhardt—Little late
 Pennsylvania — Manila — or
 Rico, Florida Shade Wrappers

SMITH BROTHERS CO.

Dealers and Packers of
Cigar Leaf Tobacco
 VERONA, OHIO

Warehouse
 Verona
 Greenville
 West Manchester

The Versailles Tobacco Co.

Manufacturers of
**High Grade Scrap Filler
 Tobacco.**

*Samples and Prices submitted
 on application.*

Versailles, Ohio

Smith-Conkling Company

Greenville, Ohio
 Packers of All Kinds of
 Grades of Ohio Tobacco

ue and 116th street, New

Mich., Jan. 23.—William

Querfeld have purchased

confectionery business of

Ohio, Jan. 25.—Davis San-

at Wit Third street, has opened

store.

Pa., Jan. 25.—Hickoff &

103 Henderson street, are to

cigar and confectionery store

about two weeks. They are now

for stock and fixtures.

ASTA, Cal., Jan. 20.—

ter is to move to a new

on/alnut street with his cigar

business.

port, I., Jan. 23.—Herold & Hu-

123 Stephenson street, suc-

cuman in the cigar and soft

isine here.

N. Y., Jan. 25.—Max Wi-

has purchased the United Cigar

from Klein & Rothstein.

SON, C., Jan. 23.—Thomas E.

of th J. C. Calhoun Hotel, has

and cigar and confectionery

from McDougald & Bailes.

ON, Conn., Jan. 25.—Nicholas

street and Howe avenue,

ned. new cigar and billiard

—?—*

N, Ohio, Jan. 23.—Harry Lees,

Fish street, this city, has op-

en store at this address.

—?—*

CASE, Pa., Jan. 25.—Sutton

Colony is to erect a new fill-

on in the East Washington

tensin, and they are to open in

a muth with a complete cigar

rectory stock.

—?—*

Tobk, 3624 Fourteenth ave-

nue, Borough of Brooklyn, New York,

has incorporated with capital of \$2,000

upon his cigar and stationery stock.

—?—*

GROTON, S. D., Jan. 20.—E. W. Mc-

Farlane has purchased the cigar and soft

drink business of Schinkel Place.

—?—*

CHAPMAN, Neb., Jan. 21.—E. A. Mil-

brandt is to remodel the interior of his

building here, and install fixtures for

restaurant in connection with his cigar

and confectionery business.

—?—*

NEWBURYPORT, Mass., Jan. 23.—Swa-

sey Brothers, 31 Market Square, are to

remove to 33 Market Square with their

cigar and confectionery business.

—?—*

IDAHO FALLS, Id., Jan. 20.—Ray Doyle,

Park avenue, is to open a cigar and

lunch business here.

—?—*

DETROIT, Mich., Jan. 23.—Oliver I.

Kaplan, 126 La Fayette Boulevard, has

opened a cigar store here.

—?—*

ST. LOUIS, Mo., Jan. 22.—Stickney Ci-

gar Store, southwest corner Eighth and

Pine streets, this city, is to open at this

address as soon as building alterations

are completed.

—?—*

NEW BRITAIN, Conn., Jan. 25.—M. &

D. Fogelson, 131 Dwight street, this

city, are to open a cigar and provision

store here in about one week.

—?—*

STATESVILLE, N. C., Jan. 23.—C. M.

Miller has opened a cigar and lunch

business on the corner of West Front

and Meeting street.

—?—*

TWIN FALLS, Id., Jan. 19.—E. H.

Hawley, 131 Shoshone street, south, has

purchased the cigar and billiard business

of Stanlee & Hawley.

—?—*

M. Pabst, 65 West Forty-sixth street,

New York, is to open a cigar store there

very soon.

—?—*

STATESVILLE, N. C., Jan. 23.—Nicholas

Laros, in the lunch business here, has

purchased the store of W. W. Miller on

West Broad street, and will consolidate

this cigar and confectionery business

with the former establishment.

—?—*

WOONSOCKET, R. I., Jan. 25.—William

E. Bell, 274 South Main street, this city,

is reported to have filed a voluntary pe-

tition in bankruptcy, with liabilities of

\$4,226 and assets of \$3,030, upon his ci-

gar and novelty stock.

—?—*

JOHNSTOWN, N. Y., Jan. 25.—John A.

Herrick, 18 East Main street, is reported

to have discontinued his cigar and con-

fectionery business.

—?—*

GOLDSBORO, N. C., Jan. 23.—Edmund-

son & Yelverton are to open a cigar and

confectionery business on West Center

street in about two weeks.

—?—*

RENSSELER, N. Y., Jan. 25.—Charles

Morgan, 55 Washington avenue, this

city, has purchased the cigar and con-

fectionery stock of Charles B. Hewison.

Hewison is to continue his other store

at 1217 Third street.

—?—*

HAGERSTOWN, Md., Jan. 23.—Selves-

ter E. King, 322 Washington street,

has purchased the cigar and lunch busi-

ness of H. J. D. Bond.

—?—*

HERKIMER, N. Y., Jan. 25.—John C.

Keefe, North Main street, is reported

to have had filed an involuntary petition

in bankruptcy upon his cigar and sport-

ing goods stock. Assets and liabilities

are not mentioned.

—?—*

PHILADELPHIA, Pa., Jan. 25.—Joseph

Snyderman, 5001 Parrish street, has pur-

chased the cigar and confectionery busi-

ness of William L. Eisenberg.

—?—*

MOUNT KISCO, N. Y., Jan. 25.—Ed-

ward Peterson has purchased the cigar

and billiard business of Spencer Rob-

erts.

—?—*

GREENFIELD, Mass., Jan. 25.—J. J. Cor-

siglia, corner Main and Davis streets,

has purchased the cigar and confection-

ery business of Charles H. Lawrence.

BRIDGEPORT, Conn., Jan. 24.—European

Pharmacy, 607 East Main street, this

city, have incorporated with capital of

\$50,000, of which \$15,000 is paid in upon

their cigar and drug stock.

—?—*

NEWARK, N. J., Jan. 25.—Louis K.

Liggett Stores have leased the premises

771 Broad street and 159 Market street,

this city, and are to open with modern

cigar departments.

—?—*

DANVERS, Mass., Jan. 25.—Tumble Inn,

Elm and Page streets, must vacate here

by March, as the building has been sold

and will be razed. Another site is there-

fore being sought for this cigar and

lunch business.

—?—*

Friends Feast Fisher

Henry Fisher, assistant secretary of H. Duys & Co., Inc., the big Sumatra house, was the guest of honor at a beautiful little banquet last night (Wednesday) tendered by his colleagues and a few others of his many friends. It was a little banquet only in the sense of numbers. The good cheer was large. The occasion was to wish Mr. Fisher, the popular secretary, a bon voyage prior to his sailing on a European trip, which he is to start within a few days. The feast was spread at the fashionable Castle Caves, and those who were there to express their best wishes for a good time and a safe return included Sam Levine, Ralph Levine, Mark Levine, Fred Menges, O. P. Butterwick and several other friends.

Kadel & Herbert's Photos

The excellent work done by Mr. Herbert, of Kadel & Herbert, official photographers at the Tobacco Show, deserves high commendation. Both Mr. Herbert and his efficient staff are entitled to great praise for their carefulness and painstaking efforts to make perfect pictures of the various exhibits. Their photographs taken at the show are particularly good.

"It's an Upmann"

DOLCE
FAR
NIENTE

Made in Tampa

2 for 25c
to
25c

CARL UPMANN, Inc.

Established 1871

406-408 East 59th St.

New York



TRADE MARK.

This trade mark stands
for the highest quality
fancy tabled and

Resweated York State
B Filler Tobacco

Registered as

Wood's Black Diamond B's

A mild but aromatic filler
that gives the quality
touch to a blend. A snow
white ash that does not
flake.

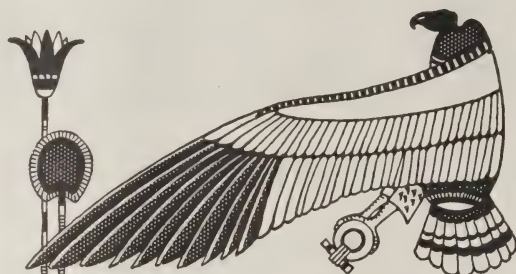
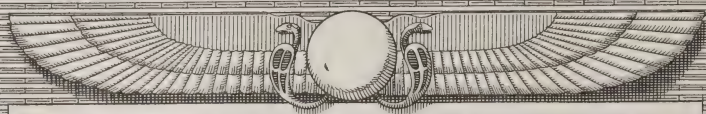
The quantity available is
limited. Samples upon
request.

George M. Wood & Son

Packers of Leaf Tobacco

Elmira, New York

Warehouse, Wellsburg, N. Y.



THE constant smoker finds in Melachrino Cigarettes a delicacy of flavor of which he never tires.



ORIGINAL



MELACHRINO

"The one cigarette sold the world over"

Cigarette and Manufactured Tobacco Withdrawals During December

Following comparative data of tax-paid products indicated by monthly figures are obtained from the statement of Internal Revenue collections

for the month of December, 1925. (Figures for December, 1925, are subject to revision until published in annual report.) Percentages figured by T. M. A.

December Withdrawals for Consumption					Calendar Year Withdrawals for Consumption								
	December 1924	December 1925	Quantity	Per Cent		Calendar Year 1924	Calendar year 1925	Quantity	Per Cent				
A—U. S.	191,230,350	185,028,602	—	6,201,748	—	3.24%	Cigars, Class A—U. S.	2,610,107,311	2,673,637,626	+	63,530,315	+	2.43%
A—P. R.	9,397,450	12,809,375	+	3,411,925	+	36.31%	Cigars, Class A—P. R.	105,623,470	142,828,975	+	37,205,505	+	35.23%
A—P. I.	13,990,300	19,057,615	+	5,067,315	+	36.22%	Cigars, Class A—P. I.	177,378,618	210,493,127	+	33,114,509	+	18.67%
	214,618,100	216,895,592	+	2,277,492	+	1.06%	Total.	2,893,109,399	3,026,959,728	+	133,850,329	+	4.63%
B—U. S.	89,413,207	67,423,158	—	21,990,049	—	24.59%	Cigars, Class B—U. S.	1,363,281,139	1,125,037,594	—	238,243,545	—	17.48%
B—P. R.	1,650,375	1,020,350	—	630,025	—	38.18%	Cigars, Class B—P. R.	13,830,980	13,042,635	—	788,345	—	5.70%
B—P. I.	287,300	202,150	—	85,150	—	29.64%	Cigars, Class B—P. I.	3,799,085	3,095,295	—	703,790	—	18.53%
	91,350,882	68,645,658	—	22,705,224	—	24.86%	Total.	1,380,911,204	1,141,175,524	—	239,735,680	—	17.36%
C—U. S.	212,008,623	204,579,582	—	7,429,041	—	3.50%	Cigars, Class C—U. S.	2,521,450,562	2,515,002,058	—	6,448,504	—	.26%
C—P. R.	4,467,350	5,545,680	+	1,078,330	+	24.14%	Cigars, Class C—P. R.	41,556,690	49,497,040	+	7,940,350	+	19.11%
C—P. I.	101,912	49,581	—	52,331	—	51.35%	Cigars, Class C—P. I.	1,887,874	1,470,510	—	417,364	—	22.11%
	216,577,885	210,174,843	—	6,403,042	—	2.96%	Total.	2,564,895,126	2,565,969,608	+	1,074,482	+	.04%
D—U. S.	13,992,257	11,997,744	—	1,994,513	—	14.23%	Cigars, Class D—U. S.	130,717,365	146,557,850	+	15,840,485	+	12.12%
D—P. R.	14,575	11,450	—	3,125	—	21.44%	Cigars, Class D—P. R.	70,525	111,800	+	41,275	+	58.53%
D—P. I.	85	3,780	+	3,695	+	14.24%	Cigars, Class D—P. I.	14,843	25,000	+	10,157	+	68.43%
	14,006,917	12,012,974	—	1,993,943	—	14.24%	Total.	130,802,733	146,694,650	+	15,891,917	+	12.15%
E—U. S.	4,632,136	4,307,131	—	325,005	—	7.02%	Cigars, Class E—U. S.	32,850,269	40,516,826	+	7,666,557	+	23.34%
E—P. R.	325	200	+	200	+	61.54%	Cigars, Class E—P. R.	50	2,950	+	2,900	+	5.80%
E—P. I.	325	600	+	275	+	84.62%	Cigars, Class E—P. I.	15,813	8,874	—	6,939	—	43.88%
	4,632,461	4,307,931	—	324,530	—	7.01%	Total.	32,866,132	40,528,650	+	7,662,518	+	23.31%
U. S.	511,276,571	473,336,217	—	37,940,356	—	7.42%	Total, all classes—U. S.	6,658,406,646	6,500,751,954	—	157,654,692	—	2.37%
P. R.	15,259,750	10,387,055	—	4,872,695	—	32.24%	Total, all classes—P. R.	161,081,715	205,483,400	+	44,401,685	+	27.56%
P. I.	14,379,922	19,313,726	+	4,933,804	+	34.31%	Total, all classes—P. I.	183,096,233	215,092,806	+	31,996,573	+	17.48%
	541,186,245	512,036,998	—	29,149,247	—	5.39%	Grand total.	7,002,584,594	6,921,328,160	—	81,256,434	—	1.16%
U. S.	32,041,633	27,967,600	—	4,074,033	—	12.72%	Little Cigars—U. S.	530,929,797	448,204,613	—	82,725,366	—	15.58%
P. R.	80	995,200	+	995,120	+	127.27%	Little Cigars—P. R.	14,000,080	11,995,260	—	2,004,820	—	14.32%
	32,041,713	28,962,800	—	3,078,913	—	9.61%	Little Cigars—P. I.	600	600	+	600	+	100.00%
S.	5,441,526,203	6,248,920,430	+	807,394,227	+	14.84%	Total.	544,930,059	460,200,473	—	84,729,586	—	15.55%
R.	320	42,000	—	41,680	—	98.06%	Cigarettes—U. S.	71,008,413,566	79,957,612,285	+	8,949,198,719	+	12.60%
P. I.	6,450	8,560	+	2,110	+	32.71%	Cigarettes—P. R.	404,230	478,960	+	74,730	+	18.49%
	5,441,532,973	6,248,970,990	+	807,438,017	+	14.84%	Cigarettes—P. I.	750,511	1,142,940	+	392,429	+	52.29%
U. S.	1,256,804	1,882,683	+	125,879	+	7.17%	Total.	71,009,568,307	79,959,234,185	+	8,949,665,878	+	12.60%
P. R.	500,000	302,000	—	198,000	—	39.60%	Large Cigarettes—U. S.	16,059,825	18,032,836	+	1,973,011	+	12.29%
P. I. ....	.....	.....	.....	.....	.....	.....	Large Cigarettes—P. R.	10,929,650	2,495,250	—	8,434,400	—	77.17%
	1,756,804	1,882,683	+	125,879	+	7.17%	Large Cigarettes—P. I.	2,100	1,600	—	500	—	23.81%
U. S.	2,961,117	2,979,813	—	31,304	—	1.06%	Total.	26,991,575	20,529,686	—	6,461,889	—	23.94%
M. (lbs.) U. S.	25,910,108	25,727,631	—	182,477	—	.71%	*Snuff (lbs.)	38,973,286	37,797,598	—	1,175,688	—	3.02%
M. (lbs.) P. I.	3	48	+	45	+	15.00%	Tobacco Mfd. (lbs.)—U. S.	374,022,036	372,431,572	—	1,590,464	—	.43%
	25,910,111	25,727,679	—	182,432	—	.70%	Tobacco Mfd. (lbs.)—P. I.	171	827	+	656	+	383.63%
							Total.	374,022,207	372,432,399	—	1,589,808	—	.43%
S. only. (+) Increase (—) decrease.					*All U. S. only. (+) Increase (—) decrease.								

S only. (+) Increase (—) decrease.

*All U. S. only. (+) Increase (—) decrease.

Cigarette Buying Spell Gets Into Full Strides

1924 Crop Starts Off at Prices on Level With the 1924 Figures—Two Big Cigar Concerns Lead Real Movement—A Part of Production Puzzle—The Farm Products Show.

PA, Jan. 23.—Buying of Pennsylvania got under way at prices which so far are about what the 1924 crop brought. The movement preceded the movement, which was led by Morris Levy & Sons, General Cigar Company, and Louis Kramer, of Bayuk Cigars, who are their buyers into the field. Two manufacturers use most of Pennsylvania crop and are going with their purchases in all sections of the county. Other buyers, both wholesalers and representatives of manufacturing houses, are getting into the field. The price for the crop average about 10 cents for wrappers and two cents for the rest. This is practically the level of 1924 prices and growers seem to be satisfied with these figures. A few growers in the week were made to sell at eight and nine cents per pound on a small acreage was sold at these prices. The level of prices for the crop seems to be accepted by packers and tobacco as the market price for the crop. The price for the crop seems to be accepted by packers and tobacco as the market price for the crop. The price for the crop seems to be accepted by packers and tobacco as the market price for the crop.

These figures show that the average yield of the 1924 crop was 1,073 pounds per acre, and place the cost of production per acre at \$130.43. The return to the grower is reckoned at \$128.76. We do not believe that undue importance may be attached to these figures, although they are undoubtedly accurate as far as they go. The survey from which the data is compiled takes in only a very few growers, less than two hundred, and can hardly be assumed to represent a fair cross-section of the more than seven thousand growers who produce Pennsylvania tobacco.

Explanation Wanted

And then there is another angle to these cost of production surveys that the writer has never been able to explain satisfactorily to himself, nor has any good explanation ever come to him from any source. Here's the moot point: The man with the pencil calculates that the tobacco crop cost the grower so much; he figures that the crop returned the grower so much, and then, through the logical process of subtraction, he arrives at the conclusion that the grower either made or lost so much on his crop. This is important to the man with the pencil. But it does not seem so very important to the grower, for as a rule he sells his crop, and then goes out and buys another farm or a few bonds or a new automobile. We do not mean to

infer that cost of production surveys are impractical or productive of no good. They probably are. But the summaries which they provide cannot always be reconciled with the actual conditions on the tobacco producing farms of Pennsylvania. Perhaps, as the 1924 summaries show, the farmers made their money on some of the other seven crops which the survey covered. Perhaps not. After all, nobody knows where the farmer makes his money, least of all the farmer himself, but he undoubtedly makes it—and earns it, too. And that's a fact.

It just occurred to us that another report, issued, we believe, by the State Department of Agriculture some few weeks past, showed that Lancaster county farmers owned more automobiles per

farm than any other county in the state. At any rate the buying of the 1925 crop is going ahead rapidly, and already deliveries are being made to city and county warehouses. A large part of the crop has been stripped, many growers having finished, and movement to warehouses will probably keep pace with the buying, as most growers are prepared to deliver as soon as a buyer pronounces the magic word "sold."

Honors Divided

Tobacco growers from Clinton, Tioga and Lancaster counties, Pennsylvania, vied for honors at the statewide Farm Products Show held in Harrisburg this week. Lancaster county growers found

(Continued on page 49)

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, JAN. 28, 1926

What Did The Show Do?

Every year, when it comes time to sign contracts for the Tobacco Show, some former exhibitors plead that they cannot exhibit.

They say the expense is too great. They say the returns are too small. They say—

Well, you know what *they* say! There is always that doubtful *they*. And forever, in every enterprise, the *theys* are apparent.

But those who are not doubtful, those who are not suspicious of the results, those are the men in the industry, as a rule, who are big and keen enough to appreciate the advantages of a Show.

And what do these successful men do? Do they sit around and wait for business to stumble in at the door? Or do they strap up their sample kits and go right out after it?

That is exactly what the Show means to these forward looking manufacturers and merchants! It means going after it! It means going after it, too, with the speed and dispatch of every modern contrivance they can possibly use!

And the contrivance for more business, more publicity, more faith, more foresight, which we call the Tobacco Show, is just what these tobacco, cigar, cigarette and pipe men need.

They need it so much, in fact, that they are going to repeat the Tobacco Show next year—and they are going to do it, too, with even more enthusiasm than they have this year.

Co-Op Directors Should Know

One of the serious weaknesses of many agricultural cooperatives is the tendency of members of boards of directors to shirk responsibility in the matter of management.

"Too frequently," says the United States Department of Agriculture, "the individual member looks upon his elevation to the office of director merely as a recognition of his standing in the community. Such an attitude is unfortunate and until every director comes to feel that he has accepted a trusteeship for the successful conduct of the business, cooperative enterprises will fail of attaining the full measure of success they wish to achieve."

This trusteeship, says the department, obligates every director to inform himself thoroughly respecting the operations of the business with which he has become vitally connected. In addition he will need to understand fully the broader principles upon a thorough working knowledge of which depends, to a large extent, the degree of success and progress of the business.

"If lack of interest is a weakness," says a department economist, "the wrong kind of inter-

est is equally bad. Too frequently one finds the board interfering instead of directing. It is the duty of the board to formulate policies and to see that these policies are carried out by the executives. Dictation by the board of the petty detail of day to day operation is not 'formulating policies.' It is interference. Such interference can only result in unstable and unsatisfactory management."

Probably the most frequent cause of unwise management, he points out, is a lack of essential facts, or if these be at hand, an unwillingness to face the facts. To the extent that the board of directors makes a real effort to understand the demand for its products, and to formulate price and merchandising policies on the basis of mere opinion, he says, will its activities contribute to whatever measure of success is achieved.

Tobacco Looks Up

The vice-president of the Connecticut Valley Tobacco Association gives a measurably optimistic view of the situation, as contrasted with the pessimism which has prevailed in the tobacco belt for some months. He does not maintain that the growers are yet out of the woods, but apparently he believes the situation is far from hopeless, so far in fact that he doubts the necessity for a complete holiday in 1926. A pick-up in the cigar industry and the promise of Congress to reduce the internal revenue tax upon cigars, thus reducing their cost, are encouraging factors.

This official reports that the association has been looking into the possibilities of the export trade and concludes that some foreign market for Connecticut tobacco can be developed. If that is true it is encouraging, although the effect upon the industry probably would not be great. The association also is considering the possibility of encouraging the custom of small manufacturers by granting them more liberal credit terms.

It has been suggested that the tobacco association could profitably pay more attention to the local manufacturers of cigars. Many Connecticut cigarmakers are said to go to New York to purchase Connecticut tobacco. Observers have expressed belief that the association could profitably attempt to promote direct purchases from it on the part of these manufacturers. It is probably true that a concerted effort to sell Connecticut valley tobacco directly to New England cigar manufacturers large and small, would develop a new if not large market for association-raised tobacco. It is probably a small matter, but the industry is more likely to be benefited by taking advantage of numerous small favorable factors than by any sudden large development. Certainly it cannot afford to overlook any possibility, no matter how small, that promises to contribute to such a result.—Hartford Times.

The Dawes Underslung

Without prejudice in the matter of reform and reformer, nevertheless the suggestion that the "Dawes underslung" of campaign fame be sacrificed to further the cause of the No-Tobacco League meets with our sincere disapproval. As well suggest the destruction of the Lincoln Memorial or the Washington Monument or any other great shrine. For the Dawes pipe is no longer a pipe—it is a symbol. It is a link between the humble taxpayer on the street and the Vice-President of the United States. They both smoke pipes. And who but the most foolish of reformers would deprive the doughty General of his solace and a highly convenient method of expression? When the General is pleased the smoke curls about in wafted tendrils, perfuming the landscape and soothing the General's soul. When he becomes interested it puffs like a Rocky Mountain locomotive ascend-

ing a steep grade and the atmosphere blue—and not alone with smoke. But he gets "riled up" that the preciousness into play. How he ever did without his now famous twelve-minute lecture, Senate is a mystery. For when he is excited he puffs violently on the vice-presidential slung for a moment, wrenches it with his mouth and while that volcanic thunders forth brimstone and defiance, is cutting great swathes in the air. Thus it can be seen that to trifle with a pipe is to trifle with destiny, for when a pipe and his pipe get started on a sparks fly—not all of them from the pipe that thing immediately becomes a Gen. When told of the request of the League the Vice-President merely broad, expansive, highly-amused smile—nothing—he made no comment—nothing. High Washington authorities of Gen. Dawes will part from his pipe, they are right.—Stamford (Conn.) Av-

In Praise of the Pipe

Tobacco Week has stirred up old memories. One writer contends that literature who smoke pipes fail to turn out first-class because the smoke distracts them. It is actresses rush to the defense, alleging that "adore" men who smoke pipes. Meanwhile the world of politics, Vice President Prime Minister Baldwin of England puff their trusty brown briers.

It is said that a pipe suggests sturdiness, honesty, a cigarette dilettanteism. The pipe smoker resembles a diner who nibbles hors d'oeuvres and arises from the table without attacking the joint and the sweet pipe, after all, came before the cigarette, is a mere cadet of the main line. It is Sir Hawkins's account of his second voyage 65) he says:

"The Floridians when they travel in a kinde of herbe dried, which with an earthen cup in the end, with fire and dried herbs put together, do smok the cane the smoke thereof, which smoketh their hunger, and therewith they live or five days without meat or drinke."

Ralph Lane, the first Governor of Virginia is said to have had the honor of smoking the first pipe in England. The legend that gave Sir Walter Raleigh an Indian pipe showed him how to use it.

The smoker of cigarettes, whatever his tastes, misses the peculiar pleasure of pipe selection of a new brier, the significance of a straight or mottled grain, the way out for flaws filled in with putty, the satisfaction of keeping a pipe sweet and smoky. And what a fascinating variety of pipes!

An authority on the subject shows in a book a bamboo pipe from Borneo, a work pipe from Central Africa, a pipe brought from Bokhara, a pipe of a fisherman fashioned from a crab and an English countryman's pipe with a natural elbow of tough gorse root.—New Times.

I Crash All Gates!

Up in the morning, to git the woin,
Half-past six, I'll tell the firm;
Full o' pep-to-step, out for trade,
Diggin' up business, makin' the trade
Seen' all buyers, crashin' all gates
Bookin' the orders, rush shippin' late
Shakin' hands, makin' new friends,
Ballyhooin' my brands, an' oddish-
Workin' all day, missin' my lunch,
Sellin' my cigars, with push-an-punch,
An' so I would, this goal attain,
Except today, on account of the rain.

—THE MO

Buying Spell

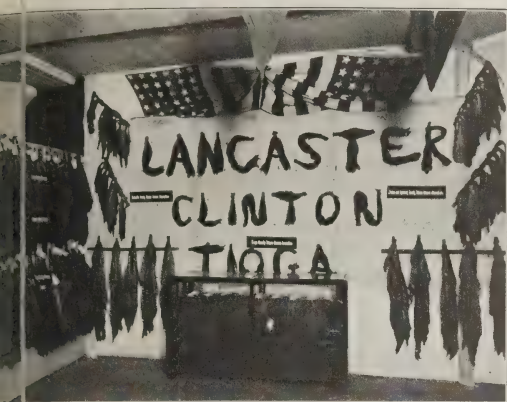
(Continued from page 47)

in the wrapper class only, away with the prizes in all. Otto Olson, mentor of the Pennsylvania Farm Products Show, was the chief judge of the display and used his new system of judging for the best specimens of

Manheim, first; Milton Carpenter, Ephrata, second; J. H. Hostetter, Millersville, third.

Farm Fillers—George Davidson, Ephrata, first; William Jones, Jersey Shore, second; Edwin R. Weaver, Lancaster, R. 6, third.

J. H. Hostetter, TOBACCO's unchallenged "oldest tobacco grower in the United States," was awarded the silver cup for the best crop of U. S. type 41



bacco display at the Pennsylvania Farm Products Show, Harrisburg, last week in the Emerson-Brantingham Building, in that city. The winners are in the showcase in the center, while a number of the best of year leaf shown are displayed on the walls. The display, made and of Pennsylvania cigar leaf, was designed by Otto Olson, Federal tobacco expert, of Ephrata, who was the chief judge.

Stals type 41, Pennsylvania tobacco, were as follows: Adam Waltz, Lock Haven, R. 1, Miller, Lock Haven, second; R. Cassel, Manheim, third. Class Fillers—J. H. Hostetter, first; Milton Carpenter, second; William Jones, Jersey Shore, third. Class Fillers—J. R. Cassel,

Pennsylvania seedleaf tobacco. The cup has been in competition for many years, and was awarded permanently to Mr. Hostetter, as he has received the honor of first prize many times previously.

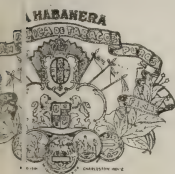
Thomas Landis, West Lampeter, Lancaster county, also won the gold medal awarded for the best tobacco exhibit made by a high school student in the state.—KEYSTONE.

Trade-Marks Filed

Int. S. Patent Office

Following trade-marks were published with section 6 of the February 20, 1905, as amended 2, 107. Notice of opposition to file with the U. S. Patent Office, Washington, D. C., within thirty days of official publication.

No. 2,552. INFANZON & RODRIGUEZ, N. Y. Filed Oct. 10, 1925. Under ten-year proviso.



221,552

Representation of medals are received at Buffalo, 1901; St. Louis, 1904; Charleston, 1901-2. Their description of goods—Cigarettes, and Smoking Tobacco, since January, 1895.

No. 2,836. FRANK H. FROMM, times as F. H. Fromm & Co., N. Y. Filed Nov. 5, 1925.

BLUE FEATHER

222,836

The particular description of goods.—Cigarettes. Claims use since Oct. 1, 1925.

No. 2,836. KINGDOM OF ITALY, Rome, Italy. Filed Oct. 16, 1925.



221,836

The lines of drawing are for shading only.

The particular description of goods.—Cigarettes, Smoking and Chewing Tobacco, and Snuff. Claims use since Feb. 10, 1910.

No. 212,533. BAKELITE CORPORATION, New York, N. Y. Filed Apr. 11, 1925.



212,533

The particular description of goods.—Pipes, Pipe Stems and Bowls, Cigar Holders, Cigarette Holders, Cigarette Cases, and Ash Receivers. Claims use since Dec. 1, 1924.

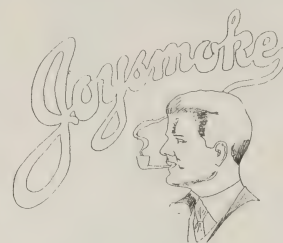
No. 220,024. FREDERICK C. HITCH, New York, N. Y. Filed Sept. 9, 1925.

Ad-Packt

220,024

The particular description of goods.—Cigarettes. Claims use since Aug. 31, 1925.

Ser. No. 221,545. EXCELSIOR TOBACCO CO., St. Louis, Mo., assignor to Excelsior Tobacco Co., a Corporation of Missouri. Filed Oct. 10, 1925.



221,545

The particular description of goods.—Smoking and Chewing Tobacco. Claims use since August 1922.

Ser. No. 218,706. LAGERLOEF TRADING COMPANY, INC., New York, N. Y. Filed Aug. 11, 1925.



218,706

The particular description of goods.—Matches. Claims use since June 4, 1925.

Ser. No. 221,837. KINGDOM OF ITALY, Rome, Italy. Filed Oct. 16, 1925.

LECCESE

221,837

The particular description of goods.—Snuff. Claims use since July 1, 1884.

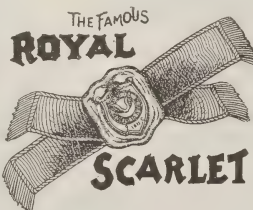
Ser. No. 221,839. KINGDOM OF ITALY, Rome, Italy. Filed Oct. 16, 1925. Under ten-year proviso.

ERBASANTA

221,839

The particular description of goods.—Snuff. Claims use since July 1, 1884.

Ser. No. 223,265. R. C. WILLIAMS & CO., INC, New York, N. Y. Filed Nov. 1925.



223,265

The particular description of goods.—Cigars. Claims use since about January, 1895.

Ser. No. 221,722. NOEL STATHAM, New York, N. Y. Filed Oct. 14, 1925.



221,722

The word "Airtite" is disclaimed apart from the trade-mark shown in the drawing.

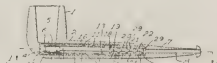
The particular description of goods.—Tobacco Pouches. Claims use since about Sept. 1, 1925.

Patents Recently Granted

By U. S. Patent Office

Complete description of the patents briefly described herewith can be obtained from the Patent Office by sending to the Commissioner of Patents, Washington, D. C., the number of the patent together with ten cents in currency or money order. Stamps will not be accepted. For this sum the Patent Office will supply a printed copy of the patent, which usually contains complete drawings and descriptions in detail.

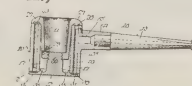
No. 1,654,996. PIPE. ALBERT BAKUC. ST. LOUIS, Mo. Filed Jan. 14, 1924. Serial No. 686,133. 3 Claims. (C. 131—12.)



1,564,996

A pipe of the class described comprising a bowl, a stem extending from the lower part of said bowl and provided with a longitudinally extending passage arranged axially out of the stem and opening at its inner end into said bowl and at its outer end through the end of the stem, a metallic tubular lining fitted in said passage and provided with closed inner end and perforations adjacent the inner end communicating with the bowl, a bit having a smoke passage therethrough terminating at the end adjacent the stem in an enlarged recess, a metallic tube open from end to end and having one end fitted in the enlarged recess of the bit and in the open end of the first tube, the other end projecting within the first tube and terminating short of its closed end, the last-mentioned end of the second tube being provided with an outer surface having reduced portions to form a smoke passage between the first and second tubes, the second tube further having openings in its wall affording communication between the smoke passage between the first and second tube and the interior of the second tube, a plug fitting the end of the second tube to close the same, a stem projecting from said plug towards the outer end of the second tube, and smoke deflecting means carried by said stem.

No. 1,564,858. SMOKING PIPE. HERMAN W. KLOPPMAN, Chicago, Ill. Filed Apr. 1, 1925. Serial No. 19,809. 6 Claims. (C. 131—12.)



1,564,858

A smoking pipe comprising walls forming a casing having a hollow interior, a fire pot readily insertable into and removable from one end of said casing and opening thereto, a readily removable closure for the end of said casing opposite the end into which the fire pot is insertable, cooperative interengaging means carried by said closure and by said fire pot for simultaneously holding the fire pot and the closure in their respective operative position, a hollow stem extending from the casing walls having a plurality of longitudinal channels side by side and connected in series and forming a passageway leading from the hollow interior of the casing to the hollow interior of the stem.

No. 1,568,316. PROCESS FOR ARTIFICIALLY CURING GREEN TOBACCO. ALFRED CHARLES BUENSOD, New York, N. Y., assignor to the Tobacco Treating Co., Inc., New York, N. Y., a Corporation of New York. Filed Dec. 30, 1921. Serial No. 525,996. 19 claims. (C. 131—6.)

1. A process of the character described comprising the subjection of the tobacco cells to air currents forced through the rows of tobacco, such air having a temperature of from 95 to 110° F. and a relative humidity of 70 to 75 per cent until substantially all of the food in the cells has been consumed.



Charles Denby 2 for 15c

They satisfy the smoker because they are
good, and the merchant because they sell.

LA FENDRICH

10c. to 3 for 50c.

H. FENDRICH, Inc.
EVANSVILLE, IND.—ESTABLISHED 1850



ROBERT EMMET

Fresh Cigars Kept Fresh
in Airtight Tins

One Size,
One Grade,
One Price.

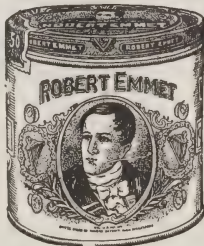
Packed in
Airtight
Tins

10c

The Big Seller

Wherever You Go

SPIETZ CIGAR CO., LIMITED, Manufacturers
Harper & Seneca Bldg., Detroit, Mich.



LA PALINA

CIGAR

If you want a fast
moving number, stock up on

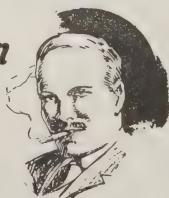
TOPIC

CIGARS

'Good from End to End'

In all sizes--
shapes and colors

Bobrow Bros. Inc., Mfrs.
Philadelphia, U.S.A.
Makers of Bold - La Tosella - Recall



Philadelphia Trade Beaming With New Out

Buoyancy Inspired by Evidences of Advance Business—ing Demand for Well-Known and Nationally Known Brands—Congress Cigar Co. preparing for 1926

PHILADELPHIA, Jan. 25.—In the bright dawn of these early days of the year, the Quaker City trade is beaming with optimism that has been inspired by actual evidences of advance business and prospects of a growing demand for the well-known and nationally advertised brands that long have attracted to this city a fame as the foremost in the annals of the American industry and the production center of popular priced smokes. All the larger plants are moving along with operations at capacity, meeting the needs of the nation for replenishment of stocks depleted during the holidays.

Considering Tax and Five-Centers

Although the heads of firms are now occupied with present day demands in old established sizes and shapes, there is much reflection on the proposed tax reduction and what it may mean to the five cent cigar and its ascension to its old time leadership in the industry. Many are confident that the average smoking citizen will be contented with the smaller high grade cigar which has been recently marketed as a nickel proposition rather than for the larger product of inferior grade tobaccos. The small cigar, too, it is believed, will fill the need of the public as a substitute for the cigarette for those who prefer the tobacco rolls to the paper wrapped. In these busy days of the 20th Century, and the high speed of its commercial life, the small cigar of quality, rather than of quantity, is believed to be a more favorable factor to the industry than the bulkier sizes. The average business man has little time for a prolonged smoke in the every day needs and attention of high speed activity in the present day industrial or professional life, and so will be most likely to patronize the shorter smoke of quality. For this reason many manufacturers who, during the Fall introduced a smaller but fairly good quality cigar, with success, may continue to confine their five centers to the sizes and products that already are on the market.

High Grades in Good Request

In the retail stores there has been a very active demand for high grade cigars. Those high grade dealers, with prominent central-city stores or hotel or office building stands, have been enjoying excellent January sales for the brands from the Tampa and Havana districts. It is due to the advent in the city of many travelers now seeking for the new year orders of all lines of merchandise, or on buying expeditions for their own enterprises that the hotel stands and central city stores owe their present day activity. The sizes in the 20, 25, 35 and as high as 60 cent grades in the imported stocks, have been the most active, with favor more inclined to the larger quotations. Those intermediate stores with established reputations, also are fairly active, though not enjoying the lucrative patronage of their more prominent associates.

Advertising Exhibition

Conspicuous among the 1926 advertising displays featured by the members of the Poor Richard Club, the Quaker City association of advertising men, was that of the El Producto Cigar ads made in TOBACCO and other publications throughout the year past, and designed by the nationally known firm of Aitken-Kynett Company, 1516 Chestnut Street. This firm, grown to be one of the best known of Philadelphia advertising institutions, made a most comprehensive exhibit of ads compiled for various banking and other financial institutions, engineering corporations, steel, real estate, coal, clothing, furniture, hardware and other industries at the Bellevue Stratford Hotel, where it occupied a prominent space and with the largest number of panels devoted to its displays in the entire exhibit. Among the illustrated ads that stood out as notable pieces of work-

manship in this field were the Cigar Company's advertisement in black and white, an entire bulletin being given over to the designs used during the year. These were highly commended by the exhibit held in the first week.

Another Philadelphia advertisement among the exhibits at Poor Richards was La Palina, the Congress Cigar Company, which has secured from a very large crop of 1925 Havana cigars to dispose of in the city. The choice grades of Havana cigars are stocked in the warehouse of the Straus company, now are in and made ready for shipment to headquarters, and when the firm will be ready to offer an assortment of these grade to manufacturers.

Back from Successful Trip

Just returned from a trip to the tobacco growing district, Adolf Loeb, of K. Straus & Co., 301 N. 3rd Street, announces that he has secured from a very large crop of 1925 Havana cigars to dispose of in the city. The choice grades of Havana cigars are stocked in the warehouse of the Straus company, now are in and made ready for shipment to headquarters, and when the firm will be ready to offer an assortment of these grade to manufacturers.

A petition in bankruptcy was filed during the week in the U.S. Court here against the Bellington Co., 12 S. 15th Street, which was organized for the expansion of the heads of the firm at San Irving Bellmore, brothers, who for several years conducted the business at 9th Street, and which still is in control. The voluntary petition liabilities are \$13,150 and \$7,506. John M. Hill has been named referee.

Featuring High Life

High Life has been mentioned in the trade press.

B. WASSERMAN

77 Chambers Street

New York

Established 1879 Incorporated 1904

Importers

and

Distributors

of

Havana

and

Domestic Cigars

ing the out of town cigars as in receiving a large share of attention and with a goodly list for the visiting representatives. H. Shacklett, of the manufacturer, American Exchange Cigar Co., New York, rounding out the trade in a special drive on this though the firm has several highly favored smokers in the stores the present attention is placed on High Life as the 1926 activities of the

Baltimore in Evidence

city dealers had the pleasure of a call from the manufacturer, Lord Baltimore, when Jesse H. Heinemann Brothers, agents of the Pennsylvania representatives of the trade last week, who covers the state for the Heinemann Brothers, and has a long list of friends in this city, was the first of the visiting manufacturer in the monumental City in his tour of a 1926 drive on the Lord Baltimore other brands made by the

Showing Pipes and Specialties

may be importers and representatives of leading American manufacturers of these accessories, were callers in the city during the week of a generous patronage for restocking the holiday clearance of high merchandise. Among those who called were the newly arrived Philadelphia representative of the United States, A. R. Jarman; M. J. Pipes, S. M. Frank & Co., New York; Samuel Manoff, the famous Kaywoodie line of pipes; Harry Bondy; Harry Bondy, another famed and leading pipe seller in the Milano pipes by M. Demuth & Company, New York; and the firm of Delano & Lewis was here with a very attractive assortment of specialties made in the city. All representatives featured the standard stocks and many new specialties that will appeal to the public. Mr. Weber who represents the Bradlee & Hubbard Company, manufacturers of smoking accessories, called on the central city with some noteworthy numbers for the new year stocking.

Visiting Leaf Dealers

time leaf dealers to the trade were the L. D. Goff, Way & Brand of Elmira, N. Y., with a line of Yorgrown tobacco; Ray S. Clark, of the Jamaica and Java grades, speaks of his firm, the James Willing and A. Mertig who features as reported by Determan & Company, New York.

ue Weinberg of S. Weinberg, 121 West 42d St., is another returned leaf dealer who has been in the Connecticut selling his crops for the 1926 crop, a last year's growth in Connecticut.

ing provided extensively for his needs of the 1925 crops of Connecticut on his recent trip to Hartman, Charles M. Hipple, of Hipple Brothers, is back in the state and is in Lancaster County looking after the 1925 Pennsylvania crop. H. will remain in the Lancaster County for a week and then returns to his home here on 3rd Street, below

Congress Cigar Co. Stock Offering

the offer of 70,000 shares of the stock of the Congress Cigar Company, a new corporation which will take over the business of the present Congress Cigar Company, of Philadelphia, manufacturers of La Palina, has been formed but holding in its official session the originators of the company. The 70,000 shares are part of the original 350,000 shares comprising the capital stock of the company and will be offered to the public through Gold-Sachs & Company, of New York, the underwriters of the issues, to be sold at a price of \$40 per share.

ord to provide for the expansion of the original Congress Cigar Company with headquarters at 3rd and

Spruce Streets, Philadelphia, and operating eight factories in various parts of the East, has been reincorporated under the laws of Delaware after having been previously a Pennsylvania Corporation. Its present officials are President Samuel Paley, Vice President William Paley, and Secretary and Treasurer Jacob Paley. Having been established since 1896 the Congress company has forged to the front ranks of cigar manufacturers of the country and now is the third largest independent manufacturer in the nation. Its production during the latter part of 1925 was at the rate of over 1,000,000 cigars per day. The founder of the business is Samuel Paley, who began his cigar making career as head of his own business some 30 years ago in Chicago, with a small capital and under whose direction the business has been gradually developed to its present high standard and leadership in the industry.

Shortly after the Armistice in the World War, the Congress company came to Philadelphia, in order to secure sufficient labor to meet its growing needs. At that time the industry was suffering from labor shortage and its hardships were strongly felt in the West. With foresight and business ingenuity President Paley believed it for the best interest of his company and for its ever growing needs to come to the Quaker City where cigar makers were more plentiful. He was obliged to take on hands at the higher prices demanded for labor so large was his growing list of orders for the La Palina at that time of removal to the City of Brotherly Love which, due to its reputation, showered upon his concern a large share of that amity of fellowship and good will that made possible the tremendous progress of the firm while established here.

It was no time before the Congress company outgrew its smaller quarters in Third Street, below Walnut, and so the old home of the G. H. P. Cigar Company on 2nd Street, above Market, was taken over at the time of the removal of the latter firm to its present quarters at Brown and 3rd Streets. Then expansion was so rapid that it was necessary to build its own commodious home, one of the most modern cigar manufacturing plants and sales offices in the East at 3rd and Spruce Streets. Three years ago it removed to its handsome and up-to-date building where now centered are the main factory and executive offices.

Not only has the Congress one of the most modern of factories in this country but also extensive facilities for the curing and packing of tobacco are maintained in Cuba and Porto Rico for its own use in the production of La Palina and providing for an equally prominent affiliation with the raw material market. It was the first cigar manufacturer to make fame for the Java wrap, using this extensively as part of its promotion of La Palina Cigars.

In recent times the Congress Tobacco Company, an affiliation of the Congress Cigar Company, and located at the Bush Terminal in New York, entered the cigarette manufacturing field, and this division of the business has grown so rapidly that it, too, will require broader working quarters. The Palina Cigarettes have been gaining a broad distribution in the same territory in the West, South and New York State where are distributed the La Palina Cigars.

With the absorption of the 70,000 shares now offered to the public, the business will be materially expanded to meet the tremendous growing needs for additional facilities for the manufacture of the Congress products.

Park & Tilford Obtain Charles the Great

One of the largest distributing accounts in the metropolitan district has been obtained by Park & Tilford with the award of Charles the Great sales to this organization. Sales Manager Jonas J. Ollendorf considers the Charles the Great one of the finest Havana cigars in its field, and he is assured of increased business from the retail trade which handles exclusive brands in the best locations.

ENGLISH OVALS

CIGARETTES

Blended in the Good Old English Way



Keep a
carton
on the
counter

ENGLISH OVALS are rolling up a record in sales, satisfaction and profit for the retail merchant.

A carton on your counter is like an extra salesman in the store. They literally sell themselves.

Ask your jobber for more ENGLISH OVALS today.

Made by the makers of

Philip Morris

BOND STREET CIGARETTES

In the Little Brown Box

"The Ultimate in Cigarette Luxury"

W A I T & B O N D

Blackstone

CIGAR

Extremely

Mild

GARCIA SMOKERS

A New Standard of Excellence in a Cigar at

5 cts.



Packed only in GREEN cans

Jobbing accounts solicited

C. A. KILDOW

BETHESDA, OHIO

JOHN H. COLLINS

69 West Washington St.,

Chicago, Ill.

President Levine Urges Full Co-operation

"The fourth annual Tobacco Industries Exposition being held this week at the Grand Central Palace, New York, again proves the value of an annual industrial get-together, and a means of exploiting the industry to the general public," said Samuel Levine, President of the Allied Tobacco Exhibitors Association, at the Exposition last night.

"The conclusive proof of this is found in the buyers who come from every section of the United States and from Canada and who have personally told me they welcome the opportunity for a trip to New York each year, looking over the Exposition and doing their buying while here.

"I know that the total number of such visitors to the Exposition is increasing each year and with the right co-operative work among all of us we can make the annual Exposition the biggest thing for the advancement and expansion of the industry.

"The machinery men, the leaf men and the cigar, cigarette and other men who have been annual exhibitors in the Exposition are doing business every day of the Exposition and the consensus of opinion from those who have talked to me is absolute satisfaction with results and in many cases enthusiastic recommendation for an annual Tobacco Exposition.

"There are a few exhibitors who have been increasing the amount of their exhibition space and their general appropriation for the Exposition exploitation and this tells its own story.

"Each year of the four years of the annual Tobacco Exposition has taught the management new ideas and new methods and each succeeding Exposition will be improved and increased in value thereby.

"The keenest satisfaction to those of us who are really interested in the establishment of an annual Tobacco Exposition has been found in the number of firms and individuals who came to us during the present Exposition and

frankly acknowledged they were sorry they had not taken space this year and would certainly do so in next year's Exposition."

C. G. Wilson Expands

C. G. Wilson, Inc., Manila cigar importers and factory agents, announce a consolidation with Lyons & Cowdrey. The offices of the new concern of Lyons, Cowdrey and Wilson, are to be located at 17 Battery Place, New York. The cigar business will be carried on as it has in the past, only greater effort will be made to expand the volume in the markets of the east and the middle west. The La Paz factory, of Manila, has appointed them as their sole agents in the United States.

It is announced that arrangements will be made with jobbers to handle the distributions in certain territories, and that merchandise will be shipped direct to large import houses or supplied out of stock carried in New York.

C. G. Wilson, through his connection in other years with H. W. Peabody & Company, and more recently as the head of his concern in New York, is favorably known to the cigar buyers of this territory. The consolidation will enable Mr. Wilson to carry out in a larger way the policy he has followed in the past, and which has been so satisfactory to those who have had business relations with him.

Building business on brands, with a spot stock in New York to draw upon in emergencies, is one of the features of Mr. Wilson's policy. He insures his distributors against inconveniences resulting because of the great distance between the manufacturing plant at Manila and the market for the cigars in this country.

The other members of the new concern have had much experience in the export and import field. The concern is heavily financed, and is in position to carry on business on a large scale. They believe that the Manila cigar trade is in its infancy, and that there is an opportunity for wide expansion.

San Francisco News

SAN FRANCISCO, Cal., Jan. 19.—New York is a long way from San Francisco, and the winters of New York are cold to the "tenderfeet" who wander from Pacific shores, yet there are some in San Francisco who have broad enough intelligence to be interested in a few things outside the doorsills or their own offices, and who realize that there is an advantage in knowing all there is to be known about the business in which they are engaged. These are the kind of people who realize the value of trade papers, and who find in TOBACCO information and ideas of salesmanship that they are not slow to use in their own business.

One of those who has the habit of visiting the New York Tobacco Show is Emil Judell, of H. L. Judell & Company. Winter has its terrors, of course, but not sufficient to keep him from taking advantage of the show to get in touch with all that is doing over the length and breadth of the country. He makes good use of the trip also in visiting the Alhambra dealers, and in locating new distributors.

Another who is awake to the broad interests of the tobacco business, and their bearing on his own small portion of it is C. C. Greenman. C. C. has spent most of his time in the retail game, but keeps wide awake to all angles of the game. He is one of those who, though raised in the business, never thinks he knows enough about it. He reads and enjoys the trade papers. So it is not surprising that here is a retailer who, in spite of being encircled with chain stores, uses such originality in gaining and holding trade that the volume of his sales would be pleasing to not a few wholesale establishments. And he of course is off to take in the Tobacco Show, for he appreciates the information to be gained there not only from the show itself, but from the old and new friends he meets there. And this year he is making double use of the trip in locating jobbers for the Ejecto Cigar Holder, the manufacture of which he has taken over.

And there are a few retailers who can not spare the time or money for such a trip as the one to the Tobacco Show, but who are yet intelligent enough to be able to get real knowledge and benefit out of a trade paper that brings to them what they cannot go to see. Such a dealer is Bob Anthony, down on Market street, who keeps track of what TOBACCO has to say. There are hundreds of dealers in San Francisco who seem to be able to get about as much benefit from a cobble stone as from a trade paper, or from anything else, for that matter; and who spend most of their spare time growling to some one else because the growler does not prosper. But dealers like Anthony, and there are many of them, while they do not, like the ostrich, hide their heads in the sand to convince themselves there is no danger, are more concerned in keeping on the lookout to meet and overcome the difficulties of the business, and use all the information

available to help them to do so. Dealers are found prospering all around them are on the list.

Disagreeable Weather Hits Trade

The retail trade in general has suffered some for the past few days from unusually cold and foggy weather which has reduced the street traffic materially. This is one of the things the inside cigar stand has to take advantage, for these have experienced more than the usually quiet January and in instances are an unexpected volume. Such a volume of Doc Levy who related in finding that his regular trade in January has been cut off by the regular trade in the month of December. His is a good trade, but the counter trade alone has climbed high enough to ground to suspect, however, the years of accommodating service in the neighborhood has something to do with the steady growth of business in particular stand.

John C. Connor, the popular dealer at the corner of California and Broadway streets, has returned from a winter trip to Pasadena, where he has been staying for the benefit of his health. She was one of the unfortunate victims of the grand stand collapse at the Tournament of Roses on New Year's Day. When pulled out of it by her daughter, it was found that she had a leg fractured and severely crushed.

Mike Markovitz is back on the town circuit for the Joseph and Company, and is being received with a warm welcome, for Mike was always popular with the dealers. He dropped in during the past year to get a distribution in Oakland and the Bay district the proper kind of off, and that job has been well done.

Hugo Reich, so long in charge of the shipping department of Samuels, has been recovering from an operation for appendicitis.

Dave Erdreich, representative of Consolidated Cigar Corporation, scratched his name off the list of those hitting the job again.

Philip Idelman, proprietor of the stand at the corner of Hyde and California streets, passed away on New Year's Day. He left no family.

A Dallman, the pipe man, formerly in business in the pipe line has been exceptionally good. He is now on a trip east as far as St. Louis and return by way of the northwest.

Clyde Austin at Show

Clyde B. Austin, of the Austin Company, Inc., prominent leaf tobacco chanta of Greeneville, Tenn., is on a business trip through the east. He arrived in New York, Thursday, Jan. 21, and found time Tuesday afternoon to take a look in on the Tobacco Show in the Grand Central Palace. He found considerable interest. Austin started on his homeward journey yesterday morning.

Winget Bunch Machines

Porter Tin

CIGAR MAKERS' TOOLS

STANDARD FACTORY BRANDS

The Only House in York Carrying a Complete Line of CIGAR MAKERS' SUPPLIES

ACME SUPPLY CO.

29 East King St.

YORK, PA.

Lever Packers' Presses
Section Mould Presses

Binder Tape & Sticks for Tobacco Samples

Boatmen Coming In Crowds To Tobacco Show

Interests Western Trade—Tobias Leaves Reis—
Felsbach Markets Stubs—Goosey, Goosey, Gander—New
Ruey Offices—Waldbolt Factory Fire—Retail Moves.

Ill., Jan. 23.—Tune in any
fer and you'll find the pages
broadcasting highly import-
tion. You may want the
manufacturer, some brand
me information pertaining
business interests. All of us
tuning all the time, and the
those wants is to find the
what has what want.

Chicago Knows

ov every page of each issue
will pay you, for your
may be displayed. Tune in now.
cers the trade fully, and its
sem's show cigars, cigarettes,
s, pas, smokers' articles, labels
tr trade items. Make it a
half to read TOBACCO from the
age the back page.

ll the advertisement of Camel
appeared in the Sunday Chi-
es and the Sunday Herald-
uary 18.

Tobias Resigns

mpant announcement is the
at William Tobias, who has been
of the Ivan Ries Company, 131
ake street, the pipe house of the
wes will resign from the firm
y ft. William has been con-
with the cigar and pipe business
nmb of years.

a brother of Jack and Alex
not former well known cigar
silly as built up a large follow-
ing locally. He states he will
in the industry, and hopes to
no connection shortly.

Williams has one of the busiest
nd in the lobby of the Mallers
y, tl, you can find in Chicago's
ohn carries a large line of well
bras, and features, in clear
s, J. Garcia & Brother's cigars.

Cyrilla Stubs

10 diana avenue you find the
offis and distributing depot of
ernck & Company, makers of
cigs, whose factory is in
File This 2910 is a very busy
se 47s for the call for Cyrilla
and jows.

At present the local sales force is in-
roducing a new ten cent shape called
stubs that is Havana filled, Havana
binder and Havana wrapper. This new
size is packed in boxes of fifty, and the
list price is \$75.

Jack Anderson, one of the stars on
the sales force of Celestino Vega &
Company, is out on a little trip to near-
by towns seeing how La Vega cigars are
starting off for the new year.

Harvester, "None Better and I Know
It," is appearing on the billboards. This
new twenty-four sheet poster is seen on
the boards all over the city.

It is a pleasure to write that W. D.
Fleak paid us a visit. Fleak, formerly
one of the best known cigarette salesmen
that ever traveled these parts, has gone
into the pipe game. He now represents
the Hasson Pipe Company, of New
York, and on his first trip here placed
the Hasson line, which sells at \$7.50,
with several large dealers and clubs.

Grocery Merger

A huge merger of wholesale grocer
concerns in the middle west is the sub-
ject of rumor.

"No definite agreements have been
signed up so far," said the head of a
large Chicago grocery concern. The
Western Grocery Company, the National
Grocery Company, the Durand-McNeil-
Hornor Company, and other Chicago and
St. Louis concerns, are understood to
have a part in the negotiations.

Inside the lobby, at 8 South Wabash
avenue, is the busy store of J. Henry
Hamam. Hank features such brands as
La Superfina, his private label, La
Venga, F. Garcia Brothers, Cyrilla,
Cuesta Rey, Bering, Tom Palmer and
El Producto. In tobaccos his private
mixtures Namah and John Henry, made
by the Continental Tobacco Company,
are in much demand.

A cigar that has made much head-
way the past year, and that is now up
with the leaders, is the American Cigar
Company's Antonio and Cleopatra. The
house of J. & B. Moos distribute this
fine clear Havana, which comes in many
sizes. It can safely be said that no re-
tail case is complete without some sizes
of Antonio and Cleopatra.

Both Sides

Co-eds smoke cigarettes with a gusto
that is alarming, according to an edi-
torial in the *Daily Maroon*, student pub-
lication at the University of Chicago.
And when they do, the editor opines,
they are infringing on man's hitherto
exclusive vice, forgetting that they owe
a debt to civilization and faking the col-
legiate atmosphere.

"A man is usually refreshed by a
woman who is continually demanding
a cigarette," the editorial asserts.
"Beautifully manicured fingers carry
wrapped tobacco to delicately traced
lips with a gusto that is alarming. Is
she under the impression that it is the
college-thing-to-do? She forgets that
civilization rests upon her small shoul-
ders."

Student leaders on the Midway also
sound a note of sorrow for the co-ed
who smokes. "It is a filthy habit,"
said Graham Hagey, member of the un-
dergraduate council, "and it certainly
doesn't add to the graces of woman."
Fred Handschy, editor of the *Circle*,
another student publication, places his
objection on more practical grounds.
"If they want to smoke they ought to
furnish their own," he declared. "It's
all right if they do it gracefully, but
they ought not expect the men to pro-
vide their supplies."

Donald McGinnis believes women
should smoke if they really want to,
but hopes that none will smoke merely
for the atmosphere. Johns Hopkins,
Stewart Lytle, and Parker Hall all dis-
approve mildly.

Goosey and Gander

"We'll quit if men will," is the key-
note on campus. "What's vice for goosey

EST. 1879

Quality First

TOM PALMER

World's Greatest

Clear Havana Cigar

WENGLER & MANDELL, INC.

CHICAGO — TAMPA

Mat. Wengler, President

EST. 1879

EL TREBOW

"None Better at Twice the Price"



Made in 6 sizes.
Sumatra wrapped
and a filler blend
of all imported
tobaccos. An all
satisfying cigar.

TREBOW CIGAR CO.

121 NORTH 5th STREET PHILADELPHIA

ELECT—

Why be con-
stant to smoke
st. A cigarette
when you might
smoke THE
cigarette?

MILTIADES

(INCORPORATED, MIL-TEE-AH-DEES)

747 N. CIGARETTE

Philadelphia Inc

HOYO de MONTERREY

The Aristocrat of

Imported Cigars

VALERIANO GIUTERREZ, Representative

82 Wall Street

New York

EDUARDO H. GATO



Established Since 1871
BOUQUET de GATO—MI PREFERIDA—CRESSIDA
E. H. GATO CIGAR CO., Factories and Office, Key West, Fla.

Clown Cigarettes and Old Hill Side Smoking

Manufactured by
Axton-Fisher Tobacco Co.
Incorporated
Louisville, Kentucky, U. S. A.

Read Tobacco Weekly

is vice for gander," is the answer to query about dropping fags.

Catherine Campbell, club leader and vice president of the senior class, agrees that smoking is a vice, but defends the equal rights of women with men.

"I wish smoking could be abolished," declared Miss Campbell, "but for men as well as women. What is vice for the goose is vice for the gander. I disapprove of smoking because the appearance of a woman in public with a cigarette in her mouth takes away the charm and loveliness that are the birthright of the sex."

Lucy Lamont, president of Quadrangler and leader of the Washington prom, finds no fault with her sisters who have encroached upon man's pet dissipation.

"Smoking doesn't add to a woman, but it doesn't add, either, to a man," said the pretty co-ed. "I don't smoke myself, but what other women do makes no difference to me."

Although many of the Midway women indulge in the habit, the most prominent leaders of feminine activity take either Miss Campbell's point of view or adopt the indifference of Miss Lamont.

"I used to shudder when I saw a woman smoking," admitted Gertrude Bromberg, women's editor of the *Midway*, "but I suppose I would have shuddered if I saw the first man smoking. If men disapprove of women smoking, they should stop first. We mustn't ask of others what we can't ask of ourselves."

Off for Show

Iwan Ries, head of Iwan Ries & Company, pipe jobbers, has left for New York, where he will visit the various pipe manufacturers and also take in the New York Tobacco Show.

Another visitor to New York is Julius Fernbach, of Julius Fernbach & Company, manufacturers of the Cyrilla cigars. Mr. Fernbach, while on the great white way, will visit the dealers who are handling his Cyrilla brands.

Mr. Hirsch, representing Maurice Rappaport & Company, of New York,

is here with the Sasieni Ltd. pipe. He reports that Mr. Sasieni manufactures the Sasieni pipe in London, England, will shortly enter the United States.

M. Linkeman & Company, pipe manufacturers, are placing on the market their Virginian pipe with tails at three for fifty cents. "The pipe that's broken like a winner and comes in all sizes and shapes."

Rubey's New Office

P. J. Rubey & Company, cigar dealers, have moved to the trade by letter that they are to call at the new offices 50 Franklin street, where President A. Rubey will show them the new offices. P. J. Rubey will distribute the Consolidated Cigar Company's Dutch Master, a Java cigar; Charles the Great, a Java cigar; Forty-Four, a Sumatra wrapped cigar; no George, also Sumatra wrapped main headquarters are in South where they occupy their corner at 9023-25 Baltimore avenue.

C. C. Greenman, sales manager for Beauderet & Company, also of the Ejecto Cigarette Hold, both of San Francisco, will be in our city this week. He is for New York to attend the Show.

John Katzmark, owner of the Cigar Company, 327 South street, is back at business after a sick spell.

Irving Hahn leaves for Omaha, Denver, and points spread the gospel of the Aresco, that fine Sumatra wrapped by R. Steinecke & Company, New York.

Waldbolt Fire

C. Waldbolt & Company, local manufacturers, suffered a serious fire Wednesday, when the building was destroyed. (Continued on page 56)

After all nothing satisfies like a good cigar.

LESCHHEY-MYERS-CIGAR BOX CO.

CIGAR BOX MANUFACTURERS

YORK-HANDOVER-EPHRATA-PENNSBURG-PHILADELPHIA

The Best Cigars are packed in Wooden Boxes.

The SUNSET TRAIL, a stand-pat 5c. cigar for ten years, is the product of a reliable factory devoted to the policy of making nothing but a 5c. cigar.... It does not aspire to higher-priced merchandise because it knows that the best products on earth are the products of profound concentration and, furthermore, that there is a permanent place in the consumer-demand for a low-priced cigar of such high quality as only mass production and devoted concentration can produce.... The SUNSET TRAIL 5c. CIGAR can be had in three attractively convincing styles of packing.... Single-Banded, Five-In-Foil and in Lithographed Tins.... Our proposition to Brokers and Jobbers is very attractive.... Write the makers.... The Roby Cigar Company of Barnesville, Ohio.

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HAVANA LEAF DEALERS

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Habana, Cuba

P. O. Box 495

Cable ANTERO

173 Wacker Drive was destroyed by fire. Waldbolt & Company manufacture Victoris and Ursus cigars.

Fred L. Wells controls the cigar department in the Board of Trade Building and L. & I. Rubovits have two stores in the Postal Telegraph Building. Both will be forced to seek new quarters when the new Board of Trade Building is erected.

Albert Breitung, owner of ten loop retail stores, left this week for Los Angeles, Cal., on his annual jaunt. Albert has a bungalow in Los Angeles where he spends several months far away from the worries of the trade, high prices or tax reductions.—H. L. H.

by short rain showers, which are very welcome.

The Spanish Colony, or Asturianos, gave a banquet recently elected President of the Asturiano in the gardens of the Francisco Factory. Many of the tobacco trade were present. Sociedad Pongueta, who in the banquet, can be very proud. Success and we congratulate Fernando Foyo and Antonio Fernandez, generosity made it possible.

Manuel E. Selgas Benedict

The marriage of Manuel E. Selgas Benedict to Miss Carmen Maria Fagot, emmized January 6, at the home of the bride's parents, Mr. and Mrs. Fagot, of Manati, P. R., which has been announced by the bride's new benedict is a son of Alfil, head of the well-known tobacco tile firm of A. Selgas & Cia, which young Manuel is associated. The bride has a well deserved reputation as the possessor of a most attractive and pleasing personality, whose marriage has won for her a high position in the social world. The happy couple will make their home in New York.

DuBrul Visits So

Clarence DuBrul, of the Peters Manufacturing Company, Manati, makers of cigar molding machinery, arrived in New York days ago, and has made it possible to visit the Tobacco Show, despite the fact that he has not fully recovered from a long siege of illness, with which he has been seized in Cuba more than four months ago.

Mr. DuBrul looks to be almost into his normal robust health, and that he expects to return to his harness again within a short time. He will be excellent news to his friends. While in Gotham, Mr. DuBrul is stopping at the Roosevelt Hotel.

Anselmo Martin

One of the oldest leaf men in the country died in Ithaca, N. Y., Saturday when Anselmo Martin passed after twenty-three years of service as salesman for Hamburg Brothers & Company. Most of this time Martin covered the eastern territory of New York, Massachusetts, Connecticut and Pennsylvania. He is survived by his widow, a son and two brothers. He was a charter member of the Knights of Columbus of Boston, Mass. Benjamin Embury hurried to Ithaca when he heard of Martin's illness, but he arrived too late to see him alive.

Fleischmann New Britain Sales Manager

While Francis E. Gyory, of the Brothers, Tampa, was in New York week he appointed I. M. Fleischmann, general eastern sales manager. Fleischmann formerly represented the I. M. Fleischmann Company for twenty-four years. Mr. Fleischmann sold the famous Que Placer and other products for the Metropolitan Tobacco Company, New York. He is a salesman of considerable ability and his recent connection will doubtless be an additional opportunity for the company.

Lowes in Connecticut

Both Percival Lowe and his son, their New York offices last week, the Hartford market.

PRINCE
ALBION

—no other tobacco is better

The weather is changing lately very rapidly. After a few days of cold weather, produced by heavy Northerly winds, the wind changes from South to North, producing warm weather, accompanied

and Placidly Awaits Return of Normalcy

See Holidays Largely Occupied With Inventories—Ma-
jority of Dealers "Resting Easy"—Visiting Salesman Lin-
in Up Quantity Orders—Business on Solid Foundation.

TEL. 10, Ohio, Jan. 23.—Business in January is never notable for its movements hereabouts. It always is so after the holiday rush and again adjusted to normalcy. Business is once again itself. "Normal" activities have been conducted to a greater extent to taking inventory. Most dealers have finished their bookkeeping and detailed task and are now after figuring their profits—after the year. Salesmen making calls now are lining up orders in the dealers' shelves are empty and replenishment. It is commendable that collections have of late been made. Holiday accounts have been settled in full. (Praised be Allah!) There is no ill taste in the country. There is nothing that can be said. During the year there were few bankruptcies, fewer than in many years. That alone is significant of the fact that business here has a solid foundation.

Men to Convene in Fifth City
Fifth City will be host to the Tobacco Salesmen's Convention this year. The convention will be held at the Hotel New York, and is chosen as the site for the convention. Already plans for the convention and for the visit of the visitors are under way. The convention is an ideal convention should prove an able and hospitable visit to the visiting delegations in the city.

A Visitor
Deane, sales manager of the M. C. Company, was a visitor in town. Mr. Deane spent most of his time in conference with Jack Mendel, of the Cleveland Pipe & Novelty Company, local distributors for the Link-Belt pipes. Mr. Deane exhibited himself as being more than satisfied with the results the Cleveland Novelty Company has attained in the distribution of his products.

Smokes Own Cigars
Local papers carried pictures this week of Maria Garcia, well known manufacturer. Mrs. Garcia is unhappy herself smokes and enjoys cigars she manufactures. Several cigars are turned out daily at her factory and are selling in the neighborhood throughout the country.

Were Jerry and Sol?
At the question, Jerry Moss and Weberg, prominent men about the city, were missing the other evening at their usual haunts. After skilful examination on the part of Ben and Dave Leboff the truth in all this came into the light. A five-page Medical Duffers Society, Dr. Mathew Platt is president and monthly occurrence at a cabaret. It is not clear as to just what smoking but evidently the whole of that, too. The boys waiting for Doc Platt's next for they do say—well, plenty of things about Doc's affairs.

Good Business
Schwarz Company, operating

a fine store near the Winton Hotel, are doing a very fine box business. McCauley himself is well known about town and has lined a great many accounts for box business with large concerns and banks.

An Athlete

"Sandy" Klein, formerly with the now extinct Bagley Company, and very well known in the local tobacco trade, is back into harness again with one of the best basket ball teams in the city. "Sandy" is a real athlete and, for a married man with a sizeable youngster, he manages to get around lively and cage a fair number of baskets.—HERB.

Himoff Tobacco Cutters in Demand

For the past thirty years, the Himoff tobacco cutters and knife grinders have been in increasing demand in this country and abroad.

In the past large orders for cigarette tobacco cutters were filled for some of the largest cigarette manufacturers in China, Spain, Latin American countries, Canada, Greece, Egypt and numerous other nations.

The fact that most of the foreign manufacturers use the Himoff cigarette tobacco cutters exclusively signifies the quality of Himoff cutters. The United States, and its territorial possessions, have also absorbed a great number of cutters.

In addition to the Himoff cigarette tobacco cutters, the Himoff Tobacco Machine Company manufactures the well known Himoff scrap cutter, both power drive and hand drive, for the cigar trade, semi-automatic cigar wrapping machinery, power and hand plug cutters and slicers. Many contracts have been filled for special tobacco machinery and equipment for the trade.

China's New Import Duties On Tobacco

PEKING, China, Dec. 26.—The Chinese Government has promulgated, under date of October 24, 1925, a new wine and tobacco law, the gist of which is contained in the following summary:

Article 1—Foreign tobacco and wine on importation into any open port in China shall be subject to an import duty according to the tariff given in this law.

Article 2—The import duty on tobacco and wine shall range from 50 per cent to 80 per cent ad valorem.

Article 3—The duty-paying value shall be fixed, converted or adjusted on the basis of the average wholesale prices prevailing during the preceding year.

Article 4—The date on which this law shall take effect will be promulgated by mandate.—SHANGHAI.

Chicago Buyers Satisfied

Two western buyers were on hand for the rush to the Hartford market last week when Jac Kraus and E. Weddles passed through New York for a quick trip to the satisfactory sales field of the recent period.

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The
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in All
the World's
Markets

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y
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COMMISSION
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LEAF TOBACCO

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HABANA, CUBA

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PEARL HAVANA CIGARS
ARUELLES, LOPEZ & BRO., Inc., Makers
GENERAL OFFICE AND FACTORY, TAMPA, FLORIDA
Tel. Q. 222 PEARL ST., NEW YORK Warehouse: HABANA, CUBA

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Dealers in All Kinds of Havana Tobacco
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And Packers of Leaf Tobacco
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CONNECTICUT LEAF TOBACCO
 96 COMMERCE STREET HARTFORD, CONN.
"After all, nothing satisfies like a good cigar."

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 HATFIELD, MASS.
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BROAD LEAF and HAVANA SEED Tobacco

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Growers and Packers of
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MANCHESTER, CONN.

M. J. GANS PACKER AND DEALER IN
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 219 State St., Hartford, Connecticut

HUNTTING BROS.
Growers and Packers of Connecticut Shade, Primed,
Broadleaf and Havana Seed
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GROWER AND PACKER OF
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SILBERMAN & KAHN, Inc.
Growers of Shade-Primed Connecticut.
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 109 COMMERCE STREET, HARTFORD, CONN.

S. A. Fassler
S. A. FASSLER & CO.
 GROWERS OF SHADE AND PACKERS OF
CONNECTICUT TOBACCO
 148 STATE ST., HARTFORD, CONN.

W. L. Katzenstein

Connecticut Preparing For Show And B

Local Houses and Buyers to Attend Exhibition—Desa
Good Leaf Continues—True Old Field Facts—N
Buyers in Market—Association Payments Procee

HARTFORD, Jan. 23.—A busy week marked time with the previous weeks of 1926. Many sales were recorded in all grades, and on all sides more optimism prevailed than has been noticed for several months.

This seems to show that the demand for Connecticut tobacco was not altogether strangled, and that once more we are going to get back on the map. When we do, we are going to stay there, but only can—and will—this be done when our product can be based on sound economical price values. Some little extra allowances must be made for merit of quality, for which there are still a few manufacturers left who are willing to pay.

Good Tobacco Scarce

While such manufacturers are not in great numbers, neither is their type of tobacco plentiful. Nor is it to be bought from the growers, who have made a lifetime study of its culture, at the average prices that are supposed to cover the so-called choice crops. Usually these growers are inclined to pack their crops, if prices offered do not meet their views, and you seldom hear them complain about over production or poor market, or financial stress. On the contrary they are able to arrange their affairs so that they spend two to four months of the winter in the south or on a trip abroad, returning in time for spring crop operations, and felling that they are getting some fun out of life.

Some Contrast

How different is the contrast with the majority of our so-called tobacco growers who have entered the field in the last decade. They know little or nothing of the science of tobacco culture, are misled by prices, boosted beyond reason during war conditions. They wonder why buyers are not eager to take anything that is called tobacco, at prices that prevailed six or seven years ago. Their hail cut frozen grains were selling around twenty cents a pound, and crops at thirty to forty cents that in ordinary times would be hard sellers at ten cents or less. The fact that we at present have a stemming market outlet for a large quantity of the general crop, is the greatest boom that ever struck this section, for without this market, we would be swamped with a tremendous stock of leaf unfit for cigar manufacturing.

Experience Needed

The dire straits of many of our growers are hardly to be relieved by meetings and widespread newspaper propaganda, but rather by the hard school of experience and a survival of the fittest, and sensible co-operative marketing. These last three words cover a lot more ground than most of us conceive, and a whole book could be written in defining what it means and then not cover it.

Carrying Charges

The law of supply and demand may apply rightfully to perishable food products, but can only operate on tobacco after the second or third year crops were in sight. The reasons for this is that the crop is not usable until a year or more after production, and to bring it up to this stage, entails a considerable carrying charge that adds materially to original costs, when packings were put up.

Many growers are beginning to realize these facts, and are inclined to the old way of selling as early as they can, and at prices that packers are willing to pay, whether they show a profit or not, for better luck on the

Here They Are

Among the many buyers who attended the week were Percy Lowe and Hirsch, L. Leopold, E. Seidman, N. Weiss, of American Cigar Co., B. G. Meyer, of General Cigar Co., Jos. Arens, M. L. Glick, Falk, H. Oppenheimer, H. O. Frese, Jr., Jno. Schlinger, burg, A. I. Mendelsohn, of New York; C. J. Kaffenburger, of Boston; Elder Company, Worcester; San Francisco; Jac. Kraus, Weddles, Chicago; C. R. Gress, City Cigar Company, Philadelphia; and several others.

No great number of buyers were here during the coming week to the Tobacco Show in Hartford, and many of our local houses to spend the greater part of their time there.

Association Note

There is little to report, except rumors of several sales in regard to the old field facts, which had been closed, and that in brightening up enough to see the adverse conditions prevailing. Payments continued out to members on stemming advances on packed crops. So seeds of sales of old crops made, will be available for sale among the members. This is already apparent, for there was a big cut out of 1926 ready there was a month ago.

The Association will have the New York Tobacco Show, representatives J. J. Connors, agent Brewer, with a complete samples of the various grades of tobacco. NUTMEG.

Mi Lola Cigar Company Reorganizes

MILWAUKEE, Wis., Jan. 2.—C. Philipp, son of the late Wm. Philipp, has been made president of the Mi Lola Cigar Company, a complete reorganization with effect recently. Control of the company, however, remains in the hands of the late Wm. Philipp, who, from the Philipp estate, which interest, Armand L. Froelich, Joseph Froelich, has been elected secretary and treasurer of the company. Samuel Lipschitz is vice president.

Fred Frese, Jr., Or

Taking a look at the Connecticut leaf market last week was Fred Frese, Jr., of New York leaf merchant.

The Connecticut Tobacco Ass'n, Inc.

JOSEPH W. ALSOP, Pres.

Headquarters:
 225 State Street
 Hartford, Conn.

The Home of Connecticut Broadleaf
J. E. SHEPARD
 Grower and Packer of
Connecticut Broadleaf Tobacco
 South Windsor, Conn.

Tobacco Crop Prospects Cause Concern

Picture Dubious Outlook—Two Main Classes Grown—Imports Into China—Japanese Tax Increase Arouses Bit-omment—Tobacco as a Luxury or Necessity.

China, Dec. 28.—During weeks unfavorable reports current with reference to the Chinese tobacco crop, one of which that the situation was so stocks would be available Inquiry into this report in statement that the crop will below the average, but so present conditions in the reliable information is canty, and this at a time enely it is impossible to make estimate of the harvest.

own in China may be divid- perical purposes into two merican and native variety. ime class is grown from im- see and the Chinese farmers it under the advice of foreign stoned in different provinces for companies interested in are, and except for a small orted to Japan all the leaf odul is bought by these fac-

Foreign Advisers Withdrawn
owing to the anti-foreign ycha has spread since May orel experts have had to be eyork, and as a consequence mere are believed to be growing ace than usual, not knowing it al be possible to sell it to eign foreign customers. It is dif- rent to get into touch with ingenters, and so the extent of on not be stated definitely. is own is that it is below the

native tobacco, the extent rop always an indefinite quan- lae amount of it is retained nds for domestic consump-

tion. There is, however, a distinct ex- port trade to Europe, where it is used for flavoring particular brands of ciga- rettes, and also for imparting a lighter color to the mixture. In some of the Chinese growing districts a severe drought was experienced just after plant- ing had been concluded, and this has necessarily had an adverse effect. Its extent, however, can not yet be stated, for the reason that the normal channels of information are closed, and it may be some time yet before anything definite can be learned.

Tobacco Imports Into China

According to figures just given out here by the European staffed Chinese Maritime Customs, imports of tobacco into Shanghai during September were as follows. The abbreviation "pls." represents piculs of 133 1/3 pounds:

CIGARS: Total 1,846 mille; Manila 1,562; Netherlands 133; U. S. A. 57; Germany 35; Rangoon 20; Belgium 17; Hongkong 12; Italy 10.

CIGARETTES: Total 303,698 mille and 363 mille; U. S. A. 139,700; Hongkong 110,270; Great Britain 52,599 and June 363; Manila 764; Egypt 365.

LEAF TOBACCO: Total 45,924; U. S. A. 45,720; Manila 106; Netherlands 53; Germany 25; Great Britain 20.

TOBACCO PREPARED: Total 91 pls; U. S. A. 42; Great Britain 38; Hongkong 7; Manila 4.

TOBACCO STALKS: Total 515 pls; U. S. A. 303; Belgium 212.

Hostility to Japanese Boost of Tobacco Prices

The raise of 20 per cent in the prices of tobacco effected recently by the Japanese government is meeting bitter comments by all classes of people, who say that the step not merely affects tobacco

users, but is undesirable from the view- point of social politics.

Although the Japanese Monopoly Bureau has explained that the govern- ment wishes an increase of 15,000,000 Yen to make up a deficit, it is pointed out that more than enough profit has been obtained by the bureau for the past years. It is mentioned that the net profit of 148,000,000 Yen was realized by the bureau during the last fiscal year through the sale of tobacco.

Tobacco in Moderation Not a Luxury

Dr. N. Hijikata criticizes the Govern- ment's step in raising the tobacco prices. He says:

"The Government policy is contradic- tory. The authorities include tobacco among the luxuries as they do wines, while engaged in propagating and en- couraging the further use of tobacco in order to increase the Government in- come.

"A smoker is not indulging in luxury unless he takes tobacco more than is necessary," Dr. Hijikata said. "A man who eats meals to excess is also luxuri- ous. Perhaps we might say that a man who uses a new collar every day is luxurious, but he is not luxurious if he has but two or three collars for constant use."

A tramcar conductor, who is a great smoker, when interviewed by a press re- porter, said: "From today I have taken to cheaper brands. The newspapers say something to frighten me every day. Such news as the proposed dismissal of tramcar employees and details of tram- car accidents have frightened me enough, but to add to my distress I have been told of the raise of the prices of tobacco. This time it affects my wife, too. When I looked at my wife hesi- tating to smoke for reasons of economy, I pitied her, and have become weary of life."

A taxi driver said when interviewed: "As a low-salaried man who drives through the city, tobacco is the thing that comforts me most. I don't under- stand why the Government officials are indulging in the so-called Machiai poli-

tics and are eating and drinking at wait- ing houses in the company of well- dressed geisha."

Denounces Japan's Tobacco Price Increases

Commenting on the recent action of the Japanese government in raising to- bacco prices by 20 per cent, the Osaka Asahi, one of the leading daily papers of the empire, says the Seiyukai party is strongly opposed to the step taken by the Government. The Government says the increase is for raising a fund to meet part of the national deficit in the revenue by the tax reform which it has in view.

It is believed, therefore, that if this party has the opportunity that it will restore tobacco to previous prices. The tax reform plan of the Government still awaits the approval of the Diet, and, therefore, the measure just taken by the Government with the object referred to is an affront to the Legislature.

According to the Asahi, it is objec- tionable as the increase of the price weighs most heavily on the poor, and is thus unwelcome from the point of view of social policy. The paper fears that attempts to increase the prices of the State monopoly article, when there is severe financial depression will intensify social unrest, which has been growing. It finds it the more disquieting as the Government has the increase of the sake, or Japanese wine, tax also in view.—ORIENTO.

Clarksville Average, \$13.92

CLARKSVILLE, Tenn., Jan. 23.—To- bacco sales on the Clarksville Loose Leaf Market have been:

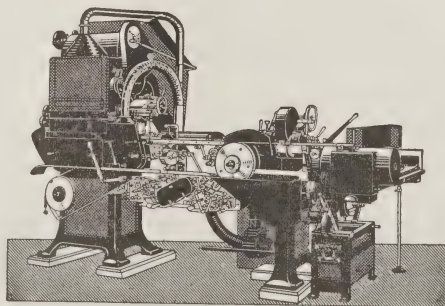
	Pounds
Sales for week	1,348,025
Sales for season	5,993,520
Sales last season	3,959,245

Average for this week	\$13.92
Average for this season	\$14.64
Average for last season	\$15.71

—HENRY M. LUVSTON, Secretary
Clarksville Tobacco Board of Trade.

"Excelsior Record" Cigarette Machines

The only Cigarette Machine
with One-Knife Cut off and
Capacity of
50000
Plain or Tipped Cigarettes
per hour



Unequalled finish of Cigarettes—Easy operation—Clocklike precision—Low maintenance cost

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AUTOMATIC KNIFE GRINDING MACHINES

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N. V. Export Maatschappij v h

J. C. MULLER

85 / 87 Stationsweg

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100—Shockoe Slip

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*"It's A Mighty Fine
Pipe Tobacco"*

If your jobber is unable to supply you, write us direct and state size desired. Give us the name and address of your jobber.

10c 15c 25c 75c \$1.50 (size)

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Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboy's—Rappees—High Toasts—Strong, Salt, Sweet and Plain
Scotchs

MANUFACTURED BY

GEORGE W. HELME COMPANY

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Three Meetings Endorse Pool Management

DANVILLE, Va., Jan. 23.—Marked success has been noted in efforts of officials of the co-operative organization to offset the tide of ill will which the publication of the Federal Trade Commission's report has brought with it in the ranks of the farmers. Out of three meetings of farmers in this section has come three times outright endorsement of the pool, notwithstanding the report which is still being eagerly discussed.

One of the meetings was that of the growers in Dan River District who called on W. E. Gardner, director in this district to explain the meaning of the report. Tucker Watkins and Richard R. Patterson were also invited, but they did not attend, evidently feeling a delicacy of offering any explanation when the board of directors of the marketing association has already issued a statement in support of its policies. On paper it would appear that all is serene and that the growers are satisfied with their management. Actually there is widespread dissension, but this group apparently has no leadership and does not know how to assert itself.

At Ringgold the meeting was a real triumph for the loyalist faction of co-operative marketing. The day before the meeting was held it was reported that resolutions would be put calling for the resignation of the directors as well as the 27 involved pool officials. It was to be a hot meeting. Pointed questions were to be asked and a gentleman was to be present with some unpublished letters from cooperative officials which would be almost as sensational as the Commission's report itself. But none of this happened. The official wing of cooperative marketing smoothly took control of the meeting and the gentleman with the letters remained a passive auditor; was not called on for a speech. Mr. Gardner consumed most of the time in the long meeting. Three hundred growers were there. As the meeting dragged its way on they dropped out. Less than two hundred were there to record the action of the meeting for when Mr. Gardner had finished an hour and a half's speech and had answered some questions the "filibuster" continued with other stalwarts of the pool taking the floor and impressing on the growers that nothing unethical had been done.

Gardner said that the pool as an organization would prefer to do its own red-drying but was not financially able. It felt compelled to redry tobacco because speculators bought the leaf in green state and then speculated with it on the warehouse floors. In exonerating Tucker Watkins, R. R. Patterson and F. R. Edmondson, Mr. Gardner said that their every act had been approved by the board of directors and

that the redrying policy involved some profits in addition to the had saved the growers' crops from an organized increase in prices. One question asked was why the last payment for the crop was delayed. He said he did not answer specifically but that it was due to the fact that although it had not been closed out.

Gardner told the growers a simple statement from the directors would appear in a red issue of the co-operative monthly.

In his final appeal to the directors directly appealed to them to disrupt co-operative marketing for any resignations.

Fully 150 farmers were present. Charles Lea who presided in the morning called on those present to stand behind Gardner and the administration generally up their hands. Nearly everyone did so.—TETLEY.

Much Common Tobacco Offered at Richmond

RICHMOND, Va., Jan. 23.—he sales were not as good as they were the previous week as reflected in prices obtained.

Sales were fairly large, and were well maintained on all with any quality. There was a derance of the common grade, and prices were about the same. The average was about \$1. per hundred lower than the week before, a par with the week just before. Total sales for week were \$525 at \$15.82 average.—R. C. MONTGOMERY.

The Receipts at Danville Unusually Hery

DANVILLE, Va., Jan. 23.—The tobacco market has had a week with the sale of 2,559,997 sold for \$404,487.76 or an average of \$15.81. The total sales are now 997 pounds marketed for \$404,487.76 at an average of \$16.81.

The receipts are unusually heavy this time of year and reports from the nearby smaller markets show large increases have been in deliveries within the past week.—TETLEY.

Oxford Offerings

OXFORD, N. C., Jan. 23.—In the past week 638,608 pounds of tobacco were sold for \$10,000,000 or an average of \$15.82. The total sales to date are 7,786,092 pounds for \$122.50.

The market has been in a state of confusion, and grades of color tobacco at the market are being especially sought. Prices on all the better grades are several dollars higher than last week.—W. A. ADAMS CO.

CHAMBERLAYNE LEAF TOBACCO CO.

RICHMOND, VIRGINIA

VIRGINIA
CAROLINA
SEED LEAF

KENTUCKY
CLARKSVILLE
SPRINGFIELD
HOPKINSVILLE
WESTERN DIST.

BULE
CIO
MARLA

**J. D. ROGERS, Vice Pres. &
General Manager.**

PERSONAL SUPERVISION
Rocky Mount, N. C.

CABLE ADDRESSES
"SPENCER,"
Danville - Va.
Smithfield - N.C.

T.S. WILLIAMSON, Pres. W.M. C. SPENCER, Vice Pres. C.E. WILLIAMSON, Sec. Treas.

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On Order or Contract

**DANVILLE, VA.
SMITHFIELD, N.C.
U.S.A.**

ALL CODES USED

TOBACCO SEED

Slate Seed Company

The Largest Tobacco Seed
Growers in the World

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Specializing in
Virginia, Eastern Carolina & So. Carolina Tobaccos.

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THORPE & RICKS, Inc.

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Nos. 5 & 15
A. B. C.
5th Edition.
Cable Address:
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Established 1886

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REGISTERED

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Virginia, Carolina, Kentucky and Tennessee Leaf Tobaccos

Established 1898 Cable Address Randolph

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INCORPORATED

Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.

Correspondence solicited. Satisfaction guaranteed.

Samples sent on request.

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Buyers, Packers & Exporters all grades Virginia and Carolina Tobaccos. Ample Steam Drying Facilities and Storage.

Orders Solicited; Satisfaction Guaranteed. Samples furnished on request.

WENDELL, N. C., U. S. A.

bers of the Tri-State association. This promise followed an all-day meeting of the board of directors in Richmond Tuesday, and it was said that all phases of the redrying activities were thoroughly discussed at that meeting. The fact that the full report of the Trade Commission has just been made available to the association officials is given as the reason why a detailed reply cannot be given at this time, but that the detailed statement will appear in the next issue of the association organ.

Following is a statement given out at the close of the Richmond meeting Tuesday, which meeting, it is said, was given over to careful consideration of the association's activities in redrying tobacco:

"The Board of Directors of the Tobacco Growers' Cooperative Association has spent a day hearing detailed statements on the redrying situation with particular reference to the activities of General Manager Patterson and Warehouse Manager Watkins as co-partners in the Edmondson Tobacco Company, said statements covering items brought out in the report of the Federal Trade Commission.

"And it has been made clear that the members of this board have in general approved of the prior policies of this board in permitting and encouraging our directors or officers and managers to engage in redrying activities in preference to placing such business with the enemies of cooperative marketing; and it has been made evident that the members of the Board of Directors with a few exceptions were not aware prior to June, 1923, that Managers Patterson and Watkins had an interest in the Edmondson redrying activities for the 1922 crop; and that most of the directors did have general knowledge of such activities for the 1923 and 1924 crops; and this board here expresses its approval of such activities and reiterates the resolution adopted August 18, 1925; and here states that it would have approved the said activities of 1922 had it known of them as being in accord with the general policies at that time, and that other employees and directors such as Mr. Williams and others were redrying tobacco for the association under standard contracts with the knowledge and approval of the board generally, including all of the actual facts about the policy of not selling green tobacco to dealers and expressly including all the actual facts and evidence to show that the executive committee had good reasons to believe that there was, in the Spring of 1923 a real attempt to raise the cost of redrying against the association.

"With full knowledge of all these facts the board approves of all such activities: states that the contract price and profits have been in line with similar competing companies and were proper in view of the hazard and the particular service; and further states that it does not see any good ground whatsoever for any claim of any kind against the persons involved in these transactions."

Wendell Average, \$27.14

WENDELL, N. C., Jan. 23.—Total tobacco sales for official week ending Friday, 51,662 pounds; average price, \$27.14 per 100 pounds. Sold to date of 1925 crop, 3,402,246 pounds; average price per 100 pounds, \$21.39. Sold to same time last year, 2,239,312 pounds; average price per 100 pounds, \$20.74.

L. B. JENKINS & COMPANY

Leaf Tobacco Dealers
Kinston, N. C., U. S. A.

Buyers and rehandlers of all grades of Bright Leaf Tobacco. Domestic and export types bought on order or contract. Modern redrying plant equipped with improved machinery and ample storage facilities.

Correspondence Solicited

Samples Filled

Cable "Jenco"

Winston-Salem Heavy Sales

WINSTON-SALEM, N. C., Jan. 23.—Sales this week eclipsed last week's over 500,000 pounds, 2,576,151 pounds being sold during the week. The season's total sales up to 1925 are 26,216,539, making the average 51,662 pounds.

The market remained firm and if any change at all in price in the high color grades, was stronger even than last week. A season draws nearer its close and more of the very common grades to market, which naturally lessens the season's average down slightly. However, there was a considerable quantity of good tobacco on the market some of it coming from great quantities for many farmers feel (and now reason) that when they come to like Winston-Salem, with its great manufacturing tobacco plants, that they come to headquarters, and in the of good roads, long hauls make no difference to growers. In days nearly all the farmers came over but during the past week even at o'clock in the morning indications for very light sales for the day when the day was completed from a half million to 600,000 pounds would be sold.

Surry County farmers brought mighty good tobacco here this week. Mrs. Beckie Collins, who ran up to \$56, and B. Jessups, who lots brought \$40, \$47 and \$54 or more. Another lot ran as high as \$70 and still another ran up to \$70 or more.

Some Davidson County farmers had some color tobacco on hand. One lot brought \$70. Other lots at \$30 to \$80.

Those who brought good tobacco home well satisfied with the price will doubtlessly return to the market at an early date if they have any of this season's crop left.—McFarland

Petersburg Prices Firm

PETERSBURG, Va., Jan. 23.—Tobacco sales have been large during the first week. Prices have remained with the better grades of both light and dark showing an advancing trend. The sales this season have already exceeded the total for last season, thought that from 75 to 80 percent the crop has been sold.

BRIGHT

Sales this week 197,041 Pounds
Sales previously 2,797,400

Sales to date 2,995,141 Pounds
DARK VIRGINIA

Sales this week 292,238 Pounds
Sales previously 1,320,700

Sales to date 1,613,000 Pounds
Total sales of both bright and dark, 4,608,136 pounds.—WILLIAM BEACH & CO., INC.

Farmville Average, \$32.14

FARMVILLE, Va., Jan. 23.—Tobacco sales on this market are reported by Dunnington & Company, as follows:
Pound
Sales previously reported, 3,205,000
Sales this week 492,400

Total to date 3,697,400 Pounds
Sales to same date, 1925, 2,000,000 pounds.

Virginia Interested in Co-op's Affairs

**aid to Uphold Redrying Contract—Say Association
Much Money by Having Members Redry Tobacco—
Ignition Continues—Most of the Crop Sold.**

... Va., Jan. 25.—Tobacco
... but more especially the
... following of the Tri-
... growers Co-operative As-
... much interested late last
... E. Gardner, a director of
... returned from Rich-
... meeting of the directors
... was held, and made a
... of the Federal Trade
... which all co-operative peo-
... denning as a kind of an
... co-operative marketing in
... Tri-State Association in

... was very emphatic in his
... the directors of the As-
... still held to the belief that the
... contacts with officers of the
... are legal and altogether
... claim that the Associa-
... money by having the
... members redried by those
... the organization, as thus
... threatened rise in rates
... ve practically bankrupted
... Mr. Gardner stated that
... the directors,
... engaged in formulating a re-
... wild answer all charges of
... al Trade Commission.

Members Consolidated

... appear that practically all the
... co-operative contract are
... their adhesion to the or-
... with they form, and will not
... the value any statements
... by them to be hostile to the
... of the organization. Through-
... tobacco belt, where organ-
... condensed and strongest,
... generally bespeak their
... management of the market-
... though there is often
... of certain phases of ac-
... loud complaints have
... instance, of the secretive-
... ions of the officials, and
... everywhere there has been
... a demand for published de-
... airs of the association—
... to them. The greatest com-
... all seems to be that of the sal-
... Association which have nev-
... ible or told in any way to
... rners.

Prices Kept in the Dark

... members of the association
... tobacco growers have de-
... against the policy of
... rkeleg organization which
... from those who form the
... the organization the salaries
... officials have awarded them-
... selves out of the
... tobacco sold by them for
... ization which they represent.
... this was made of a state-
... ent rat and wide to the
... cern officials of the organ-
... a receiving warehouse of the
... on, food around a table and
... emnath—probably demanded
... by tir superiors—not to di-
... anants they were getting

... known here, no employee
... of co-operatives has ever
... known his salary. If so,
... has never heard of it.
... detail of the receiving and sell-
... mbers' crops have never
... out and active and intelli-
... bers have complained bitterly

and still complain bitterly of this secret-iveness.

It was announced some time ago that the Tri-State Association would change its policy in this direction and publish details of the business to minor officials and members generally, but up to the writing this writer has never seen any of the details in print.

Resting on Its Oars

In the meantime the co-ops seem to be resting on their oars in the matter of campaigning for new signatures; and it is not known here just what the next move will be. Last summer and fall field men everywhere were actively engaged in holding meetings in school houses, corner groceries, lodge halls, and out of doors in fence corners with the aim of getting signatures for the next five-year contract which will last through 1932. They reported that much success attended their efforts and that large numbers of signatures were obtained. Reports were also made that many of the colored signers and a large number of one-acre growers were refusing to re-sign the contract, declaring that poor men could not afford the luxury of co-operative marketing as it obtains today.

It is generally thought here, in the heart of the dark tobacco district of Virginia, that the warehousemen—bookkeepers, scales men, managers, and minor officials, together with experienced campaigners, will be put into the field again next summer with instructions to "go to it" and perfect an organization which shall be unbreakable and invincible. Just now it remains to be seen what the result will be.

Sales Activities

Selling and delivering were active in the extreme last week everywhere in the dark belt. Many of the markets, such as Dillwyn, Farmville, Appomattox, Blackstone, Lynchburg, and others, had about all they could handle. In fact, at some of the markets there were semblances of the old-time "gluts" which demoralized prices; but, while prices were not altogether as high in some of the markets as they had been, there was no general break such as might give misapprehension to growers. At Richmond prices averaged nearly \$18—a higher figure than during previous weeks. In most dark markets the prices ranged from \$16 to \$23, with a general average, probably, of about \$19 a hundred for all dark grades. The week was generally suitable for handling and selling tobacco, being fair, open and warm, with rapidly disappearing snow in a second "January thaw." Later in the week another cold wave swept the State, making Saturday a bad day for marketing.

Crop Mostly Sold

After this week it can be said that considerably more than half the dark tobacco crop, independent and co-operative, has been delivered to the warehouses. Probably two-thirds of the crop of 1925 is off the hands of the growers. Many of the old-line heavy growers still have their crops undelivered, but this class always waits until all the trash is out of the way before selling. Big farmers along the James River constitute a considerable portion of this class. A number of plant beds were burnt in various sections of the dark district last week during the fine spell following the

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WILSON TOBACCO COMPANY

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Strips, Scraps and Stems

Samples submitted on request

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Dealers and Exporters

LEAF TOBACCO

**DANVILLE,
VIRGINIA, U.S.A.**



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(Successors to W. G. DUNNINGTON)

Leaf Tobacco Dealers, Packers and Exporters

Our facilities are ample to buy, handle and redry in the best manner, any Quantity of Tobacco in any way desired. Branches on principal market of Virginia.

Farmville, Va.

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C. A. SULLIVAN CO., Inc.

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Export Freight Agents

Specialists in the Handling of Tobacco for Export. Highest financial and Business References.

**Tobacco Growers
Cooperative
Association**

of

**VIRGINIA, NORTH CAROLINA and
SOUTH CAROLINA**

Composed of 95,000 Members

All types of bright flue cured, sun cured and dark fired Virginia Tobaccos.

We sell to the trade either in green warehouse order, or redried.

PRICES SUBMITTED ON APPLICATION

LEAF DEPARTMENT AND SAMPLE ROOMS

PRESBYTERIAN PUBLISHING COMPANY BUILDING
SIXTH STREET

RICHMOND, VA.

White ad
WHITEHEAD & ANDERSON
S. H. Anderson
Commission Merchants and Exporters
Eastern Carolina bright tobaccos, all grades, lowest to highest. In position by close touch with entire trade to furnish on short notice any type tobacco, Bright or Old Betts Carolina or Virginia and all districts Kentucky. The largest bright leaf tobacco market in the world.
N. C., U. S. A.
"Dorothy"
Codes A. B. C. 5th Ed., Arnolda No. 5, Western Union

SUHLING & CO., INC.

VIRGINIA, CAROLINA & KENTUCKY TOBACCOS

Cable Address:
"Suhling," Lynchburg Lynchburg, Va.

CHINA AMERICAN TOBACCO CO., Inc.

Packers—Dealers—Exporters

ALL TYPES OF

LEAF TOBACCO

Rocky Mount, N. C.

New York, N. Y.
25 Broadway

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"CHIMERICA"

FACTORY AT ROCKY MOUNT, N. C.

BRANCH FACTORIES IN PRINCIPAL MARKETS OF ALL TOBACCO DISTRICTS.

Richmond
9th and May

All Codes

DIBRELL BROTHERS Inc

Leaf Tobacco Dealers

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

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E. B. FICKLEN TOBACCO CO.

Incorporated
Leaf Tobacco Brokers
GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips

BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Samples Furnished

Apply for Redrying by Steam or Natural Season

Cable "FICKLEN"

Correspondence Solicited

H. W. COBB,
President

T. W. WEBB,
Secretary

Z. V. GWYNN,
Vice Pres. and Treas.

Cobb-Gwynn Tobacco Company, Inc.

RICHMOND, VA., U. S. A.

Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

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Cable Address "GWYNCO"

C. W. WALTERS CO., INC.

South Boston, Va.

Packers and Dealers in

Mullins, S. C.

LEAF TOBACCO

Specialising in
Virginia, Eastern Carolina and South Carolina Tobaccos

J. E. SEARS & COMPANY

APPOMATTOX, VIRGINIA, U. S. A.

VIRGINIA DARK TOBACCO

Bought on order or contract for domestic, or foreign account

Ample facilities for steam and air drying

We manufacture hoghead shooks. Stock on hand at all times

G. R. GARRETT COMPANY, Inc.

Cable Address
"GARRETT"

Dealers in

LEAF TOBACCO

Codes { A. B. C. 4th & 5th Editions
Bentley's

Clean, Uniform Strips a Specialty

ROCKY MOUNT, NORTH CAROLINA, U. S. A.

snow. This indicates somewhat the eagerness of the tobacco producer to begin the 1926 crop, showing that the tobacco growing industry lacks much of being depressed.

Raleigh Optimism

Much optimistic matter has come out from Raleigh during the past few days relative to the Co-operative Association. This material, of course, is a part of the publicity scheme of that organization. Many Virginia dailies have featured the articles and headed them prominently. The general statement made is to the effect that the report of the Federal Trade Commission, so far as depressing the spirits and activities of the marketing corporation from top down, has had exactly the opposite effect, and that members are rallying to the support of the co-operative cause in every direction—dark, bright, and sun-cured regions. Reports that the wording of the new contract to be opened for signature when the present five-year contract expires is being made, and that the exact form of the agreement will be placed before the public shortly. So far signatures have been obtained in considerable numbers in the dark belt, but probably to a tentative contract.—Plummer F. Jones.

Henderson Sales Up to Pre-Holiday Normal

HENDERSON, N. C., Jan. 23.—Sales on the Henderson auction tobacco market during the week ended yesterday amounted to \$85,780 pounds, and sold for \$110,443.17, at an average of around 18 cents per pound. This brings the total for the season up to \$8,151,904 pounds, selling for \$1,847,197.17, an average slightly under 23 cents.

Sales for the past week have been up to normal, that is, as to what normal was prior to the Christmas holidays, and pushed the market well on up to the 10,000,000 pound goal fixed for the season. It is thought that deliveries to the Tobacco Growers Co-operative Association warehouses here this season will be sufficient, with the tobacco that remains to be sold on the auction market, to run the total up to the peak fixed.

Considerable tobacco remains to be sold on this market yet, but most of it is expected to be of rather a poor quality. The sorry grades of the offerings of the past week accounts for the lower averages made this week.

South Boston Prices Hold Firm

SOUTH BOSTON, Va., Jan. 23.—Total tobacco sales for official week ending Wednesday, 491,882 pounds. Sold to date of 1925 crop, 8,429,640 pounds.

Breaks contain big percentage of dark tobaccos. Prices firm on all grades.—F. L. EVANS, Secretary Tobacco Board of Trade.

Tri-State Co-op New Season's

RALEIGH, N. C., Jan. 25.—The Tobacco Growers Co-operative Association made the largest delivery of the entire season to their warehouse in North Carolina and Virginia, amounting to a total of more than 100,000 pounds of tobacco, according to statement of General Manager, R. Patterson.

This is considered a remarkable showing of loyalty on the part of the membership particularly in view of the recent report of the Federal Trade Commission and the suit of Wilem of Franklin County, North Carolina, against the association.

In view of the fact that the affairs of the association were taken over by Oliver J. Sands, chairman of the executive committee, as the best condition since its organization last week's meeting of the directors, the suit of Patterson, who repeatedly busied himself with speeches and calling meetings of the association, is regarded as a defeat for the association.

The attitude of the directors in the report of the Federal Trade Commission which largely ignores charges of tobacco farmers on various parts of the two Carolina States, Virginia made against the American Tobacco Company, and the fact that the association has been attacked by the organized growers have put their own business and their higher prices for all tobacco in this section in the past three years expressed in the statement at the meeting of the association's board.—S. D. FRISSELL.

Co-op Members Favor Receivership

HENDERSON, N. C., Jan. 23.—Lobbying in support of W. L. Person of Louisville, in his petition for receivership for the Tobacco Growers Co-operative Association was overwhelmingly at a mass meeting of the association of the members of the association held this afternoon in the city here. The resolutions also called for the alleged activities of certain members of the association in the members' tobacco and the ousting of those officials. A committee was appointed to handle the receivership hearing in February 5, before Judge Thomas Calvert, and to urge the enforcement in the resolutions adopted.

The meeting heard an address by Colonel Person, who came from Louisville to address the members of the association. The mass meeting this afternoon followed the monthly meeting of the association held this morning in the association warehouse, and which is said to

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Buyers of All Grades of Virginia and Carolina Tobaccos

a Specialty

LEAF TOBACCO OF ALL DESCRIPTIONS
PACKERS, DEALERS, EXPORTERS, IMPORTERS.
OUR OWN DOMESTIC AND FOREIGN PACKING
PLANTS ENABLE US TO MEET ALL REQUIREMENTS.

Universal Leaf Tobacco Co.
INCORPORATED

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NEW YORK CITY

get attended. It was said
 that adopted at the mass
 this afternoon were read and
 at the morning meeting, but
 we never voted upon, al-
 it was said that most of the
 present favored the resolu-

son spoke this afternoon
 at a hour, and reiterated the
 in front in his receiver-

Market in Good Condition

er, Va., Jan. 23.—John
 by the Lynchburg Tobac-
 co Company, makes the
 report of leaf tobacco sold
 in Lynchburg "open" market:

	Pounds	
Jan. 2, 1926	6,284,400	
Jan. 23, 1925	5,722,800	
Jan. 2, 1926	561,600	

re that this week was very
 in marketing tobacco and
 ers took full advantage of it,
 receipts larger than was ex-
 pected decidedly larger than the
 week last year.

are doing right to mar-
 ket now, for the buyers want
 to tip to sell is when a thing

stating the heavy receipts,
 or each day in good time
 tobacco was handled in the
 antous way.

pp tobacco is an inferior
 the percentage of common
 is large as last week.

to common grades held
 last week but all of the better
 are stronger, bringing prices
 highly satisfactory to all

at it can be said that the
 a hole is in a splendid con-

notations:
 om \$ 3.00 to \$10.00
 and 10.00 to 17.00
 and 15.00 to 36.00
 and, long 25.00 to 41.00
 app 35.00 to 47.00

Advocate Uses Strong Language

er, Va., Jan. 23.—Charles R.
 member of the Virginia house
 of commons, spokesman for the co-
 mmittee in this section, and
 to a field service agent of
 drawing a salary, has given
 a rebuke to the members
 of the General Commission. The

probably represents a record
 of attacks made on state
 members of the Com-

Delegate Warren will not be dealt
 with, however, for the Federal Trade
 Commission has no authority to cite
 anyone for contempt. It might take
 cognizance of the statement and make
 a reply to it, but usually government
 commissions do not care to be drawn
 into public discussions of this kind.

The Warren statement shows clearly
 that the official wing of co-operative
 marketing has split with Aaron Sapiro.
 Says Mr. Warren:

"We understand now that Mr. Sapiro
 is talking about a suit. It seems that the
 only thing to satisfy this gentleman is
 some kind of suit and if the truth were
 known, as it will be soon, Mr. Sapiro
 will be at the receiving end rather than
 at the pushing end."—TETLEY.

Louisiana To Try Out Bright Tobacco

LAKE CHARLES, La., Jan. 22.—The
 state of Louisiana is going in for grow-
 ing Bright Flue Cured Tobacco. Thirty
 5-acre experimental tests are to be made
 in five parishes, Calcasieu, Beauregard,
 Allen, Rapides and Vernon. Thirty
 acres in each parish. These tests will be
 over an area of about 100 miles, North
 and South; and the same distance East
 and West.

If this experiment proves a success
 this year, over 1,000 acres will be grown
 next year.

A number of different Bright Flue
 Cured varieties of seed will be sown.
 Much soil similar to Georgia, South
 Carolina and North Carolina, is found
 in these parishes.

The name of the organization that is
 back of this experiment, is the Louisiana
 Tobacco Society, Inc., consisting of
 some of the wealthiest business men of
 Southwest Louisiana.

Chas. E. Going of Lake Charles, La.,
 is President and General Manager.

The services of F. H. Henderson of
 Lexington, Ky., and Branson, Mo., have
 been secured to act as Field Superin-
 tendent, instructing the farmers in grow-
 ing, curing, grading and marketing their
 tobacco. Mr. Henderson did similar
 work in South Africa, where he was
 located for a number of years. He also
 has done considerable work in the Ozark
 territory of Missouri and Arkansas, as-
 sisting the Agricultural Development
 Department of the Missouri Pacific Rail-
 road which has done wonders in de-
 veloping the White River division of
 that great railway system.

Mr. Henderson was born in Coswell
 County, North Carolina, raised at Dan-
 ville, Va., and has followed the tobacco
 business all his life.

Firor to Succeed Gay

ATHENS, Ga., Jan. 23.—M. C. Gay, who
 has been the State's instructor in mar-
 keting, College of Agriculture, here,
 gives up his position February 1 and
 will be succeeded by J. Wm. Firor.

B. P. EGGLESTON & CO.

Established 1892

DRAKE'S BRANCH, VA.

D. Q. EGGLESTON

DEALERS IN LEAF TOBACCO

Specialty:—VIRGINIA DARKS

Your Business Solicited

Correspondence Invited

THE VENABLE TOBACCO CO., Inc.

Cable Address "Venable."

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Durham, N. C., U. S. A.

ALL GRADES OF LEAF TOBACCO AND STRIPS

Cable: Monk

Arnold's Nos. 5 & 15

Codes: Western Union

A. C. MONK & CO. Farmville, N. C.

A Large Supply of Leaf Tobacco Always on Hand.

We buy all grades Bright Tobacco, Virginia, Darks and Burleys, Steam and

Natural Season. Samples Furnished.

Branch Factories: Wilson, N.C.; Wendell, N.C.; New Bern, N.C.

ANDREW JAMISON, President

Established 1885; Incorporated 1910

W. A. ADAMS COMPANY

—BUYERS AND EXPORTERS OF—

ALL GRADES OF OLD BELT

LEAF, STRIPS, SCRAPS AND STEMS

OXFORD, NORTH CAROLINA, U. S. A.

E. K. VIETOR & CO., Inc.

Leaf tobacco, strips, scraps, stems, siftings

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E. V. WEBB & CO.

Cable "IRVINE"
 Kinston, N. C.

LEAF, STRIPS, SCRAPS AND STEMS

ORDER OR CONTRACT

COMPLETE FACILITIES

CORRESPONDENCE SOLICITED

SAMPLES ON APPLICATION

KINSTON, N. C., U. S. A.

KINSTON TOBACCO COMPANY

Incorporated

DEALERS IN LEAF TOBACCO—EXPORT AND DOMESTIC TYPES

Buyers and Rehandlers of all Grades of Bright Leaf Tobacco on Order or Contract

Complete Redrying Plant and Ample Storage

CORRESPONDENCE INVITED—SAMPLES ON APPLICATION

E. Y. Speed, President

W. H. Armistead, Vice-President

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 Largest Loose Leaf
 Tobacco Market in
 the World

Code: "ARNOLDS NO. 5"

W. T. CLARK & COMPANY Dealers in All Grades
 Bright Leaf, Strips,
 Stems and Scraps

Established 1887

Packed for Export and Domestic Trade

We operate in North Carolina, South Carolina, Virginia and Georgia

Head Office: WILSON, NORTH CAROLINA, U. S. A.

Packing guaranteed. Samples submitted on application.

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Dealers and Brokers in Leaf Tobacco

Codes—Arnold's 5 & 15
 Western Union, A B C, 5th Edition
 Cable "Rudson"



GOOD TOBACCO GROWS IN THE Philippine Islands

Soil and climate and conditions must be right before it is possible to produce good cigar leaf tobacco.

These requirements are fully met in the valley of the Cagayan, Philippine Islands, where the river overflows and restores the richness of the soil each year. For more than two centuries, cigar leaf tobacco from this valley has gone into cigars that found great favor in the Old World and the New.

ISABELA AND CAGAYAN CIGAR LEAF TOBACCO IS SWEET AND MILD AND FREE BURNING. SOME OF IT IS AS FINE AS ANYTHING THAT GROWS ANYWHERE.

The demand for Manila cigars in the American market has served to stimulate further efforts on the part of Philippine planters to produce tobacco that will improve the quality of that cigar.

Manila factories are producing a cigar entirely acceptable to the rank and file of smokers in the United States. Native fillers, some with foreign wrappers, light colors, hand-made cigars beautifully packed are the BEST SELLERS in many sections of the country.

Do You Need a Manila Line?

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MANILA AD. AGENCY

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15 William Street, N. Y.

Buying, Air Drying and Packing on all One-Sucker Markets.
 Union—Any Quantity—Samples Cheerfully Submitted.

Cable Address, Smith

S. B. SMITH & COMPANY

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ABC Improve
tion Liebers
UnionFIRST ESTABLISHED 1907
MAYFIELD, KENTUCKY, U. S. A.**LEAF TOBACCO DEALERS AND EXPORTERS**

Well equipped in every respect to handle all fire-cured dark grades in any manner (natural or artificial drying) and to supply specialties in any quantities. Also efficient in handling export orders to any foreign port. Equipment coupled with geographical location enables best of services and strictly first hand source quotations.

Cable: "Barker," Carrollton

Codes: "Arnolds, No. 15"

R. M. Barker Tobacco Co.

INC.

CARROLLTON, KENTUCKY, U. S. A.

Buyers and Dealers in Burley Leaf Tobacco

We have our own factory located in the heart of the Kentucky Burley Districts.

We have the latest improved Proctor Re-Drying Machine, and our *Storage capacity is unlimited.*

We solicit your orders and will give same prompt and efficient attention.

SEND FOR OUR WEEKLY REPORTS

we desire to go on record as unalterably opposed to the passage of any bill by this legislature attempting to place any such tax upon tobacco, for the reason that such action would work an unfair hardship on a class of people already overburdened with taxation;

"Be it further resolved that a copy of these resolutions be placed in the hands of our representative, Clinton W. Hawkins and our state senator, C. O. Graves, and they be instructed to vote and use their influence against the passage of said bill."

Mr. Hawkins attended the meeting and was one of the speakers. He expressed very strong opposition on his part to a tobacco sales tax and heartily endorsed the movement to have delegations of growers appear at Frankfort.

—J. S. P.

Calmness Noted in Market

ANTWERP, Belgium, Jan. 2.—The warp tobacco market may be thus:

Situation.—Calm with reminder of indecision.

Stocks.—Unchanged, somewhat with regard to common grade bright Virginia; Big stocks check no prospects of sales, even in figures; Maryland and Ohio.

Kentucky scraps: No stock; scraps, a few hundred hogsheads; No buyers.

Dark Virginia stock estimated at 100 hogsheads.

Kentucky.—The purchases of lugs of the old crop, lying in the hands of Belgian dealers at the beginning of the year, has been a bad policy. Many still have some of these in hand, and we foresee a very tight market.

Further outlook is that the downfall of prices in America is common grades.

We had a chance to discuss the commonest tobaccos in America, but we were unable to do so where in Europe.

Virginia (Bright).—Only little but no buyers, due to information of U. S. firms, and a fall of prices in America.

Even at 6½ cents per lb. no semi-bright lugs remain unsold.

Ohio Seedleaf.—A parcel of kilns frosted seedleaf has been offered by a Dutch dealer, we presume to the market.

Java.—Common Java, suitable for smoking, is supposed, with regard to a near future, to go up to the last auction sale, and of which was left in hand of the market.

I wish you a happy New Year. I am fair business in 1926, and I hope may turn out that I was somewhat pessimistic on writing down in 1925.

COPPENS.

Hopkinsville Average

HOPKINSVILLE, Ky., Jan. 2.—Sales of dark fired tobacco for the week ending Jan. 1, 1926, 1,746,555 pounds; average price, \$11.49. Sold to date of crop, 8,286,825 pounds; average price per 100 pounds, \$11.43. Since the time last year, 4,543,615 pounds; price per 100 pounds, \$12.50. HANCOCK, president, Hopkinsville Tobacco Board of Trade.

Rudolph, Hach & Co., Inc.

REHANDLERS, DEALERS AND BROKERS IN

LEAF TOBACCO AND STEMS

Main Office and Sample Rooms

CLARKSVILLE, TENNESSEE

OPERATING IN

Clarksville, Tennessee, and Springfield, Tennessee, Districts
Western Kentucky Districts

Upper Cumberland and Air-Cured Districts

Reliable Packing, Correct Inspection, Efficient Arrangement
for Exports. Storage at Low Rates.

Correspondence Solicited.

**SPECIALTY—BURLEY AND ONE SUCKER
BUYERS AND HANDLERS
ORDERS SOLICITED**Operating on markets at Franklin, Tenn.,
Mt. Pleasant, Tenn., and Hartsville, Tenn.,
and Scottsville, Kentucky.

Head Offices: Nashville, Tenn.

CABLE ADDRESSES JU. S. A.—Command, Owensboro, Ky.
ENGLAND—Invade, Liverpool.**ROSS TOBACCO COMPANY, (Incorporated)**

(Formerly called ROSS-VAUGHAN TOBACCO CO.)

BUYERS, REHANDLERS AND REDRYERS OF

**LEAF TOBACCO AND STRIPS ON ORDER
FOR HOME TRADE AND EXPORT**Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying
U. S. A. Offices—Owensboro, Ky.British Offices—John Ross & Co., No. 27 King St., Liverpool, Eng.
Factories—OWENSBORO, KY., LOUISVILLE, KY., PRINCETON, KY., SEBREE, KY., ERIN, TENN.
Buyers on all Hogshead and Loose Leaf Markets in Burley and Dark Sections**Cigarette Paper "EL PINO"**

In Reels, Reams or Books

**MIQUEL y COSTAS & MIQUEL
BARCELONA, SPAIN**

United States Branch, 59 Pearl Street, New York City

HOPKINSVILLE, KENTUCKY, U.S.**THE LARGEST
DARK FIRED TOBACCO MARKET
IN THE WORLD**(BURLEY MARKET BEING ESTABLISHED)
Hopkinsville, Kentucky Tobacco Board of Trade
CORRESPONDENCE SOLICITED**THE TOBACCO TRADING CORP.**

All Kinds Kentucky - Tennessee & Virginia Crops

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CABLE ADDRESS "OBRIENCO" LOUISVILLE, KY. LEXINGTON, KY. BALTIMORE, MD.

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EDWARD J. O'BRIEN & CO.

LEAF TOBACCO BROKERS

MAIN OFFICE, 815-817 WEST MAIN ST., LOUISVILLE, KY.

Lexington, Ky., 1016-1024 So. Broadway

Baltimore, Md., 18-20 E. Pratt St.

WE ARE BUYERS OF

Burley, Aircured, Green River, Fired Dark, Maryland, Virginia and Seed Leaf Tobaccos on all markets.

We air and steam dry on most of the loose leaf markets and have the latest improved Philadelphia Steam Dryers in our Lexington and Louisville factories for handling Leaf and Strips.

Tennessee Burley Tobacco Sales

Lexington, Tenn., Jan. 23.—Burley tobacco sales on the open markets of Tennessee and Abingdon, Va., have been as follows:

Greeneville	Pounds	Average
Week ending Jan. 18	1,453,470	\$18.15
Week ending Jan. 22	1,520,558	19.61
to date, 1925 crop	7,613,933	19.50
to same date last year	8,678,106	21.89
Knoxville	Pounds	Average
Week ending Jan. 18	576,068	19.18
Week ending Jan. 22	3,087,598	19.69
Morristown	Pounds	Average
Week ending Jan. 18	155,398	17.77
Week ending Jan. 22	1,352,382	19.28
Johnson City	Pounds	Average
Week ending Jan. 18	236,384	18.30
Week ending Jan. 22	1,165,300	18.41
Abingdon, Va.	Pounds	Average
Week ending Jan. 18	428,326	18.32
Week ending Jan. 22	1,709,154	18.26
to date, 1925 crop	1,709,154	18.26
to same date, this year	1,709,154	18.26
to same date, last year	1,709,154	18.26
price for entire section, to date	4,923,367	18.26
price for entire section, to date	4,923,367	18.26

There has been reasonably heavy this year with common and medium tobaccos one or two dollars higher, R. J.

Reynolds Co. coming on the market much stronger on these grades.

This is the last week we expect heavy sales. Most of the smaller growers have all their crops sold, and there should be some improvement in the quality of the tobacco the rest of the season.—THE AUSTIN COMPANY, INC.

Springfield Prices Show a Small Increase

SPRINGFIELD, Tenn., Jan. 16.—With continued small deliveries the loose floors sold this week 449,754 pounds at an average of \$18.10, this being 55 cents over last week's. This advance pertains mainly to medium and good leaf, which has been rather active this week, especially the brown to light brown styles. Fine leaf and lugs remain steady, as well as common lugs, yet there is an increased demand for trashes.

The inactivity of low short leaf is causing much dissatisfaction among the farmers, therefore the rejections are very heavy on these grades. However, it is our opinion that most of this condition was brought about by the prices paid at the barn doors, as there seems to be very little difference in present prices and prices last year, quality considered. —J. W. HAYES TOBACCO CO., INC.

Fine Burley Tobacco Seed

Standard, Hardy and Colory Varieties

When we in 1925, under expert supervision on land that a plow had never turned before, Virgin soil, now growing scarce, produces vigor, and color which old land will not do.

Every tobacco grower knows that no fine tobacco can be produced without good seed. We are prepared to furnish fine seed for every type of soil in the Burley Belt.

"HALLEY'S SPECIAL"—This is the colory disease resistant developed first on our own land by a representative of the Experiment Station of the University of Kentucky eleven years ago.

This tobacco is vigorous, colory and has plenty of weight, and is the best tobacco to grow on any kind of soil. It is the only variety to plant that has grown much tobacco, insuring a crop when other varieties fail. This type of tobacco is the great contribution of the Experiment Station to the tobacco trade, and this autumn it took first prize at the Kentucky, Fayette County Community Farm Produce Show.

"COLORY TWIST BUD"—This is the old fashioned type of tobacco crossed with color—the best weighing tobacco grown with sufficient color to command a good market price. Many sections of the Burley Belt are especially suited for this type and any grower who has used it has been pleased with the net return in dollars per acre.

"IMPROVED HALLEY"—This type of tobacco was developed in 1907. It is the pioneer as a strictly smoking tobacco and the runner up of several famous Burley cigarettes. It is a stand-up type, with color on old land and new. This tobacco, smokers from top to bottom, commanded the leading prices on the Kentucky markets the first year it was introduced.

FOR SALE BY

The Halley Tobacco Seed Co.

Fayette Warehouse No. 1, Lexington, Ky.

PRICE RECLEANED AND GUARANTEED, \$1.50 PER OZ.

CABLE ADDRESS "ROSSAFRICA" LOUISVILLE, KY.

Ross Tobacco Company

INCORPORATED

AFRICAN BRANCH

OFFICE AND FACTORY IN MAGAZINE STREETS

LOUISVILLE, KY., U.S.A.

J. M. PHILLIPS, GENERAL MANAGER

MANUFACTURERS OF ALL GRADES AFRICAN AND BLACK FAT LEAF TOBACCO

G. F. VAUGHAN TOBACCO CO.

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Codes: Arnold's 5 and 15, A. B. C. 5th Edition

W. B. KENNEDY & SON

PADUCAH, KY., U. S. A.

Leaf Tobacco Broker and Handler of All Grades of Leaf and Strips Business Solicited on Orders for Commission Factories: Paducah, Ky., Murray, Ky., Mayfield and Martin, Tenn.

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Cable Address: "Moreland"

MORELAND, WITHERS & HICKS, Owensboro, Ky.

(Successors to J. S. Phelon)

Leaf Tobacco Brokers, Dealers and Rehandlers

Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys

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Headquarters 1000 W. Main St. LOUISVILLE, KY. Branch Factories on Loose Leaf Markets in Both Burley and Dark Sections. Orders and Correspondence Respectfully Solicited

A. R. BLANKS TOBACCO CO.

LEAF AND STRIPS Handled on Order or Contract FOR DOMESTIC AND EXPORT TRADE

All Grades of Fired, Air-Cured and One-Sucker Orders and Contracts Solicited. MADISONVILLE, KY.

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W. H. SIMMONS & CO.

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ALL GRADES TENNESSEE AND KENTUCKY TOBACCO

Correspondence Sol.

H. S. McGiffin, President; F. J. Stewart, Vice-President; L. J. Harper, Sec & Treas.

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FANCY
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B's

ANDREW JENSON & SON

Packers of Wisconsin Leaf Tobacco

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Latest Equipment for Resweating Seedleaf Types of Tobacco

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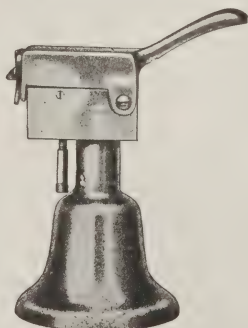
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CIGAR LIGHTERS



GUINCO BELL LIGHTER

Paper Weight

The J. B. Moos Company,
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S. E. Guinn Mfg. Co.,
Cincinnati, Ohio.

Dear Sir:

Enclosed is an additional order for the bell style desk lighter which we would thank you to rush to us at once.

The new finish of these lighters is making quite a hit with our trade and personally, I think is a great improvement over your original finish.

I should be very glad at any time to recommend these lighters as I personally have used one of these on my desk for several months and have found it the most perfect 100% lighter I have ever seen.

Very truly yours,

A. E. BODEEN,

Mgr. Pipe Dept., The J. B. Moos Company.

S. E. GUINN MANUFACTURING CO.
JOHNSON CITY, TENN.

Prices Showing Upward Tendency

MAYFIELD, Ky., Jan. 23.—Compared with last week a slightly upward tendency in averages is reflected on all western district markets except Murray, while the Clarksville and Springfield districts reflect lower averages. Light colored and light bodied common leaf, as well as rehandling grades remain about firm, while all grades of trash lugs, common to medium dark leaf, and good to fine tobaccos, continue to advance weekly in prices.

Auction sales for the week are as follows:

MAYFIELD.—Sales for the week, 668,615, pounds, at an average of \$8.36; for the season, 3,164,905 pounds, at an average of \$8.39, against an average a year ago of \$10.38 on approximately 2,924,000 pounds. The week's average is 50 cents higher than the preceding week.

PADUCAH.—Sales for the week, 721,325 pounds, at an average of \$8.32; for the season, 2,826,445 pounds, at an average of \$7.86. The week's average 33 cents higher than the preceding week, with higher prices prevailing for trash lugs and high grade leaf.

MURRAY.—Sales for the week, 277,720 pounds, at an average of \$8.55; for the season, 1,517,155 pounds, at an average of \$10.03. The week's average 78 cents lower than the preceding week, which is accounted for by larger offerings of the light colored and light bodied lower grades offered in an undesirable condition.

HOPKINSVILLE.—Sales for the week, 1,746,555 pounds at an average of \$11.49; for the season, 8,286,825 pounds at an average of \$11.43, against an average a year ago of \$12.55 on 4,543,515 pounds. The week's average 21 cents higher than the preceding week.

CLARKSVILLE.—Sales for the week, 1,348,025 pounds at an average of \$13.92; for the season, 5,993,520 pounds at an average of \$14.64, against an average a year ago of \$15.71 on 3,959,245 pounds. The week's average \$1 lower than the preceding week.

SPRINGFIELD.—Sales for the week, 568,710 pounds, at an average of \$17.04; for the season, 2,464,435 pounds, at an average of \$18.25, against an average a year ago of \$19.54 on 2,965,870 pounds. The week's average \$1.06 lower than the preceding week.

OWENSBORO.—Sales for the week, 2,340,580 pounds Green River, at an average of \$7.59, and 148,350 pounds burley at an average of \$13.01. The week's average for Green River 68 cents higher than the preceding week and for burley \$1.05 lower.

HENDERSON.—Sales for the week, 1,144,460 pounds, at an average of \$8.79, which is 55 cents per hundred higher than the preceding week, which is accounted for by a larger per cent of good tobacco showing up and a continued advance in prices on all grades of trashes, the latter of which is now reported as selling on the loose floors from 4 cents to 5½ cents.—S. B. SMITH & COMPANY.

Hopkinsville Has Busiest Week

HOPKINSVILLE, Ky., Jan. 23.—This week was the busiest for the nine loose leaf tobacco floors here since the market opened on December 1, sales going to nearly one and three-quarter million pounds, while the average price for the week was 6 cents above the general average for the season.

The week's total sales of dark fired tobacco amounted to 1,746,555 pounds, bringing an average price of \$11.49 per hundred for the growers. This makes

a total of 8,286,825 pounds for the season for a general average of \$11.43. During this period there were only 4,543,615 pounds had been sold a little more than half of this year's total.

Good quality dark tobacco sold on the floors during the week at a high price record for the season, set when one lot of long leaf tobacco sold at \$40.50 per hundred pounds.

The quotations were: Trashes, \$4; Lugs, common, \$4 to \$5; \$5 to \$8; good, \$8 to \$12; Lugs, \$5 to \$8; common, \$8 to \$15; \$15 to \$20; good, \$20 to \$30; \$30 to \$40.50.—BURCH.

Lexington Sales Large

LEXINGTON, Ky., Jan. 24.—With 427,395 pounds of burley already sold according to the official figures of the market supervisor, warehousemen of Lexington's independent tobacco market remain confident that a total of 250,000 pounds will go over the bridge before the market closes.

Prices paid for leaf on the local market have been as good since Christmas as they have ever been, is the opinion of warehousemen. The season's average of \$22.14 fairly well represents the prices paid, warehousemen say. Its failure to show the market's strength is due to the more mountain leaf and leaf imported points has made its appearance season than ever before, tobacco men assert.

Some of this leaf from the mountains and other points would bring higher prices if it had been properly marketed, it is said, but growers in districts other than central Kentucky do not understand the proper care of buyers thereby suffer lower prices, say tobacco men.

Besides the weather the closing of Camp Nelson bridge has diverted large amounts of tobacco to other markets, normally would have come to Lexington, it is said.

This year winter with its snow has slowed up deliveries of tobacco crops more than ever before. Tobacco men say that most growers here are using trucks to transport their tobacco to the market and the trucks are being used to the task of staying on the highways. Few loads of tobacco have been brought into town yesterday because of the conditions of the roads.

According to figures made public by Ben Bosworth, supervisor of the independent tobacco market, seasonally weekly totals are as follows:

	Pounds.	Money
Season ending—	16,427,395	\$3,646,387.0
Week ending—		
Jan. 23.....	2,935,730	\$651,440.
Jan. 16.....	1,583,005	\$353,577.
Jan. 9.....	2,079,125	\$471,167.
Jan. 2.....	297,970	63,474.
Dec. 28.....	1,595,370	345,776.

Last week's sales as given by the five houses were as follows:

Houses.	Pounds.	Money.
Geary.....	576,590	\$135,754.
New Independent.....	650,720	142,282.
Jewell.....	468,940	\$8,234.
People's.....	637,660	138,231.
Virginia Ave.....	612,485	132,407.

Season's sales as given out at the houses are as follows:

Houses.	Pounds.	Money.
Geary.....	3,306,530	\$770,553.
New Independent.....	4,028,955	890,257.
Jewell.....	2,458,625	523,753.
People's.....	3,162,080	743,118.
Virginia Ave.....	3,273,450	709,419.

York County News

Jan. 25.—H. L. Haines & Co., who have factories in Red Lion, are the only York county manufacturers exhibiting their wares this week in the Tobacco Show at the Central Palace, New York. The York County Cigar Manufacturers Association had a large exhibit in last year's show, but because of a small return from the large outlay for space, it was decided to omit this year. Although the exhibit will not exhibit of its output, a number of members planned to show. A representative of the firm will be at the show.

Company Holds Election

Shareholders of the Consumers' Cigar Company, Red Lion, held an annual meeting January 19 in the factory and re-elected the board of directors: David A. L. V. Sentz, Arthur H. Thompson, J. Wolf, E. Latimer Schrist, J. Zeigler, Jacob Streavig, C. S. and B. Frank Strayer. The election was as follows: President, Latimer, Vice President, J. Frank Strayer, Treasurer Charles F. Roseman, Secretary and Superintendent B. S.

Several insurance companies are defendants in suits started in the county court by J. F. Reichard, a tobacco dealer, of this city. A suit by Mr. Reichard was damaged in time ago and the suits are to recover losses covered by policies of the several companies which he had paid. The companies named in the suits are the Atlas Assurance Company, of London, England; the Farmers' Insurance Company, of New York; the Commonwealth Insurance Company, of Boston, Mass.; Hartford Fire Insurance Company,

of Hartford, Conn.; the Insurance Company of the State of Pennsylvania; the Michigan Fire and Marine Insurance Company, Detroit, Mich.; the New Jersey Insurance Company, Newark, N. J.; the Pacific Fire Insurance Company, of New York; the Rhode Island Insurance Company, of Providence, R. I., and the Security Insurance Company, of New Haven, Conn.

Adam A. Younger will occupy the frame cigar factory on Wise avenue, Red Lion, which is being built by Emory P. Welby, of the Farmers' and Merchants' National Bank. Mr. Younger at the present time operates a cigar factory at Red Lion and one at Winterstown. The new factory will give employment to forty people.

Farmer Pleased With Havanas

The unsuccessful efforts of a clerk in a cigar store at Harrisburg to have some fun at the expense of a farmer who was a visitor at the Pennsylvania state capital during the farm products show last week, drew the observation from Captain J. Frank Page, of the Harrisburg police, that farmers are not so tight fisted as some city residents are sometimes inclined to believe. The farmer was at the counter ahead of the captain.

"I'd like to have some good cigars," he drawled.

Believing that here was an opportunity for a little amusement, the clerk winked at a number of other clerks in the place and produced one of the most expensive brands of cigars. Other customers, sensing the clerk's intentions, drew closer to the counter and watched the farmer attentively.

Holding one of the cigars to his nose, the countryman inhaled its rich Havana fragrance critically and told the clerk it was satisfactory. The clerk's eyes twinkled.

"They are only twenty-five cents apiece," he chuckled. "How many? Maybe you'd like a whole box of 'em."

"Well now, come to think of it," the unsuspecting farmer mused, "that's right, reasonable for such a good cigar, young feller, and I believe I will take the whole box."

The clerk's face was solemn. Without a word, he wrapped the box and shoved it across the counter. The farmer produced a roll of bills that was probably larger than the clerk had ever seen at one time, "peeled off" a twenty, received his change from the gasping clerk and elbowed his way unconcernedly from the store.

The clerk was dumbfounded. The crowd and other clerks got their laugh as they had anticipated. They did laugh heartily, not at the farmer, but at the clerk behind the cigar counter.

Fractional Currency

The employees of the packing, foiling and banding department of the A. F. Fix Cigar Company, Dallastown, held their annual banquet recently at Abbottstown, where a chicken and waffle upper was served. The evening was spent in a social way. Musical numbers were rendered and games were played.

The cigar box factory, Hallam, Samuel G. Conn, operator, which had been closed since the Christmas holidays, reopened today with the entire force of employees at work.

William F. H. Essig, foreman of the I. Lewis Cigar Company factory, Wrightsville, for a number of years, died January 17. He was 55 years old and had been ill for several years. He leaves his widow, a son, Jacob Essig, and a sister, residing in Middletown.

C. O. Meads, head of the Meads Tobacco Company, Red Lion, accompanied by Mrs. Meads, sailed Friday from New York on the Majestic on a 7,027 mile cruise. They are to visit Havana, Cuba; Santiago, Port Au Prince and Kingstown, of the West Indies group of islands; Colon, Panama, Cartagena, Curacao, La Quana, Trinidad, Barbadoes, Martinique, St. Thomas, San Juan, Nassau and Bermuda. They expect to return about March 1.—YORKAD.

Oppenheimer in Hartford

Always interested in the Connecticut field, H. Oppenheimer, the New York leaf man, went over again last week to see how things are coming along.

General Cigar Company's New Plans

Directors of the General Cigar Company, Inc., plan to pay dividends of \$1 annually on new par value common stock to be exchanged on a two for one basis for present \$100 par stock, upon ratification of capital change by stockholders at a special meeting February 3. This will represent no change in return to holders, as \$100 par common pays \$8 a year.

Holders will vote on proposal to authorize directors to issue additional no-par common at any time, for such price as they may fix. They have no intention of issuing any more stock at this time.

Authorized common stock will consist of 500,000 shares of no-par common, compared with present authorized 250,000 shares of \$100 par. As there are 181,040 shares outstanding, new outstanding common should total 362,680 shares.

Debtenture preferred stock, of which \$2,290,000 was outstanding June 30, 1925, will be convertible for new common on a basis of two new shares for one. The stock is redeemable at \$110 a share, but it is expected that the capital change will bring about further exchanges, and gradual elimination of debtenture preferred is expected to follow.

Oppose Amending Complaint

WASHINGTON, D. C., Jan. 25.—An argument was held last week before the Federal Trade Commission on the contention of counsel of the Commission that the complaints against the American Snuff Company should be amended. S. P. Smith and H. E. Finch, counsel for the Snuff Company, opposed the motion of the Trade Commission counsel.—LAMM.

Drawback Allowed

WASHINGTON, D. C., Jan. 25.—The Customs Service has announced the allowance of drawback on cut or shredded smoking tobacco manufactured by Poullides Brothers of New York with the use of imported Turkish leaf tobacco.—LAMM.

"Better Than the Play"
THE 5c
COVERED WAGON
CIGAR

Direct All Inquiries to Either
Coborus Cigar Co., Codorus, Pa.
or
J. L. Doll Cigar Co., Mt. Wolf, Pa.

HAVA
**POCKET
PIECE**
5c
SELL ON THEIR MERIT
INVINCIBLES PERFECTOS
TRIANGULARIES
LONDRES CROOKS
Manufactured by
G. A. STROBECK
RED LION, PA.

**PAY DAY
JENNIE LIND
PRIDE MARK
FAMOUS PLAYERS
5c CIGARS**
Manufactured by
SUPERIOR CIGAR CO.
RED LION, PA.

**EL TUTOR
SQUARE DIAMONDS**
Mild 5c Cigars
Also Manufacturer of
La Saramita 5c Cigar
YORKANA CIGAR CO.
York, Pa.



THE CASTLE

The Best in 5c Cigars
W. H. MYERS & CO.
RED LION, PA.

WEB FOOT
INVINCIBLES
Two 5c Quality Cigars
Manufactured by
D. FRYE & SON
R. D. 1, Red Lion, Pa.
COGNAC

**STATE BOND
WHITE ORCHID
ARROW SMITH
Mild Quality Cigars**
Manufacturer
The P. E. REICHARD CO.
RED LION, PA.
"The House of Reputable Merchandise"

MT. JOY FARM PRODUCTS CO., Inc.

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PENNSYLVANIA TOBACCO

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PENNSYLVANIA SHORTS

Pennsylvania Scrap our Specialty
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CHOICE CIGAR LEAF TOBACCO

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Samples cheerfully submitted upon request

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MANUFACTURED WEATHER FOR TOBACCO

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CRESCENT MAPLEINE

A flavoring agency that modifies the pungency
of tobacco without destroying the full tobacco
flavor.

Manufacturers of scraps, plugs and cigarettes
find Mapleine a great aid in blending and
sweetening.

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CRESCENT MANUFACTURING CO.

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OFFICES: NEW YORK - CHICAGO - CLEVELAND - PITTSBURGH - MONTREAL



Foreign Exchange Rates

In the subjoined table the quotations on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except in countries with the silver standard, where parity fluctuates with the price of silver.

Closing Rates Monday

STERLING—Par \$4.86½ per sovereign.	Demand. \$4.86	Cables. \$4.86½
FRANCE—Par 19.3 cents per franc.	Demand. 3.72½	Cables. 3.72¾
ITALY—Par 19.3 cents per lira.	Demand. 4.03	Cables. 4.03½
BELGIUM—Par 19.3 cents per franc.	Demand. 4.54½	Cables. 4.54¾
GERMANY—Par 23.8 cents per mark.	Demand. 23.81	Cables. 23.81
AUSTRIA—Par 14.07 cents per schilling.	Demand. 14.125	Cables. 14.125
DENMARK—Par 26.8 cents per krone.	Demand. 24.75	Cables. 24.77
GREECE—Par 19.3 cents per drachma.	Demand. 1.37	Cables. 1.37½
HOLLAND—Par 40.2 cents per florin.	Demand. 40.14	Cables. 40.16
HUNGARY—Par 20.3 cents per crown.	Demand. .0014½	Cables. .0014½
NORWAY—Par 26.8 cents per krone.	Demand. 20.34	Cables. 20.36
SPAIN—Par 19.3 cents per peseta.	Demand. 14.14	Cables. 14.15
SWEDEN—Par 26.8 cents per krone.	Demand. 26.75	Cables. 26.77
SWITZERLAND—Par 19.3 cents per franc.	Demand. 19.27½	Cables. 19.29½
YUGOSLAVIA—Par 19.3 cents per dinar.	Demand. 1.77½	Cables. 1.77½
CHINA—Cents per silver dollar for Hongkong; per tel for Shanghai and Peking.	HONGKONG—Demand 58.63	Cables 58.75
	PEKING—Demand 78.25	
	Shanghai—Demand 74.50	Cables 74.63
PHILIPPINE ISLANDS—Manila; Par 50 cents per silver peso.	Demand. 49.75	Cables. 49.875
JAPAN—Par 49.8 cents per yen.	Demand. 44.50	Cables. 44.63
ARGENTINA—Par 42.44 cents per Argentine paper dollar.	Demand. 41.43	Cables. 41.56
BRAZIL—Par 32.45 cents per paper milreis.	Demand. 14.875	Cables. 14.93

Greece Modifies Tax Levies

WASHINGTON, D. C., Jan. 26.—By a decree which becomes operative on February 1, all internal taxes on tobacco in Greece, except the forced loan tax, have been abolished, according to a cable to the Department of Commerce from Acting Commercial Attache C. E. Dickerson, Jr., Athens. The present internal taxes are to be replaced by taxes on tobacco products of 16 per cent of the sales price, plus 10 per cent of this tax as the forced loan tax, making a total of 17.60 per cent of the sales price.

The export duty on tobacco is to be 2 per cent *ad valorem* only collected on leaf tobacco. On first quality cut tobacco and cigarettes, and on cigars, the present tax is 172 drachmas per kilo, and on second quality cut tobacco and cigarettes it is 132 drachmas per kilo. A number of additional taxes are also being collected.

—L.A.M.M.

Meyer in Hartford

An active visitor to the Connecticut market last week was B. G. Meyer, of the General Cigar Company.

Listed Tobacco Stocks

Closing Prices Monday
Reported by Markewy

American Snuff	11
American Snuff pfd	11
American Sumatra	11
American Sumatra pfd	11
American Tobacco	11
American Tobacco pfd	11
American Tobacco "B"	11
Consolidated Cigar	11
Consolidated Cigar pfd	11
General Cigar	11
General Cigar deb. pfd	11
General Cigar pfd	11
Liggett & Myers	11
Liggett & Myers pfd	11
Liggett & Myers "B"	11
Lorillard, P.	11
Lorillard, P. pfd	11
Reynolds, R. J. Co. pfd	11
Reynolds, R. J. "B"	11
Tobacco Products	11
Tobacco Products "A"	11
United Cigar Stores	11
United Cigar Stores pfd	11
U. S. Tobacco Co.	11
U. S. Tobacco Co. pfd	11

Inactive and Unlisted Stocks

Closing Prices Monday
Reported by Stone, Prosser & D.

American Cigar	11
American Cigar pfd	11
Bayuk Cigars	11
Bayuk Cigars 2nd pfd	11
British-American Tobacco	11
Continental Tobacco Co.	11
Eisenlohr & Bros. com	11
Eisenlohr & Bros. pfd	11
G. W. Helme Co. new	11
G. W. Helme Co. pfd	11
J. S. Young	11
J. S. Young pfd	11
Imperial Tobacco	11
International Cigar Machine	11
Johnson Foil	11
McAndrews & Forbes	11
McAndrews & Forbes pfd	11
Mengel Co. com	11
Philip Morris	11
Porto Rican A. T. Co.	11
Universal Leaf com	11
Universal Leaf pfd	11

Polish Monopoly Big in Treasury

WASHINGTON, D. C., Jan. 26.—Polish tobacco monopoly during November, 1925, contributed to the treasury 14,000,000 zloty (\$2,478,000) a total for the first eleven months of 1925 of 167,600,000 zloty (\$25,552,000) according to a report received by the Department of Commerce from Acting Commercial Attache Ronald H. Len in Warsaw. This is already 100 zloty more than were foreseen for the whole year. At the same time the monopoly has expended 11,700,000 zloty amortization and interest payments on the Italian loan.—L.A.M.M.

Hirsch at Eastern Market

Last week Leo Hirsch ran over the Connecticut market for a glimpse of the good business now visible in the eastern district.

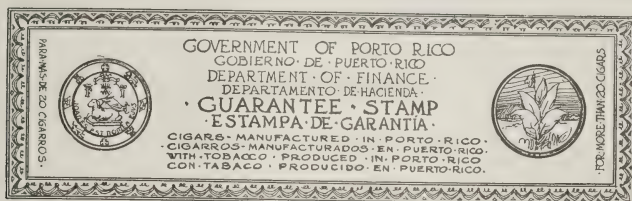
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CIGARETTE PAPER
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FRANCO-AMERICAN IMPORT CO.
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Government of Porto Rico

Tobacco and Cigar Guarantee Stamps



For cigars exclusively Porto Rican Tobacco



For Leaf Tobacco exclusively grown in Porto Rico

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Packers, Jobbers and Retailers cheerfully furnished
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Government of Porto Rico Tobacco Guarantee Agency

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TEL.—JOHN 1379

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STERN-MENDELSON CO., INC.

HAVANA & PORTO RICO TOBACCO

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Grower, Stripper and Packer of

SAN LORENZO FILLERS OF PORTO RICO TOBACCO

San Lorenzo is located in Porto Rico's best tobacco section.

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KOHLBERG-GONZALEZ CO., INC.

Nothing Satisfies Like a Good Cigar.

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CARRO HERMANOS & CO.

Sen C

Growers, Strippers and Packers of Porto Rican Tobacco

BUY DAMIAN FILLERS (The Porto Rican Vuelta Abajo)

Barros, Porto Rico

Warehouses Plantations Office and

JUNCOS FRANCISCO MUJICA

Grower & Packer of

HIGH GRADE PORTO RICO LEAF TOBACCO

STALK TOBACCO ONLY from JUNCOS and SAN LORENZO SECTIONS EXCLUSIVELY

JUNCOS, PORTO RICO

RAMON MORAN & COMPANY

Growers, Packers & Strippers of

Porto Rican Leaf Tobacco—Exclusively Inland

MANATI, PORTO RICO

CENTROSA CIGAR FACTORY

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PORTO RICAN CIGARS FOR JOBBERS

5c, 10c and up

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Grower, Stripper and Packer

SAN LORENZO FILLERS of PORTO RICAN TOBACCO

JOSE LOPEZ

Stripper of Porto Rican Tobacco

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E. ROSENWALD & BRO.

145 WATER STREET NEW YORK

Imported Tobacco, Cigars, Cigarettes, etc.

Names of Steamships and Dates of Arrivals at Port of New York

Tobacco from Porto Rico		Tobacco from Santo Domingo	
S. S. Coamo	—Jan. 19	S. S. Start	
Nattery & Vallejo	140	Tropical Tobacco Co.	
Stern, Mendelsohn & Co.	275	Tobacco from Belle	
Kohlberg, Gonzales & Co.	276	S. S. Incmore	
Rosenstadt & Waller	378	A. Oppenheimer & Co.	
J. Delmonte & Son	52	Cigars from Porto	
M. Winter & Co.	85	S. S. Coamo	
Kohlberg, Gonzales & Co.	50	J. Klorfein	
J. Delmonte & Son	11	Bosch Bros.	
M. Winter & Co.	11	Porto Rico-American Tobacco	
P. Costa	7	Rosenstadt & Waller	
Madera Tobacco Co.	63	C. Scharvien	
S. S. Carabobo	—Jan. 20	United Cigar Stores Co.	
I. Cohn & Co.	29	Cigars from Manila	
Durlach Bros.	211	S. S. President Munroe	
Stern, Mendelsohn Co.	121	S. Frieder & Sons Co.	
Hamburger Bros. & Co.	133	C. G. Wilson	
Rosenstadt & Waller	446	H. Ottenberg	
P. Lorillard & Co.	317	H. W. Peabody & Co.	
Slegas & Co.	424	Phil Tobacco Co.	
I. Cohn & Co.	41	Hothorn Litzrodt Co.	
Durlach Bros.	47	Meritas Comm. Co.	
Stern, Mendelsohn & Co.	16	Austin, Nichols Co.	
Rosenstadt & Waller	54	Hamilton Harris Co.	
P. Lorillard & Co.	6	C. H. Hilbert & Co.	
Selgas & Co.	30	W. Deiches & Co.	
Tobacco from Manila		S. J. Freeman Sons	
S. S. President Munroe	—Jan. 18	United Cigar Stores Co.	
Determann & Co.	33	J. B. Moos Co.	
S. Frieder & Sons Co.	25	Crane Cigar Co.	
Tobacco from Havana		Austin Nichols Co.	
S. S. Bulko	—Jan. 19	F. A. Davis' Sons	
I. H. Mayer & Son	5	Cigars from Havana	
I. A. Mesa & Co.	15	S. S. Siboney	
Fromherz Cigar Co.	10	Schwarz & Son	
Friend & Co.	10	C. C. Ryder & Co.	
S. Rossin & Sons	200	Central Union Trust Co.	
M. Schwarz	54	Estabrook & Eaton	
B. A. Kaiser & Co.	20	C. B. Perkins & Co.	
J. Fernandez	2	General Cigar Co.	
M. A. Andre	34	J. Wagner & Son	
Stern-Mendelsohn Co.	35	R. J. Seidenberg & Co.	
M. Lopez & Co.	10	Scholle Bros.	
H. Duys & Co.	39	N. H. Davis	
Hinsdale, Smith & Co.	30	Faher, Coe & Gregg, Inc.	
E. P. Ordery & Co.	14	G. S. Nicholas & Son	
E. Spingarn & Co.	29	Briar Pipes from South	
S. Rossin & Sons	20	S. S. Asconia	
R. Sichel	37	F. Murray Hill Co., Inc.	
S. Ruppini, Inc.	41	Pipes from Norway	
I. Cohen	6	S. S. Helwig Olav	
J. Fernandez	10	Portenoy & Co.	
Waitt & Bond, Inc.	165	Pipes from France	
V. Toledo	10	S. S. McKeesport	
E. Rosenwald & Co.	25	Thomas & Pierson	
Hinsdale, Smith & Co.	111	Bernard Judae & Co.	
Fromherz Cigar Co.	16	Cigarettes from Ldo	
M. A. Andre	8	S. S. American Merchant	
E. Spingarn & Co.	9	Tice & Lynch	
American Cigar Co.	99	Cigarette Paper from	
P. Lorillard & Co.	138	S. S. Schodack	
J. Fernandez	1	American Tobacco Co.	
To order	118	De Manduit Paper Corp.	
S. S. Orizaba	—Jan. 22	Cigarette Paper from	
S. Ruppini, Inc.	5 bales	S. S. Helwig Olav	
Strouse & Holzman	20	Standard Products Corp.	
To order	8	Cigarette Cards from	
I. Kaffenburgh & Sons	13	S. S. Deutschland	
To order	2	Baltimore & Ohio R. R. Co.	
Tobacco from Rotterdam		Cigarette Cases from	
S. S. Vechtdyk	—Jan. 20	S. S. President Munroe	
R. J. Kugelman, Inc.	26 bales	F. Dohrn	
S. S. Rotterdam	—Jan. 23	Smoking Articles from	
J. Willing & Co.	8	S. S. Andania	
A. Bornholdt & Co.	10	Nassau National Bank	
R. J. Kugelman	43	Smoker's Articles from	
American Cigar Co.	196	S. S. Helwig Olav	
H. Duys & Co.	242	F. Murray Hill Co.	
Herzog & Sarbuy, Inc.	33		
Cullman Bros., Inc.	5		

Galindo to Porto Rico

Arranging for a special p. Rico shortly, J. Galindo, the broker, advises that he will make the island a brief period.

IMPORTERS
EXPORTERS &
PACKERS OF

TOBACCO

Rican Outlook

P. R., Jan. 21.—The tobacco districts con- Weather Bureau announces rainfall for the last week:

.....	0.61 inches
.....	0.89 inches
.....	0.09 inches
.....	0.38 inches
.....	0.61 inches
.....	0.00 inches
.....	0.80 inches

thern coast we had very In one section the fall in, and in another nearly 5 in St. Juan nearly 3 inches fell. I received informa- to just now harvested is d quality, but that the to needs more rain very elopment. in general is healthy; eas have not done much this ear.—"MIRAMONTES."

ailing Ocean Freight teson Leaf Tobacco

th & Co., Inc., shipping, ng, insurance and passenger 2 ter street, New York, an- he following as the prevailing rates on leaf tobacco in es and tierces from At- d G f ports, also sailings from rk, subject to change without

Rate	Sailings
\$0.75	Every week
.60	Every week
.60	Every week
1.00	Every 2 weeks
.65	Every 2 weeks
.67½	Every 2 weeks
.75B	Every 2 weeks
.65	Every week
.60	Every 10 days
1.00c	Every week
1.10B	
.67½A	Every 2 weeks
.75B	Every 2 weeks
.75AB	Every 2 weeks
.50	Every 10 days
.75	Every week
.60	Every week
1.00	Every month
.65	Every 2 weeks
.60	Every week
.65	Every week
.60	Every week
1.32½	Every 2 weeks
1.37½	Every 2 weeks
.82½	Every 2 weeks
.65	Every week
.60	Every week
.65	Every week
.90	Every 2 weeks
.70	Every week
.37½*	Every 2 weeks
1.00c	Every week
1.10B	
1.00	Every 2 weeks
.40*	Every 2 weeks
.60	Every week
.37½*	Every 2 weeks
1.32½	Every 2 weeks
.67½A	Every month
.75B	Every month
.60	Every 10 days
.37½*	Every 2 weeks
.90	Every month
.82½	Every 2 weeks
.67½A	Every 2 weeks
.75B	Every 2 weeks
1.00	Every 2 weeks
1.37½	Every 2 weeks

American Line, carloads pods or more; BNorwegian

American Line, less carload lots; cFreight steamer; nPassenger steamers; *Per tubic foot. Rates quoted are per 100 pounds unless otherwise specified.

Liggett & Myers

Directors of Liggett & Myers Tobacco Company, with the results of 1925, the most prosperous year in the company's annals before them, have passed along a portion of the year's profits to holders of common and class B common in the shape of a \$1 extra cash dividend and a 10% stock dividend in B stock.

While the extra cash dividend is the same as declared early in 1925, declaration of a stock dividend is a distinct innovation for Liggett & Myers, says the Wall Street Journal. Here- tofore it has been the custom of the company to give stockholders the privilege of subscribing to additional stock at par. In this way it obtained additional working capital, and gave stockholders valuable rights.

Change in policy is explained by an increase of over \$18,000,000 in net working capital, making it unnecessary to obtain further funds at this time.

Balance sheet, as of December 31, 1925, is the strongest ever presented by Liggett & Myers, and shows the company in liquid condition with current assets equal to nearly 15 times current liabilities. Cash on hand totals \$18,080,326, a new record for any year- end, and is itself equal to 2½ times total current liabilities of \$7,154,771.

Net, after taxes and charges, of \$15,289,652 is the largest ever recorded, and compares with \$11,969,829 in 1924, the previous record figure. After preferred dividends, 1925 earnings are equivalent to \$6.35 a share on \$54,- 000,000 combined common and class B common of \$25 par, compared with \$6.04 a share on \$42,968,275 combined common stocks in 1924.

Dividends on common stocks in 1925 were the largest on record, totaling \$7,886,395. Nevertheless, there was added to surplus \$5,827,270, bringing that account to \$46,268,814 from \$40,- 459,544 at the close of the preceding year. Record dividends are explained by the declaration of \$1 extra in addition to the regular \$3 yearly dividends on the common stocks.

By the declaration of the 10% stock dividend, payable March 1 to stock of record February 10, class B common will be increased by 216,052 shares. The extra \$1 in cash, payable on the same date, will not apply to the additional B stock. Common stock capitalization of Liggett & Myers, after payment of the stock dividend, will be as follows:

	Shares (\$25 par)	Par Value
Common	859,856	\$21,496,400
Class B common	1,516,718	\$37,917,955
Total	2,376,574	\$59,414,355

The biggest year in the history of Liggett & Myers and the material strengthening of an already impressive financial condition may be understood when it is realized that the company produces three leading brands of popular-priced blended cigarettes. In fact, it is generally conceded that its brands rank second, fourth and fifth in order of popularity and sales. Margin of profit is probably less than that of any of the other large cigarette manufacturers, but huge production is responsible for record earnings.

Cash on hand December 31, 1925, was \$18,080,236, compared with \$15,- 779,461 at the end of 1924, a new rec-

CABLE CORTES

Cortes Hermanos & Co., Sen C
Growers, Packers and Dealers
Best Porto Rican Tobacco
MANATI, PORTO RICO

SANTIAGO IGLESIAS SILVA

Grower and Packer of
BEST SAN LORENZO TOBACCO

San Lorenzo

Porto Rico



MADERA TOBACCO COMPANY
PORTO RICO TOBACCO
DEALERS IN ALL KINDS
OF LEAF TOBACCO
SAN JUAN, P. R., and
165 WATER STREET, NEW YORK
OUR SPECIALTY



ORTIZ HERMANOS AIBONITO, PORTO RICO

Growers, Packers and Strippers of Exclusively INLAND
PORTO RICAN TOBACCO

BENIGNO DIAZ

Grower, Packer and Stripper of
PORTO RICAN TOBACCO
Exclusively Inland
CAGUAS, PORTO RICO

SANTOS BUXO

Grower, Stripper and Packer of
SAN LORENZO TOBACCO EXCLUSIVELY
SAN LORENZO, PORTO RICO

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THE TOBACCO
EXPORT COMPANY INC.



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Cable address: "Tobaccoexport"

BASEL
5 Viaduktstrasse
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CLARKSVILLE Tenn
225 Front Street
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Agents, Salesmen, Demonstrators
BIG PROFITS, Selling Ray-O-Lite
Pocket cigar and gas Lighters
No Friction

Packed in Counter Display Boxes

Per Dozen \$2.50

Per Gross \$28.00

Deposit with all C. O. D. orders

Rapid Manufacturing Co.,

799 Broadway, New York



MARSHALL FIELD CIGAR Unusually Good



**The Cigar that sells
wherever good cigars
are sold.**

**Six Satisfying Sizes
10c up to 3 for 50c**

**Manufactured by
Howard F. Pent, Pres.
Coraza Cigar Co.
7th & Cherry Sts.
PHILADELPHIA**

ord. It is probable that this may be depleted to some extent at present, as Liggett & Myers has purchased upwards of 70,000,000 pounds of burley tobacco in the past few weeks. Inventories, represented by leaf tobacco, manufactured stock and operating supplies, totaled \$75,088,039, against \$65,999,110 at the end of 1924. Gain of over \$9,000,000 is represented mainly by augmented stocks of leaf tobacco, reflecting increased cigarette demand and prospects of further gain.

Following table shows current assets, current liabilities and net working capital at the close of the last three years:

	1925	1924	1923
Inventory ..	\$75,088,039	\$65,999,110	\$60,153,177
Receivables ..	12,531,642	10,495,864	9,369,299
Cash	18,080,236	15,779,461	13,813,815

Current Liabilities

Accrued int. ..	\$554,062	\$556,239	\$558,462
Div. payable ..	393,997	393,977	393,977
Tax, res. etc. ..	2,564,208	1,827,287	1,351,905
Payables	3,642,504	9,214,945	14,864,692

\$7,154,771 \$11,992,468 \$17,181,056

Net working capital ... \$98,545,146 \$80,281,967 \$66,155,235

Total current assets were \$105,699,917, compared with \$92,274,435. Increase is to be found chiefly in larger cash and inventory items. Receivables gained over \$2,000,000 to \$12,531,642, compared with \$10,495,864.

Current liabilities decreased to \$7,154,771 from the \$11,992,468, shown at the end of 1924. The most important change was a reduction of almost \$6,000,000 in payables, bringing that item down to \$3,642,504 from \$9,214,945.

Expansion of facilities to take care of increased business is shown by a gain of over \$500,000 in property account. This is probably represented mainly by additional machinery, and account is carried at \$18,779,480, compared with \$18,238,074.

Future Dividend Policy

It will be the policy of the management to continue the regular \$3 yearly rate, or 12%, on the additional common stock. Extra cash dividends will be declared as earnings warrant. No increase in the regular rate is looked for, as the company, feeling well able to pay 12% with occasional extras, does not wish to saddle itself with a higher rate which it might in less prosperous times find burdensome.

The conservative policy of the management is apparent from the large proportion of earnings plowed back into the business. In the last 14 years, there has been put back into property from current earnings \$45,931,188, while dividends on common stocks totaled \$52,789,300. Thus, for every \$1 paid out to holders of the common stocks, approximately 87 cents have been put back into property from earnings.

The following comparative table gives balance for common stocks after taxes, charges and preferred dividends, common dividends paid and balance put back into the property since 1912:

	Balance for Com.	Com. Divs. Paid	Balance to Surplus
1925	\$13,713,665	\$7,886,395	\$5,827,270
1924	10,393,842	4,898,455	5,495,387
1923	8,046,410	4,038,993	4,007,417
1922	8,148,312	5,965,575	4,182,537
1921	8,278,177	3,894,309	4,383,868
1920	6,021,823	3,384,513	2,637,310
1919	4,353,056	3,439,424	913,632
1918	6,578,027	3,439,424	3,138,603
1917	6,162,086	3,439,424	2,722,662
1916	5,512,189	3,439,424	2,072,765
1915	5,723,410	3,439,424	2,283,986
1914	4,314,308	3,439,424	874,884
1913	5,382,864	3,439,424	1,943,440
1912	6,092,319	644,092	5,447,227

Total ... \$98,720,488 \$52,789,300 \$45,931,188

Springfield Average, \$17.04

SPRINGFIELD, Tenn., Jan. 23.—Sales on the Springfield loose leaf tobacco market have been as follows:

Sales for week, 568,710 pounds; sales for season, 2,464,435 pounds; sales last season, 2,965,870 pounds; average for this week, \$17.04; average for this season, \$18.25; average for last season, \$19.54.

Prices range from \$2 to \$4 for trash up to \$30 to \$45 for fine leaf.—J. W. HAYES TOBACCO COMPANY.

Burley Breaking Into Dark District

HOPKINSVILLE, Ky., Jan. 25.—Often repeated warnings that the acreage of dark fired tobacco in western Kentucky must be cut, together with the immediate success of the burley tobacco market, established in Hopkinsville only recently, has caused leading farmers and business men to hold numerous conferences regarding the chief money crop of this section of Kentucky and Tennessee.

As a result of these spontaneous meetings, arrangements have been made to hold an open meeting for all growers and business men within a radius of fifty miles of Hopkinsville at the Auditorium here next Saturday afternoon, when plans and suggestions will be outlined and actual experiences of raising burley tobacco in this district will be related by the growers.

S. L. Cowhard, sheriff of Christian county, Farm Bureau director and prominent farmer, who raised burley tobacco at his old home in Hart County, and has grown several crops of the same type since coming to Christian county, will be the chief speaker.

There are forty or more families in Christian county who came from the burley section and have had experience with burley in both sections.—BURCH.

A Review of Situations In Various Marts

LOUISVILLE, Ky., Jan. 23.—Sales on the Louisville hogshead market are consisting almost entirely of 1925 crop Burley which is being sold in normal quantities at about the average prevailing on the loose markets, grade for grade. Very little dark tobacco of the new crop is offered over the hogshead market. The old tobacco being sold is of minor importance, as stocks held by those dealers who have used the Louisville hogshead market for an outlet are very low.

Burley

Weather conditions for delivering Burley tobacco to the auction floors are now especially favorable and it is being sold rapidly. It is estimated that between 50% and 60% of that portion of the crop which will be delivered to the loose floors has been sold at an average of about \$22.00 per 100 pounds in green condition on the warehouse floors. Prices are firm on all grades and all markets. It is estimated that the crop will yield about 250 million pounds.

The Association is reported to have sold approximately 50 million pounds of the 1925 crop and have reduced their holdings of former crops to about 95 million pounds by sales made in the past sixty days.

Old stocks in the hands of dealers are very small.

One Sucker

Sales in the One Sucker section are heavy and about 14 million pounds, or approximately 60% of the crop, has been sold on the loose floors at an average of about \$10 per 100 pounds. Offerings generally are of inferior quality. Medium to good quality domestic manufacturing grades appear to be in the strongest demand, only a limited interest being shown in rehandling leaf and common export trashes. Two of the large domestic manufacturers are the strongest buyers. The total crop is estimated at between 22 and 25 million pounds.

There does not appear to be any activity directed to strengthening the Co-operative Association in this section.

Green River

The Green River crop is being marketed at Owensboro over the loose floors at a rate of about 2 million pounds per week. The average for the week ending January 16 was \$6.91 as compared to an average for the season of \$7.90 per 100 pounds for a total of approximately 12 million pounds sold. The crop as a whole is considered common and very little fine leaf is being offered, all of which materially influences the low averages prevailing. All grades appear to be in active demand at a price, but the demand is not sufficient at advance prices, (Continued on page 78)

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Lighterage Storage and Trucking

Tobacco Exports from Hampton Roads

by the Virginia Forwarding Corporation of Norfolk, Va.

From Norfolk

Rio: Orontes, Dec. 17, 967
101 hds. leaf tobacco for
Orontes, Dec. 18, 32 hds. leaf
for Orontes; 3 cases plug to-
bacco; 1,183 hds. leaf to-
bacco for Orontes.
Orontes, Dec. 18, 1,245 hds. and
leaf tobacco for Liverpool.
Orontes, Dec. 18, 8 hds. scrap
tobacco; 229 hds. leaf to-
bacco for Orontes; 39 hds. leaf tobacco
for Orontes.
Orontes, Dec. 18, 24
hds. leaf tobacco for Orontes; 76 hds.
leaf tobacco for Orontes; 70 hds. leaf to-
bacco for Orontes; 40 hds. leaf to-
bacco for Orontes; 248 hds. leaf tobacco
for Orontes.

From Newport News

S. S. Rhine Maru, Dec. 17, 1,439 pkgs.
leaf tobacco for Shanghai; 1,840 cases
cigarettes for Dairi.
S. S. River Orontes, Dec. 17, 716 hds.
leaf tobacco for London.
S. S. Rexmore, Dec. 18, 315 hds. leaf
tobacco for Liverpool.
S. S. Elmbank, Dec. 21, 35 hds. stems,
1,333 pkgs. leaf tobacco for Shanghai.
S. S. Veendijk, Dec. 21, 454 hds. leaf
tobacco for Cheribon; 5 cases smoking
tobacco for Soerabaya.
S. S. Meltonian, Dec. 15, 250 hds.
leaf tobacco for Liverpool.
S. S. Barbadian, Dec. 18, 109 hds. leaf
tobacco for London; 1 box sample to-
bacco for Brussels.
S. S. Quaker City, Dec. 22, 20 hds.
leaf tobacco for London.
S. S. Eastern Prince, Dec. 22, 6 cases
smoking tobacco, 10 hds. leaf tobacco
for Kobe; 17 cases smoking tobacco for
Yokohama; 15 hds. stems, 1,855 pkgs.
leaf tobacco for Shanghai.
S. S. West Nosska, Dec. 23, 110 hds.
leaf tobacco for Liverpool.
S. S. Peleus, Dec. 26, 11 cases smoking
tobacco for Straits Settlements; 46 cases
smoking tobacco for Singapore; 14 cases
smoking tobacco for Hong Kong; 400
cases cigarettes for Singapore; 450 cases
cigarettes for Bangkok; 20 hds. stems,
1,385 pkgs. leaf tobacco for Shanghai.
S. S. Kendal Castle, Dec. 26, 1,713
pkgs. leaf tobacco for Shanghai.
S. S. Bilderbyk, Dec. 29, 11 hds. leaf
tobacco for Rotterdam; 239 hds. leaf
tobacco for Amsterdam.
S. S. Steel Maker, Dec. 24, 20 hds.
stems, 1,688 pkgs. leaf tobacco for
Shanghai; 20 hds. leaf tobacco for
Dairi.
S. S. Tredinnick, Dec. 29, 10 hds.
leaf tobacco for Napier; 5 cases plug
tobacco for Invercargill; 10 cases smoking
tobacco, 2 cases cigarettes, 66 cases
plug tobacco for Littleton; 10 cases
smoking tobacco, 18 hds. leaf tobacco,
13 cases plug tobacco for Wellington;
12 cases smoking tobacco, 27 cases plug

tobacco for Auckland; 20 cases plug to-
bacco, 3 cases smoking tobacco for
Dunedin; 10 cases plug tobacco for Mel-
bourne; 244 plug tobacco, 1,381 pkgs.
leaf tobacco for Sydney.
S. S. City of Wellington, Dec. 30, 20
hds. leaf tobacco for Dairi; 709 cases
cigarettes, 1,764 pkgs. leaf tobacco for
Shanghai.

the amount of \$1,400,000 have been elim-
inated by retirement of the issue, in-
creased rate on common, which will call
for disbursement of \$12,800,000, repre-
sents an increase of only \$1,800,000 in
dividends. Since 1821 profits have been
such as to permit \$4 dividends with a
comfortable margin.

There was carried to surplus from the
year's operations \$13,421,579, bringing
profit and loss surplus up to \$39,154,394
from \$29,732,814 at the end of 1924. Pre-
mium of \$4,000,000 for redemption of
preferred was charged against the year's
surplus.

Presence of a surplus of over \$39,-
000,000 lends strength to the belief that
the company may soon decide to pass
along benefits to stockholders by a sub-
stantial stock dividend. A 25 per cent
stock distribution would bring total com-
mon stock up to \$100,000,000.

The great success of the R. J. Rey-
nolds Company last year was based
mainly upon tremendous production of
cigarettes at a fair margin of profit.
Sales of the "Camel" cigarette, on which
the company concentrates, in conjunc-
tion with a leading brand of smoking
tobacco, provided the backbone of earn-
ings. Sales of this brand of cigarettes
are estimated to have been in the neigh-
borhood of 35,000,000,000, last year, or
around 45 per cent of the entire produc-
tion of cigarettes in the United States
for domestic consumption.

The balance sheet as of December
31, 1925, shows total current assets of
\$117,739,176, and current liabilities of
\$11,739,742. Cash decreased to \$8,000,000
from \$22,000,000 a year ago, for which
retirement of preferred stock was chiefly
responsible. Inventories increased sharply
to \$97,168,844 from \$85,726,035 at the
end of 1924, to take care of increasing
volume of business.

Without including the large inventory
item, current assets were a little less than
twice the current liabilities. Total cur-
rent assets were ten times current li-
abilities.

Following is the working capital posi-
tion at the close of the last three years:

	1925	1924	1923
Cash	\$8,024,866	\$22,024,378	\$11,000,918
Receivables	12,545,466	13,019,625	12,729,067
Inventories	97,168,844	85,726,035	85,573,052
Total	\$117,739,176	\$120,770,038	\$109,303,037

(Continued on page 78, Col. 1)

Reynolds Tobacco Co. Leading Industry

For the third year in succession, R. J. Reynolds Tobacco Company has not only
shattered its own previous earning re-
cords but has shown the largest profits
ever established by any company in the
history of the American tobacco industry.


The salient features of its report for
1925 are record earnings of nearly 30
per cent on \$80,000,000 of combined com-
mon stocks, which are the sole capital
issues, and on which 16 per cent is being
paid annually in dividends. Surplus is
just short of \$40,000,000, net working
capital \$106,000,000, cash on hand \$8,000,-
000, and ratio of current assets to cur-
rent liabilities 10 to 1.

Net income for the year ended Decem-
ber 31, 1925, was \$25,221,579 after inter-
est, depreciation, federal taxes, etc., com-
pared with \$23,777,716 in the preceding
year, and \$23,039,876 in 1923. Profits
were equivalent to \$7.44 a share on
3,200,000 shares of combined \$25 par
common and Class B common stocks,
compared with \$6.99 in 1924 and \$6.76 in
1923.

Two important developments last year
were the retirement of the preferred
stock issue of \$20,000,000 at \$120 a share
and establishment of common stocks on
a \$4 yearly basis. As there is no funded
debt, this left nothing before the \$80,000,-
000 common stocks. Although part of
the issue is understood to have been taken
out of the market before 1925, retire-
ment of the outstanding preferred
took a great deal of cash, and was re-
sponsible for reduction of cash at the
year end to \$8,000,000 from the \$22,000,-
000 shown at the close of 1924.

In December, directors declared a divi-
dend of \$1 on the common stocks, plac-
ing them on an annual basis of \$4, or
16 per cent, compared with the former
\$3 rate. As dividends on preferred to

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Description—"A" Aperture through which the smoke is drawn from Bowl to Chamber "C" and hence passing into Channel "B" to mouth. The temporary retention of the smoke within the Chamber "C" allows the nicotine to be deposited in its receptacle "D," which upon removing, and blowing through mouthpiece (Channel "B" and Chamber "C.")

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 Wm. T. Reed, Richmond, Va., vice-president.
 Harvey L. Hirst, New York, vice-president.
 Asa Lemlein, New York, treasurer.
 Chas. Dushkind, New York, counsel and managing director.

Current Liabilities

Payables .. \$6,442,397	\$4,063,011	\$2,954,728
Int., taxes, etc. 5,297,345	4,541,511	4,668,382

Total ... \$11,739,742	\$8,604,522	\$7,623,110
Net working capital 105,999,434	112,165,516	101,679,927

While net working capital was lower at the close of 1925 than at the close of the preceding year it will be seen that this was due to a reduction in cash, which in turn was due to retirement of preferred.

Earning Expansion Remarkable

Remarkable expansion in business and earning power of R. J. Reynolds has been marked by an almost nine-fold growth in net income in the thirteen years of its separate existence. Earnings of \$25,221,579 last year compare with \$2,862,566 in 1913, an increase of almost \$22,500,000. This growth has been made possible by retaining the major portion of net earnings for development of the business. While dividend disbursements have steadily increased, there was only one year in which addition to surplus did not exceed the amount paid out in common dividends.

In the thirteen years of Reynolds' career as an independent company since dissolution of the old American Tobacco Company in 1911, net working capital, which was \$12,687,834 on December 31,

1912, increased almost \$94,000,000. Of this increase in working capital only \$10,000,000 is represented by new capital. A total of \$45,000,000 was introduced, \$10,000,000 in common stock, still outstanding, \$20,000,000 in preferred, retired last year, and \$15,000,000 in three year notes, paid off by 1922.

\$30 a Share Put Back

During the thirteen years net earnings totalled \$166,877,507, while additions to surplus out of earnings amounted to \$95,796,257. This is equivalent to nearly \$30 a share on the 3,200,000 shares of combined common of \$25 par, which has been turned back.

Common dividends paid out during that period totalled \$60,450,000. Therefore for every \$1 paid out in dividends to holders of the common stocks, approximately \$1.58 has been put back into the business out of current earnings.

Following table, published by the Wall Street Journal, gives net after taxes and charges, preferred dividends, common dividends, and additions to surplus since 1913.

	Net
1925.....	\$25,221,579
1924.....	23,777,716
1923.....	23,039,876
1922.....	20,479,234
1921.....	16,258,323
1920.....	10,691,294
1919.....	11,272,753
1918.....	7,042,763
1917.....	10,340,345
1916.....	8,244,506
1915.....	4,729,988
1914.....	2,916,564
1913.....	2,862,566
Total.....	\$166,877,507

Review of Situation

(Continued from page 76)

which have changed very little since the opening sales. The total crop is estimated at from 30 to 35 million pounds.

There is some dissatisfaction among the farmers and some effort is being made to gain support for the Co-operative Association, the outcome of which is at present uncertain.

All stocks of old tobacco in the hands of dealers are small and no material changes have been reported in the old crop holdings of the Co-operative Association.

Henderson Stemming District

Conditions and prices prevailing in the Henderson Stemming section are very similar to those in the Green River section. The crop is being taken by various buyers but not with sufficient eagerness to advance the average of prices. The result is more or less dissatisfaction among the farmers and a movement to increase the membership of the Co-operative Association looking to the 1926 crop is said to be making some progress.

Clarksville-Springfield-Hopkinsville District

Sales on the loose floors in this section at the present time are large and prices generally strong. Good spinners, wrappers and binders are in demand and sell at top prices. Good lugs are in active demand but buyers do not appear eager for the common ones and low short leaf is neglected and, consequently, selling at lower prices, apparently un-

satisfactory to the farmers. It is estimated that about 30% of the crop has been sold at an average in Clarksville of about \$14.75, in Springfield about \$18.00 and in Hopkinsville \$11.40 per 100 pounds on the warehouse floors.

Nothing has developed in this section that would appear to add material strength to the outlook of the Co-operative Association for the 1926 crop.

The growth of Burley tobacco in the Hopkinsville territory increased considerably in 1925. Burley loose floor sales are being conducted in Hopkinsville and prices appear to be satisfactory to the farmers. Early preparations would indicate that there will be a material increase in Burley planting in the Hopkinsville section and a corresponding reduction in the growth of dark tobacco.

Western District

The market in the western section has strengthened somewhat in the last few days, especially on common to medium cutting leaf. It is estimated that 20% of the entire Western District crop has been sold at an average of about \$10.00 per 100 pounds. Indications are that the crop will weigh about 10% less than the 1924 crop. The average is being materially helped by the demand for good leaf, especially that which is suitable for the snuff companies.

Farmers are reported to be somewhat dissatisfied with the prices, but this does not appear to have added any material strength to the outlook for the co-operative association in this section. It is believed that a considerable number of farmers will resort to the growth of Burley as the result of the better averages and opening of markets in their section for selling Burley at auction.

There has been very little change in prices since sales were resumed follow-

Preferred dividends	Common dividends	Surplus
\$1,400,000	\$10,400,000	\$13,421,579
1,400,000	9,600,000	12,777,716
1,400,000	9,600,000	12,039,876
1,400,000	7,800,000	11,279,234
1,400,000	4,800,000	10,058,323
1,400,000	3,600,000	5,691,294
700,000	2,400,000	8,172,753
700,000	2,150,000	4,192,763
481,250	2,800,000	7,059,095
175,000	2,300,000	5,769,506
175,000	2,200,000	2,354,988
.....	1,600,000	1,316,564
.....	1,200,000	1,662,566
Total.....	\$10,631,250	\$60,450,000
		\$95,796,257

ing the holidays, in the Dark Virginia sections. Some grades of Greenish Lugs are slightly cheaper. About 70% of the crop has been marketed.

Bright Virginia

The eastern Carolina markets reopened January 11, and quantities offered since have been small. Prices are about the same as before the holidays, with the exception of some grades of heavy bodied leaf and tips, which are slightly cheaper. There remains only about 10% of the crop to be marketed.

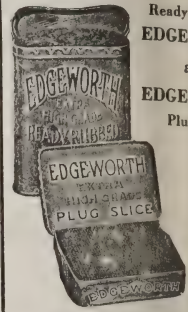
Comparatively small quantities have been offered on the Old Belt market since sales resumed January 5. Low grades still predominate in the offerings and prices show a stiffer tendency on medium and better grades.

Maryland

Unsold stocks of old crop held in Baltimore consist of 422 hogsheds, of which 30 hogsheds are frozen tobacco. Dealers were reported to have on hand January 1, 1926, 10,849 hogsheds. A substantial portion of this has no doubt been bought by manufacturers and monopolies and the quantity for resale out of this total is not known. The total receipts from the 1924 crop were 32,200 hogsheds and the 1925 crop, most of which is yet to be marketed, is estimated at 32,000 hogsheds and is considered a very good crop. About 75% of it will probably be red light handling grades suitable for domestic manufacturers, the balance more to the French types.

The 1925 crops of ground leaves was larger than estimated, and yielded about 700 hogsheds. A few hogsheds of

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other grades of the 1925 crop have been received appear to be better than the 1924 crop. The material changes in prices during the past month.

Ohio

Stocks of Ohio tobacco held on January 1, 1926, consisted of 11,000 air cured and 133 hogsheds of bacco, mostly of short and medium grades. It is estimated that crop will yield about 150 hogsheds, two-thirds of which will be air cured and the remainder, or about 30 heads, fired. The latter mostly bacco.—INTERNATIONAL PULP CORPORATION.

Increased Capital

St. Louis, Mo., Jan. 2.—Henderson Cigar Company 860 ette avenue, has increased its capital \$25,000. This is an old company.

New Dayton

DAYTON, Ohio, Jan. 25.— has opened a cigar store 9 Third street, this city.

Quaker Store

PHILADELPHIA, Pa., Jan. 2.— has purchased the cigar business of Bert Bradfield, 2803 North 11th street, this city.

CLASSIFIED ADVERTISING

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TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

XXXI. No. 15

FEBRUARY 4, 1926

Per Annum, \$3.00
Per Copy, 10 Cents

Tobacco Exports from the United States During the Year 1925

WASHINGTON, D. C., Feb. 1.—Exports of tobacco from the United States for the calendar year 1925 (not including cuttings and trimmings) amounted to 20,000,000 pounds, compared with 19,000,000 pounds exported annually during the calendar period 1920 to 1924, according to the Tobacco Section of the Department of Commerce. A comparison of the particular period sets a high standard for our leaf export record. The fact that three years under review marked a low point in our trade history. Even exports in 1925 show a decrease of only about 3.8 per cent, compared with the average annual exports of the years previous. Compared with the years before the war, the exports of 1925 have increased more than 100 per cent.

The leaf export trade in 1925 shows an increase over any records not even to be met by sanguine expectations. It is nevertheless true that it has been against strong odds. The odds may be mentioned against foreign countries toward the tobacco production; the power of the currency against our foreign purchasers; the long term of credit demanded; the accumulations in Europe of exports of other years, particularly in 1922 and the good price level which has been maintained by the quality of the leaf from the last two

years. The Department of Agriculture has a domestic production of 1,349,000,000 pounds, which represents an increase of 10 per cent over the average annual production during the period 1920 to

Exports by Types

The export of bright flue-cured tobacco has shown a steady and healthy increase during 1925. Over 278,000,000 pounds of this type were exported in comparison with about 266,000,000 pounds in 1924 and 180,000,000 pounds in 1923. The United Kingdom took 10 per cent of the exports of this type; China took 28 per cent; and Mexico was pretty well displacing Australia, Canada,

Senate Approves Bigger Cigar Tax Cut

WASHINGTON, D. C., Feb. 3.—The Senate, acting as a committee of the whole, on the Revenue Bill, adopted the amendments of the Finance Committee for further reduction in the tax on cigars that allowed by the Finance Committee that body to be put forth in full in previous years. Several of the other amendments to the tobacco section recommended by the committee, however, were not taken up later. These amendments which may be of

Quantity Sent by Uncle Sam to His Foreign Cousins Amounted to 468,455,613 Pounds—Exports Hold Own Against Strong Odds—Various Types and Destinations.

Japan, Germany, British India, the Netherlands, Poland, Denmark, and the Dutch East Indies.

The flue cured type enters into the manufacture of cigarettes and is produced in Virginia, North Carolina, South Carolina, Georgia, and a small quantity in Florida. The flue-cured crop in 1925 amounted to 552,585,000 pounds compared with 436,801,000 pounds in 1924 and 598,285,000 pounds in 1923.

Exports of burley do not reflect any

Lorillard Buys More Burley

LEXINGTON, Ky., Jan. 30.—The Burley Tobacco Growers' Co-operative Association announces the sale of 5,000,000 pounds of Association tobacco to the P. Lorillard Tobacco Company, the third purchase made by that company within the past month from the Association, the first having amounted to 2,000,000 pounds, and the second to 700,000 pounds.

The purchase announced today is from the 1923 and 1924 redried crops and from the 1925 crop, from each of which James C. Stone, president and general manager of the Association, has made large sales the past month, the total amounting to more than 112,000,000 pounds and including practically all the leading American manufacturers except one.

It is understood that the sales announced this week, as well as the others, were at Association prices, though no prices nor averages were given out at the Association offices.

The sale, it was said, leaves about 60,000,000 pounds of the crop of the 1923 and about 35,000,000 pounds of the 1924 crop on hand. The 1925 crop has been taken by the manufacturers as fast as it has been received from the growers, or practically so, it was said.

Delivery of the previous sales of 107,000,000 pounds is progressing at the capacity of the companies to receive it, but a considerable time will be required to deliver such a tremendous amount of tobacco, according to Association officials and employees.

Paducah Office Opened for Liggett & Myers

PADUCAH, Ky., Jan. 29.—Under the personal supervision of R. O. Smith, the Liggett & Myers Tobacco Company has opened a district sales office here. Mr. Smith has been eastern district manager for the L. & M. concern for five years, with headquarters in Lexington. Both Horace Majors and Frank Burrows are to continue as western Kentucky sales representatives.

material gains but the trade in this type has at least held its own. Over 6,000,000 pounds were exported in 1925, compared with about the same amount in 1923 and over 7,000,000 pounds in 1924. Belgium, the United Kingdom and Portugal are the principal foreign buyers. As our domestic factories consume great quantities of this type in the manufacture of cigarettes, smoking and chewing tobaccos, it does not enter into foreign trade channels as actively as the dark tobaccos or the flue-cured types. Burley is gradually being introduced into Europe, however, and the outlook for future foreign trade is encouraging.

Canada is our only foreign competitor of consequence in the production of burley. Of all Great Britain's colonies, Canada has been the promised land in tobacco production. Much money has been spent in advertising and experi-

mentation and a preferential tariff offered. The total production in 1924 was about 12,000,000 pounds; in 1925 it reached 20,000,000 pounds, about 9,000,000 pounds of which were burley, 6,000,000 pounds flue-cured, and 4,000,000 pounds, Green River. Of course, the growing season, so frequently shortened by early frosts, offers a perpetual hazard for the Canadian industry which

(Continued on page 4)

Prentiss M. Terry Home on Business Trip

WASHINGTON, D. C., Feb. 3.—Prentiss M. Terry, special tobacco representative of the Department of Commerce, has just returned to Washington from Brussels, where he has been during the past year. He has returned to the United States on private business, but will discuss the tobacco situation abroad with government officials while he is here. The date of his return to Europe has not yet been set.—L.A.M.M.

Florida Growers Finish Seedbed Work

January Rains Cause Unfavorable Sterile Situation—Black Shank in Action—Labor Shy—Bright Tobacco Day—Swisher Progress—Gardner Hospital Chairman.

QUINCY, Fla., Jan. 31.—Work on Florida seed beds is just about wound up as February comes upon us. The seed bed preparation has been delayed perhaps longer this year than is customary. The season this year has not been as favorable to sterilization on account of January rains. The beds that were planted about the regular date, January 15, are just germinating the seed, and as soon as warm days set in the daily watch of plant growth will tend to synchronize the various activities on other parts of the tobacco plantations and it often becomes a race between nature and a depleted labor supply to have everything on time when the planting begins.

Another reason for the late seed bed work is a sort of an afterthought due to slight acreage increases that will be found on various farms. This increase will not be marked in any one locality or by any single planter. It does show a renewed confidence in the situation generally over the Florida-Georgia field.

Black Shank

Old General Black Shank is still holding his line and may be just as aggressive as he ever has been, particularly since he is now storing up in the soil plenty of moisture, one of his best allies in an offensive when warm weather comes. Florida planters, however, are doing their part in meeting him. A system of rotation has been instituted, very much like that which has been

used for many years in Sumatra in meeting the same and similar diseases. Tobacco is planted once every five or seven years, the shade being moved each year. It is hoped that this method will hold the intensity of the disease on any given field to the minimum.

The method which the experts figure will give the best results, however, is that of resistance. The Florida Tobacco Experiment Station is working on the resistance line and is meeting with real success. It is now thought that it is but a matter of another year or two when black shank will no longer be the terror that it has been in Florida shade tobacco.

E. G. Beinhart, who has been retained by the Florida Georgia Tobacco Growers' Association during the past three years, has agreed to stay on for another year to finally determine the value of the resistant strain of Beinhart's 44, the selection that has yielded 90 per cent of a crop when others gave from zero to only 60 per cent of a crop. He also has two strains of Round Tip that show excellent promise of resistance and a Sumatra selection that has produced 70 per cent of a crop.

Beinhart's 44 had been received very critically by the trade, it having been pronounced to lack the finish that is desired. However, it is reported that during the past few days two crops of this tobacco have been found by a visiting buyer who pronounced them to be as

(Continued on page 36)

Leaf Tobacco Exports

(Continued from page 3)

cannot be overcome by preferential tariffs even. Nevertheless, increasing production in Canada will affect our exports to Canada and Great Britain as well. Apparently American tobacco farmers will be forced to reduce their area and concentrate on quality in order to successfully combat foreign competition.

Always in Demand
There is always a demand abroad for high-grade Kentucky dark tobaccos and this demand is likely to increase. The fact that Europe was able to decrease her purchases of dark tobaccos in 1925 was due largely to stocks on hand from the heavy imports of 1924. Since the production of low grades is not profitable to the American farmer, and might be made a profitable industry in Europe (in view of cheaper labor, etc.), it seems economically sound in principle for the

American farmer to devote his energies toward the production of superior grades.

The dark Virginia type has taken greater punishment in the export trade during the past three years than any other type of American tobacco, having suffered a decrease of over 18,000,000 pounds or 58 per cent in 1925 when compared with 1923. There has been a continued decrease in production of the dark Virginia type during the past three years, and greater quantities have en-

tered into domestic consumption. Losses in trade are noted in the exports to the United Kingdom, Canada, China and Sweden.

Maryland and Ohio Exports
Nearly 14,000,000 pounds of Maryland and Ohio Export tobacco were exported in 1925, compared with 12,300,000 pounds in 1923 and about 11,000,000 pounds in 1924. Cigar leaf tobaccos are among our export types, but

Exports of Leaf Tobacco From the United States During the Calendar Year 1925.

Exported to:	Bright Flue Cured Leaf	Burley	Dark fired Kentucky and Tennessee	Dark Virginia	Maryland and Ohio Export	Green River	Cigar Leaf	Other Leaf Tobacco
Austria	1,022,069		800	42	38,850			201
Azores and Madeira Islands	2,173	11	42,125	23,386				8,080
Belgium	2,009,967	2,294,967	6,638,980	100,772	1,693,295	700,330		817,619
Czechoslovakia				107,082				
Denmark	3,255,893	177,238	2,112,559	404,676	191,636	4,995	10,381	64,416
Estonia	118,421				40,417			
Finland	257,798		8,893					717
France	184,366		12,253,039	232,191	6,403,517			2,649,976
Germany	5,987,626	33,135	11,471,317	3,621,420	297,489	52,605		123,074
Gibraltar			16,840	1,055				
Irish Free State	481,368		626,420	34,080		308,085		2,095
Italy	12,672	665	10,198,902	181,240	754,765			102,637
Malta, Gozo, and Cyprus Islands	248,521	3,250	156,888	84,275				18,155
Netherlands	4,086,112	199,801	9,070,885	2,971,208	2,946,802	572,842	55,102	900,414
Norway	2,824,823	2,283	1,057,771	1,505,689	35,417	11,950		33,921
Poland and Danzig	2,508,099		7,014,515					
Portugal		1,248,087	924,045	156,762				
Rumania			73,835		333,290			100,337
Spain			15,025,364			6,045		
Sweden	307,975	51,810	532,149	606,151	805			
Switzerland	97,738		1,259,185	121,833	580,976			
United Kingdom	130,011,475	1,398,869	22,023,429	4,889,058	36,853	9,018,421	166,975	2,544,941
Canada	9,444,813	16,790	553,869	363,461	36,855	40,848	330,922	1,168,745
British Honduras	50		75,905					687
Costa Rica	18,911			2,511				
Guatemala	1,509		5,705	810				
Honduras			100					
Nicaragua		400	74,600	200				
Panama			96,630	6,432			50	1,108
Salvador	7,773		555					170
Mexico	300		472,448	33,655				300
Miquelon and St. Pierre Islands	300					600		1,328,512
Newfoundland and Labrador	111,966	176,617	51,140	105,653		61,619		40,127
Barbados	52,329		15,854	7,475				11,286
Jamaica	55,960		5,535			619		449
Trinidad and Tobago	253,244		112,317	57,055		22,149		
Other British West Indies	6,717	750	157,532	4,550		78,859		5,948
Cuba			900		82,820			425
Dominican Republic				192		465	15	
Dutch West Indies	7,600		9,579	27,100		15,929	315	
French West Indies			170,923			23,565		18,119
Haiti		2,690	1,234,659	1,696		501,246		63,531
Virgin Islands of United States			27,775			23,772		5,084
Argentina	138,160	11,037	1,885,750	116,521				384,626
Bolivia	1,958							
Brazil	37,061		48,544	26,573				2,023
Chile	64,607		3,420	270				
Colombia	36,535		58,369	7,425				2,321
British Guiana	4,617		176,538	3,677		158,475		42,094
Dutch Guiana			116,539			26,777		14,056
French Guiana			41,935			9,213		
Peru	10,867							
Uruguay	8,925		31,374	4,263				
Venezuela			3,582			2,443		
British India	4,596,995	14,548		150,828				50
Ceylon			800					
China	78,824,336		50	398,999		2,285,670		1,089,108
Java and Madura	3,016,337		2,050	9,854				
Other Dutch East Indies	2,750	2,430	2,230	11,427				
Hongkong	2,239,137			98,284				
Japan	7,741,105	4,991		46,630				60
Kwangtung, leased territory	27,191							
Palestine and Syria			1,940					
Philippine Islands	38,856						309,051	133,538
Russia in Asia	10,800							
Siam							3,637	
Other Asia			1,000					
Australia	19,637,895	4,198	15,936	2,912,001				6,717
British Oceania			6,000					
French Oceania								
New Zealand	260,456			15,547				8
Abyssinia							6,215	29,259
Belgian Congo			7,700			5,390		1,067
British West Africa	69,574		7,058,946	367,913		2,798,046		1,029,043
British South Africa	23,317	10,206	114,320			20,747		10,173
British East Africa						6,793		
Canary Islands	17,415		684,676	133,685	42,160	17,976		47,957
Egypt	800	200	2,142	18,710				1,595
Algeria and Tunis	19,199	353,943	1,059,470	169,649	280,758			274,331
Other French Africa	40,353	7,979	1,532,672	194,883		1,031,637		753,550
Liberia			235,894			66,058		36,880
Morocco			151,918		116,047			130,378
Portuguese East Africa	22,081		10,096	4,477				4,850
Other Portuguese Africa	10,340		92,557			39,242		80,185
Spanish Africa			40,773			57,220		2,752
Total	278,279,373	6,016,895	116,961,188	20,343,326	13,912,752	17,970,631	882,663	14,088,785

Compiled in the Tobacco Section from Records of Statistical Division, Bureau of Foreign and Domestic Commerce, and issued as supplement to Tobacco Markets and Conditions Abroad, No. 29, January 26, 1926.

the production being cigar leaf shows an irregular fluctuation since 1923. Note the following tables:

Exports of Leaf Tobacco by Types from the United States, Calendar Years, 1923, 1924 and 1925.

	(Quantity in Pounds)		
	1923	1924	1925
.....	179,981,750	265,514,767	278,279,373
.....	6,000,945	7,397,988	6,016,895
.....	150,880,171	170,228,088	116,961,188
.....	48,360,509	31,070,542	20,343,326
.....	18,062,060	12,830,531	13,912,752
.....	14,057,576	16,085,428	17,970,631
.....	388,995	1,464,147	882,663
.....	56,768,133	41,963,925	14,088,785
.....	474,500,139	546,555,416	468,455,613
.....	22,846,496	28,842,778	9,032,097

the Tobacco Section from Records of the Statistical Division, Foreign and Domestic Commerce.

Local Paragraphs for Peppy People

PICTURE ROCKS, Pa., Jan. 30.—Ye Old Corner Store, Charles A. Sypher, proprietor, has been purchased from Samuel Drick, and will continue to sell cigars and provisions.

AUBURN, Me., Feb. 1.—Riverside Cigar Store, Smith T. Sharples, proprietor, 2 Court street, was damaged by fire last Thursday, with a loss of \$2,000. This store was reported closed about a week ago by creditors.

CANANDAIGUA, N. Y., Feb. 1.—John B. Caruso has purchased the cigar and sporting goods business here of Ogg & Houston.

OAKVILLE, Conn., Feb. 1.—W. H. Byrnes, operating the Oakville Drug Company on Main street, has reopened his cigar department, which was damaged by fire November 24 when his store was gutted.

HARRY SCHOICHT, 2846 Church avenue, Borough of Brooklyn, New York, is reported to have made an assignment to A. Flax, 161 West Twenty-third street, New York, upon this cigar and stationery stock.

NEWARK, N. J., Feb. 1.—Herman Springer, 315 Hawthorne avenue, this city, is to move to the corner of Lyons avenue and Bergen street, about June 1, in a new building. M. Stavitsky, 972 Broad street, was the agent.

HUNTINGTON, Ind., Jan. 30.—Waldo Schaeffer has purchased the cigar and confectionery business of Elwood Clark.

SAN DIEGO, Cal., Jan. 26.—Frank Martin has opened a cigar and confectionery business here at 4,224 Illinois street.

ATINSWORTH, Neb., Jan. 29.—John Vincent has purchased the cigar and billiard business of Andrew Cole and George Lühres.

LOS ANGELES, Cal., Jan. 26.—Carl Lindwall, 5408 Santa Monica Boulevard, has opened a cigar and confectionery store at that address.

ABINGDON, Ill., Feb. 1.—A. E. Miller has purchased the cigar and confectionery business of Saraf & Nofle.

CORINTH, Miss., Jan. 30.—Richard Tyson has purchased the cigar and lunch business of L. T. Doyle for a consideration of \$2,000.

SEYMOUR, Ind., Jan. 30.—Gates & Blumer have purchased the cigar and confectionery business of F. H. Gates & Son.

Leaf Tobacco Held By Manufacturers and Dealers

January 1, 1926 and 1925, and October 1, and July 1, 1925

WASHINGTON, D. C., 2 p. m., Jan. 29.—These statistics represent the quantity of leaf tobacco reported as held (1) by manufacturers who, according to the returns of the Commissioner of Internal Revenue (manufactured during the preceding calendar year more than 50,000 pounds of tobacco, 250,000 cigars, or 1,000,000 cigarettes; (2) by all registered dealers in leaf tobacco; and (3) all imported leaf tobacco in United States bonded warehouses and bonded manufacturing warehouses. (Preliminary report.)

Pounds of Leaf Tobacco on Hand

Types	Jan., 1926	Jan., 1925	Oct. 1, 1925	July 1, 1925
*AGGREGATE	1,818,564,398	1,713,669,895	1,754,595,720	1,847,224,526
Chewing, smoking snuff, and export types; Total.	1,384,626,646	1,266,082,988	1,289,447,017	1,337,783,775
Burley	462,805,282	405,642,837	459,087,228	498,045,413
Dark Dist. of Ky. and Tenn.	244,906,809	223,205,768	251,409,398	310,832,578
—Total	141,311,353	118,556,807	151,188,953	192,686,545
Dark fired of Clarksville, Hopkinsville and Paducah	7,639,341	5,138,177	5,836,652	8,472,362
Henderson	52,680,913	56,168,789	51,955,201	57,138,812
Green River	43,275,202	43,341,995	42,428,592	52,534,859
One Sucker	4,770,846	5,738,721	4,172,373	5,502,849
Virginia Sun Cured	52,242,101	38,452,879	43,068,989	49,467,774
Virginia Dark	603,089,699	579,462,215	513,171,248	462,311,220
Bright Yellow Dist. of Va., N. C., S. C., and Ga.	14,982,701	11,457,364	16,677,906	8,757,904
Maryland	1,553,297	1,808,906	1,519,429	2,482,428
Eastern Ohio Export	275,911	314,298	340,446	383,609
All other domestic, including Perique-Louisiana	356,119,269	371,043,245	389,912,642	423,975,046
Cigar types: Total	103,230,461	89,419,312	103,986,579	112,452,694
New England, including Connecticut—Total	41,757,700	36,294,372	44,712,206	49,382,112
Broad leaf	49,730,092	40,944,409	48,862,319	53,577,550
Havana seed	11,733,669	12,180,531	10,482,054	9,493,032
Shade grown	3,990,906	2,858,927	4,438,354	4,392,657
New York	97,584,757	97,443,680	113,399,696	122,486,689
Pennsylvania	51,650,098	65,611,504	56,380,563	61,024,181
Ohio	83,895,014	97,749,297	98,223,449	110,344,095
Wisconsin	4,364,341	7,205,753	5,308,191	4,758,681
Georgia and Florida	11,278,924	10,455,185	8,073,723	8,350,401
Porto Rico	124,768	299,587	102,087	165,648
All other domestic	77,818,483	76,543,662	75,236,061	85,465,705
Imported types	1,487,172,069	1,487,172,069	1,487,172,069	1,487,172,069

* Leaf tobacco on hand Jan. 1, 1926, includes 1,487,172,069 pounds, for which the "Marked weight" was reported (i. e., weight at time it was packed or baled); and 331,392,329 pounds for which the "Actual weight" was reported. The corresponding amounts included for 1925 were 1,373,368,826 and 340,301,069 pounds, respectively; for Oct. 1, 1925, 1,442,699,417 and 311,896,303 pounds, respectively; and for July 1, 1925, 1,508,145,794 and 339,078,732 pounds, respectively. Allowance should be made for shrinkage on the amounts for which "Marked weight" was reported, in order to ascertain the actual weight. The total for Jan. 1, 1926, includes 1,686,054,457 pounds of unstemmed and 132,509,941 pounds of stemmed leaf tobacco.

CALIENTE, Nev., Jan. 29.—John Tavernese is to open a cigar and billiard room here is about one week. He is now in the market for stock and fixtures.

FARMINGTON, Ia., Jan. 30.—Crayton Rabb had a loss by fire of \$2,500 today in his cigar and billiard room. He is covered by insurance and has purchased the equipment of R. E. Waste, and is continuing.

HELENDALE, Cal., Jan. 26.—J. W. Burden & Son have purchased the cigar and provision business of Walter T. Tricky.

MT. WASHINGTON, Ky., Jan. 30.—Bivens Confectionery is successor to Fred B. Smith in the cigar and confectionery business here.

MR. CLEMENS, Mich., Jan. 30.—Fred P. Touscan, 23 Broadway, is to open a cigar and billiard business in about one month. He is in the market for stock and fixtures.

NEW CASTLE, Ind., Jan. 30.—George C. Rush & Sons have purchased the cigar business of George Myers.

CHEROKEE, Okla., Jan. 28.—Ralph Henson, in the cigar and confectionery business here, is reported in the hands of a receiver.

KENT, Wash., Jan. 26.—Fred Bayman is to open a cigar and confectionery business on Central avenue in about three weeks.

ROLFE, Ia., Jan. 29.—George R. Cook has purchased the cigar and confectionery business of Clark Jolliffe.

MORRIS ROSSELL, of 1741 First Avenue, New York, reported to have assigned to D. H. Rubin, 15 Park Row, upon his cigar and stationery stock.

COPLAY, Pa., Feb. 1.—Charles and Raymond Rogers have purchased the cigar and confectionery business of Burton Bigley.

WARWICK, N. Y., Feb. 1.—United Cigar Stores Company has opened a new store here in the Shulman Building.

EAST RADFORD, Va., Feb. 1.—Crikakis & Lucas have opened a cigar and confectionery store here.

NEW BRUNSWICK, N. J., Feb. 1.—Edward Arky, 81 French street, this city, is to open a branch cigar and drug store at 107 Easton avenue, in about one month.

FORT MYERS, Fla., Jan. 30.—United Cigar Stores Company have opened a new branch here in the Post Office Arcade.

TOBACCO SEED

Sate Seed Company

Tobacco Seed the World SOUTH BOSTON, VA., U. S. A.

ESTABLISHED 1854

THE JOHN BERGER & SON CO.

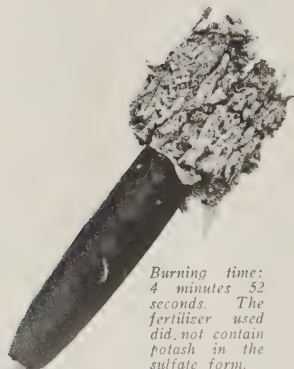
PACKERS OF LEAF TOBACCO

MAIN OFFICE IMPORTERS OF 315 MAIN STREET HAVANA AND CINCINNATI, O. SUMATRA

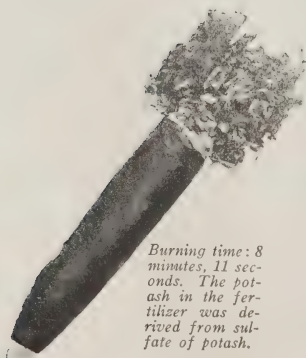
WAREHOUSES

Germantown, O. Lancaster, Pa. South Windsor, Conn. Havana, Cuba.

Why does one cigar burn freely and evenly . . while another burns unevenly?



Burning time:
4 minutes 52
seconds. The
fertilizer used
did not contain
potash in the
sulfate form.



Burning time: 8
minutes, 11 sec-
onds. The pot-
ash in the fer-
tilizer was de-
rived from sul-
fate of potash.

You light a cigar . . apply the match carefully to give the fire an even start . . puff steadily . . and it burns unevenly and irregularly. Take another . . light it the same way . . and it burns freely and evenly to the last draw. What makes the difference?

You needn't puzzle over the question...science has answered it for you. . .just read the following:

One of our leading agricultural experiment stations grew tobacco on several plots. The same variety of seed was used; the soil was the same, and plants on each plot were treated alike . . . with only one exception which we will mention later.

Cigars were made of leaf picked from each plot. They were made as uniformly as possible by an experienced cigar manufacturer. A Wisconsin binder and a Connecticut seed leaf wrapper were used with the filler which was all of the same variety, Zimmer Spanish.

The cigars were then tested for "fire holding" capacity. To do this, an automatic smoking machine was used which closely approximates the manner in which the average man smokes. Now note what this test showed:

One cigar burned 4 minutes 52 seconds, while another burned 8 minutes 11 seconds. Each of the above ci-

gars was produced and tested in the same manner, but the superior cigar was fertilized with sulfate of potash . . . the other was not.

There is very little . . almost none . . of the harmful chlorine in sulfate of potash . . that is why it is the best source of potash for tobacco fertilizers. BUT consider the grower:

The tobacco grower pays **more per ton** for fertilizer which contains sulfate of potash . . and while this higher priced mixture gives him leaf of better quality . . it does not **assure** him of a **larger** yield than would a cheaper source of potash.

Why should he use good fertilizer and invest more per acre . . without being **assured** of a larger yield . . unless he knows his better quality crop will bring him a better price from you?

If you want better smoking tobacco produced by the grower . . then study fertilization yourself . . and encourage the grower to produce **quality** as well as **quantity**.


Our Soil and Crop Service has just completed a newly-revised edition of "Better Tobacco." Several hundred copies are being mailed to tobacco buyers this week. If you would like to receive one, just send us your request.

POTASH IMPORTING CORPORATION OF AMERICA

10 Bridge Street, New York, N. Y.

ATLANTA, GA. SAN JOSE, CALIF. BALTIMORE, MD.

Sales Agents, H. J. Baker & Bro., 81 Fulton St., New York
West of Rockies, Meyer, Wilson and Co., San Francisco, Cal.

Genuine  German
POTASH

Tobacco Production in U.S. Shows Increase and Prices Show Decrease

ON, D. C., Jan. 25.—In-
duction of New Belt flue
in 1925 over 1924, de-
reased and most of the dark
and decreased average price
of farmers in all except a
e reported by the United
ment of Agriculture.
ent in the New Belt dis-
arolinas, Georgia and Flor-
st year there was a short
an offset low yields in the
prising parts of North Car-
olina, the department says.

ere in Bright Flue Cured
etic of all bright flue cured to-
bo at approximately 552,585,000
pared with 436,801,000
in 1924. The increase of New Belt
a amounted to 120,000,000
Production in both belts was ex-
in 1920, when 631,000,000

Farmers Raised More of Some Types in 1925 and Receive Lower Prices Per Pound for Nearly All Kinds—Burley Crop Smaller—Bright Flue Cured in Old and New Belts About 552,585,000 Pounds—Wisconsin and Ohio Cigar Leaf Growers Fare Better Than New Englanders.

pounds was produced, and in 1923, when
production reached 493,000,000 pounds.

Slight Decrease Reported

A decrease of only 1.4 cents per pound
on the average is reported for flue cured
tobacco by the department, which reports
an active demand for this type of tobacco
for export and the manufacture of
cigarettes. Georgia growers, however,
received only 14.4 cents per pound on the
average, compared with 21.7 cents the
preceding year, due largely to a crop of
lower quality.

Burley production last year is esti-
mated by the department at 271,000,000

pounds, compared with 299,000,000 in
1924. Average price per pound, accord-
ing to early indications, will be about 21
cents, compared with 21.3 cents for the
1924 crop, the department says. In-
creased consumption of cigarettes, to-
gether with decreased production of bur-
ley tobacco, may combine to bolster
prices of this type.

Smaller Export Demand for Dark Leaf

The dark fired types of tobacco in
general decreased in both production and
price, compared with 1924. Increased pro-

duction of similar tobacco in central and
southern Europe has resulted in a small-
er export demand for American dark
fired tobacco.

Cigrr Leaf Increases by 20,500,000 Pounds

Production of cigar types of tobacco
increased 20,500,000 pounds over 1924,
the department says. The increase was
mainly in the Miami Valley of Ohio and
Indiana, and in Wisconsin—sections
which suffered heavy crop damage in
1924, with resulting low yields and
prices.

Wisconsin Prices Higher

The average price per pound to Wis-
consin growers for the 1925 crop is esti-
mated at 16 cents, compared with 9 cents
in 1924. This meant a value per acre
of \$137.50, compared with \$84.61 in 1924.
The value per acre in Ohio is estimated

(Continued on page 23)

Tobacco by Types, Acreage, Production and Value, 1924 and 1925

Class and Type	U.S. Type No.	Acreage		Yield		Production		Average Price per Pound		Farm Value		Value per acre	
		1924 Acres	1925 Acres	1924 Lbs.	1925 Lbs.	1924 Lbs. (000)	1925 Lbs. (000)	1924 Cents	1925 Cents	1924 \$ (000)	1925 \$ (000)	1924 \$	1925 \$
Flue Cured	11	142,300	128,200	598	576	85,045	73,842	21.3	17.0	18,115	12,553	127.30	97.92
Carolina	11	224,000	240,000	588	579	131,790	138,895	22.0	18.6	28,994	25,834	129.44	107.64
Old Belt	11	366,300	368,200	592.0	577.8	216,835	212,737	21.7	18.0	47,109	38,387	128.61	104.26
Carolina	12,13	268,500	301,000	534	725	143,380	218,225	25.5	26.9	36,562	58,703	136.17	195.03
Carolina	13	94,000	96,000	485	740	45,590	71,040	17.0	17.0	7,750	12,077	82.50	125.80
Carolina	14	38,450	66,250	767	716	29,596	47,433	21.7	14.4	6,422	6,830	167.03	103.10
Carolina	14	2,500	4,500	560	700	1,400	3,150	19.0	15.0	266	473	106.40	105.11
New Belt	..	403,450	467,750	545.2	726.6	219,966	339,848	23.2	23.0	51,000	78,083	126.41	166.93
Flue Cured	..	769,750	835,950	567.5	661.0	436,801	552,585	22.5	21.1	98,109	116,470	127.46	139.33
Kentucky	21, 25	57,500	51,200	750	731	43,125	37,427	19.4	19.0	8,366	7,111	145.50	138.89
Kentucky	22	49,400	58,000	800	795	39,520	46,110	12.7	11.5	5,019	5,303	101.60	91.43
Kentucky	22	65,000	69,000	806	739	52,390	51,000	17.6	17.0	9,221	8,670	141.86	125.66
Kentucky	22	114,400	127,000	803.4	764.6	91,910	97,110	15.5	14.4	14,240	13,973	124.48	110.02
Kentucky	23	61,500	58,000	812	780	49,938	45,240	9.8	9.0	4,894	4,072	79.58	70.21
Kentucky	23	23,000	16,000	721	750	14,420	12,000	10.0	10.0	1,442	1,200	72.21	75.00
Kentucky	23	81,500	74,000	789.7	773.5	64,358	57,240	9.8	9.2	6,336	5,272	77.74	71.24
Kentucky	..	17,167	18,000	825	775	14,163	13,950	12.0	10.0	1,700	1,395	99.03	77.50
Fire Cured	24	270,567	270,200	789	761	213,556	205,727	14.3	13.5	30,642	27,751	113.70	102.71
Kentucky	31	2,600	2,600	1,050	852	2,730	2,215	21.4	20.0	584	443	224.62	170.39
Kentucky	31	8,000	9,000	775	775	6,200	6,975	22.0	18.2	1,364	1,269	170.50	141.00
Kentucky	31	4,500	6,000	700	650	3,150	3,900	22.0	20.0	693	780	154.00	130.00
Kentucky	31	17,050	15,300	914	745	15,590	11,400	24.0	22.0	3,742	2,508	201.87	163.93
Kentucky	31	15,300	12,500	898	867	13,732	10,839	19.0	21.5	2,609	2,330	170.52	186.40
Kentucky	31	5,000	5,000	1,100	815	5,500	4,075	25.0	27.0	1,375	1,100	275.00	220.00
Kentucky	31	264,133	255,000	857	810	226,412	206,550	21.1	21.0	47,773	43,375	180.71	170.10
Kentucky	31	30,500	36,000	849	700	25,886	25,200	22.0	20.0	5,695	5,040	186.72	140.00
Kentucky	31	347,083	341,400	863.8	794.3	299,200	271,154	21.3	21.0	63,835	56,845	183.45	166.51
Kentucky	32	32,000	30,000	704	823	22,528	24,690	26.9	19.0	6,060	4,691	189.38	156.37
Kentucky	32	350	700	856	1,286	300	900	14.0	11.0	42	99	120.00	141.43
Kentucky	35	5,200	4,000	880	887	4,576	3,510	10.0	9.3	458	326	88.08	81.50
Kentucky	35	35,500	36,000	785	883	27,868	30,000	11.5	10.0	3,205	3,000	90.28	83.33
Kentucky	35	9,500	9,000	703	700	6,679	6,050	10.5	9.0	701	545	73.79	60.56
Kentucky	35	50,200	49,000	779.4	807.4	39,123	39,560	11.2	9.8	4,364	3,871	86.93	79.00
Kentucky	36	57,300	60,000	830	850	47,559	51,000	11.6	10.0	5,517	5,100	96.28	85.00
Kentucky	37	7,600	7,000	737	798	5,600	5,586	14.6	15.0	818	838	107.63	119.71
Kentucky	..	494,533	488,100	837.8	804.9	414,310	392,890	19.5	18.2	80,636	71,444	163.06	146.37
Kentucky	..	1,000	1,000	400	504	400	504	55.0	55.0	220	277	220.00	277.00
Kentucky	..	1,535,850	1,595,250	694.0	721.0	1,065,067	1,151,706	19.7	18.7	209,607	215,942	136.48	135.37
Kentucky	..	38,000	37,000	1,363	1,414	51,790	52,320	31.0	18.3	16,055	9,575	422.50	258.78
Kentucky	..	2,000	2,000	1,175	1,100	2,350	2,350	22.3	22.0	524	848	262.00	242.00
Kentucky	..	46,000	41,000	1,250	1,400	57,500	57,400	15.7	15.0	9,027	8,610	196.24	210.00
Kentucky	..	40,600	36,000	616	1,074	25,000	38,600	13.0	16.0	3,250	5,760	80.05	160.00
Kentucky	..	500	500	880	985	445	458	13.0	16.0	45	80	90.00	160.00
Kentucky	..	38,000	32,000	940	1,375	35,780	44,000	9.0	16.5	3,215	7,260	84.61	137.50
Kentucky	..	1,550	750	957	808	1,484	606	40.9	37.6	587	228	387.71	304.00
Kentucky	..	3,500	2,500	886	924	3,100	2,310	49.6	58.0	1,538	1,340	439.40	536.00
Kentucky	..	170,150	151,750	1,042.5	1,304.4	177,389	197,954	19.3	16.8	34,241	33,337	201.24	219.68
Kentucky	..	1,706,000	1,747,000	728.3	772.6	1,242,456	1,349,660	19.6	18.5	243,848	249,279	142.94	142.70

ces per pound represent season averages for 1924, and season averages to date for 1925. Compare season averages may change the 1925 prices and values.



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Shake Hands With Porto Rico!

When the Government of Porto Rico set out to put its native tobacco on the map some pessimistic people said the usual thing—it can't be done!

Porto Rican tobacco, right after the war with Spain, held a peculiar position. It was used in the United States in some quantity, but nearly everyone knew of it as a sort of Havana leaf which was to be used as a combination filler base in cigars.

Even leaf brokers and cigar manufacturers didn't know much about it then. And that was only a little more than twenty-five years ago!

Now, after the elapse of time, Porto Rican tobacco is sought in quantity—and for quality, too!

It is used, in fact, for some of the finest American made high grade shapes and sizes which supply the popular taste of the Nation in huge volume!

It is used, too, by many manufacturers who at first were extremely doubtful about it. They were so doubtful, it seems, that they have commenced to use it seriously only within the last very few years.

For they waited for the more progressive cigar manufacturers to try it out on the more expensive goods. They realized it was suitable for five cent cigars, but they rather suspected that the ten, fifteen and three for a half smoker would never appreciate it.

And now, knowing what Porto Rican tobacco has accomplished for the many successful brands of the country, they cannot get quite enough of the grades they desire!

But all this, of course, is no accident. It is, in fact, the result of patient—very patient—and expensive publicity. To convert the American manufacturer that Porto Rican tobacco was what he wanted, became a huge task, a test of time.

Dollars were spent—many dollars—and much work upon the part of sincere Porto Rican officials, packers and growers to make this now successful business the very real accomplishment it actually is.

Domestic cigar leaf associations often appear surprised that Porto Rico has come to the front so fast. They fail to understand why certain sorts of American grow leaf have either stood still or receded, while the Porto Rican has swung ahead like an aeroplane in front of an eagle!

American growers, too, have hardly yet grasped the significance of Porto Rico's success. They have not fully sensed the reason for Porto Rican prominence in the cigar markets of the country!

And one reason why the domestic growers have not yet got this result firmly imbedded in their minds is because they continue to ignore the supreme vital facts—publicity and patience!

Because, since the World War, cigar leaf growers in this country have been impatient. Their immense good fortune—or was it otherwise—brought to them by the inflation of war orders and values, accustomed them to the demand, not the service, of better tobacco.

They became so infatuated with the idea of immediate profits and greater business, that they forgot how these profits and this business is maintained.

They forgot, it appears, that no business—even the growing of tobacco—will prosper unless it is associated with the widest publicity. And, speaking of publicity just that is meant, and nothing else.

For, without advertising, without the expenditure of good, real, hard American dollars, it is utterly impossible to maintain an industry, of any sort, upon a going basis.

Cigars, of course, were hard hit by post-war conditions. Every thing in the cigar line slowed up, stood still, back-slided a bit.

But that was no time to cease publicity. That was no hour to talk about pussyfooting with cigars.

It was the time, instead, to develop a vast propaganda for American cigar leaf tobacco, just as Porto Rico has worked toward the goal of more and better native leaf.

It was the time, too, for the various associations to assemble as one whole, forceful, dominant body, advertising cigars as the pleasurable requirement of every man in the land!

Large and small organizations which manufacture and sell cigars, have readily shown what they can do, individually. Large and small organizations which grow domestic cigar leaf tobacco—and expect to sell it—must do the same thing!

And they must do it *now*! It is not too late! It is not too early, either. For unless the cigar leaf growers of this country, from the various agricultural districts where prosperity is desired, get together in an appeal to the smokers of the nation, they might as well do as a certain newspaper recently advised—"raise cabbage!"

Getting together isn't as difficult as it seems. Evidence of that fact is visible in the current tax reduction arguments before Congress, when growers and manufacturers of cigars from all about, marched upon Washington thousands strong in their representations—and have practically accomplished what they set out to do!

Take a leaf, then, from the book of Porto Rico. Don't let the little island shame the great home-land! Instead, shake hands with Porto Rico, and endeavor to get the Porto Ricans' support, also, in a comprehensive campaign of business publicity which will make the cigar business the business it should be—an industry in itself!

Overboard With Oil!

In the recent sinking of a steamer at sea, and the consequent rescue of all of the crew during the tremendous storm which swept the ocean for several days, the captain of the succoring steamer had to battle with the most horrible conditions.

His radio dispatches to the American officers informed the country that rescue with all ordinary means had failed until—he poured oil on the waters.

This, of course, is an old trick of smoothing the storm tossed waves in the immediate vicinity of a boat. It has been used successfully by many seamen and landmen.

In the tobacco business, too, it is sometimes necessary to use oil. But oil, in this sense, is nothing more than money.

Money smooths the way of many a tempest-tossed brand. But unless the money is used in the right place it sometimes covers the crew, rather than the water!

To be certain, then, that the call for a more consistent manner, in a more consistent manner, in a more consistent manner, it should be used by those who know the results required.

It should be used, therefore, by houses desiring additional business, by advertising. It should be used, as oil on barrels.

Too little oil is just the same as too much. As not enough cash set aside for advertising. If manufacturers and other advertisers have little faith in advertising that they do as some skippers do—save the oil for the ship sink.

Custom—And Custom

Cramped up asleep on a day coach train of an overland express, the owner of a woman with bobbed hair. In her was her little girl, also asleep, and a doll in her arms.

Observing this, a traveling toy dealer, "See that?" he asked, indicating the doll. "They carry out an idea I've had for years. You see the woman and child the same sort of hair cut which they display. Well, let me tell you, it's in our business throughout."

"Just now bobbed haired dolls are in demand. Those old fashioned figures, creatures, of long and curly man, replaced by the more modern imitation."

"This merely indicates, though, what to deal with all over the world. It's a matter of custom and customers!"

"Dolls and toys are made to fit social requirements. In the eastern U. S. dolls must also be dressed in silken and silk stockings, if you please."

"In the west and south we still live the poke bonneted and gingham dress. In the cities, too, the sale of toy cars and automobiles is heavy. In the country we sell more horses, wagons and farm implements."

So, making the market, is not restricted to cigars and tobacco business, by any means.

Perfecto cigars may sell in New England, but so well as the English or lorries. Coronas and diplomaticos sell much better in the cities of the country than do the cheap ones.

And so it goes, too, with the pipe and cigarette. It is impossible to dictate to a sectional smokers what they shall smoke. Manufacturers realize this, as a rule, and try to change the tastes of a community district where well-known favorites are sold.

Custom—and customers—are linked together that the entire trade is tailor to grower, endeavors to sell what the buyer demands.

It is, however, frequently possible to effect modification of change—in the trade reasons, for reasons of sales and it is often desirable to create certain conditions. These departures must be in line, even with the restrictive neighborhood conditions.

Sales and advertising campaign have frequently exploded through failure to meet these necessities. Sales and advertising agents, not having their ear right to the market, are apt to overlook local conditions.

And this refers not only to shape and size of cigars, but to the entire situation. Grade, quality for quality, brand for brand, efficient sales organization is acutely felt. exact lay of the land before a new market is marked.

To get this important information is necessary to consult salesmen. No one in a territorial situation like the local market, the contact or liaison officer between the manufacturer and customer.

For custom—or customers—shall not be ignored. Salesmen, therefore, shall not be

The cigar dealer was unable to supply my favorite brand of cigars, which, as it happens, come from Tampa. I asked him why. "They tell me," he said, "the workers in the cigar factories in Tampa are all quitting. The real estate developments in Florida are paying such high wages to workers that they can't get anybody to make cigars."—William Johnston, in New York Sunday World.

Increased Smoking Products Made Possible By Modern Machinery

How Goods for a Business of Billion a Year are Manufactured—Difference in Cigar Production of Hand and Machines—Description of Units—Processes of Preparation—Cigarettes Also More Rapidly and Uniformly Made by Machinery



MACHINERY plays an important role in numerous lines of industry and business. The retail tobacco trade is a billion dollar American business. And tobacco is not, in any sense of the word, a necessity! Year after year the number of smokers increases—faster than the ratio of population increase, because of the fact that so many women are smoking now.

Note the amazing figures of production for last year; over seven billion cigars; over seventy-five billion cigarettes, over four hundred million pounds of smoking and chewing tobacco and snuff (yes, snuff is still being used!)

To the layman, who cannot begin to conceive the enormity of any such figures, the question will promptly come to mind; "How on earth were these products made, and where? Surely, not in the little hole-in-the-wall tobacco factories I have seen while strolling around various cities."

More Labor Needed

Evidently not. One thousand cigars make a very good day's work for four skilled hand operators in such factories. Seven billion a year would require, at that rate, some ninety-four thousand skilled cigar makers alone in this country. A rapid cigarette maker, using paper tubes already formed and pasted, can make about 4,000 cigarettes per day. At that rate, America would need some 62,500 skilled cigarette makers. Add to these figures the workers in other classes of manufactured tobacco, and the army of people engaged in growing, harvesting, curing and conditioning the tobacco, and it will be seen readily that hand-manufacturing is not the answer.

Automatic machinery alone makes this huge production possible, and the two principal types of machines are described below.

Fresh Work Cigar Machine

Over twenty-five years ago a cigar maker dreamed of a machine that would make a perfect long filler cigar. His fellow workers laughed him to scorn, and rightly, for his ideas were visionary. Yet his enthusiasm spread, and he found backers.

Scores of talented engineers and highly skilled mechanics worked for two decades to develop his idea. Oscar Hammerstein, the impresario (who was at one time a cigar maker), contributed many ideas and a great deal of money. Model after model was built, each just a little short of perfection. Finally, after almost seven million dollars had been expended, the dream came true.

Last year, in the hands of various American manufacturers, this machine actually made about one billion long filler cigars. Utilizing practically any kind or grade of filler, binder or wrapper tobacco, that is used for hand-made cigars, it makes a complete, headed cigar in one continuous series of operations.

Uniformity Achieved

The cigars made on this machine are uniform in size, shape and weight. The binders and wrappers are cut and applied so perfectly and carefully as to make a "leaky cigar practically impossible. The filler is

By **ALBERT A. HOPKINS**

Associate Editor of the Scientific American

placed in the bunch in such a manner as to insure free burning throughout.

In operation the work proceeds as follows: An operator feeds the filler crosswise on a slow-moving conveyor belt, chopping the tobacco to proper length by means of two cutting knives as the belt moves. Corrugated rolls compress the tobacco and pass it to apportioning knives, where just the right amount of filler for each cigar is cut off. At this time a little triangular nick is cut out of each end of the filler bundle to permit the ends to be tapered in finishing the cigar. Each bundle of filler then passes separately to a loose belt which rolls the filler into a bunch, at the same time wrapping around the bunch a piece of binder which has meanwhile been transferred by an arm from the cutting table where a second operator spreads out the binder leaf.

The bunch, now in the binder, is rolled thoroughly, and passed on to the point where the delicate wrapper leaf, which has been placed, cut, and transferred in a manner similar to the binder, meets it. Here the wrapper is spirally wound around the bunch, the conical head formed and sealed, and the other end clipped off straight.

Thus three semi-skilled operators and an inspector make some four hundred and fifty perfectly uniform cigars every hour, equaling the finest hand workmanship of skilled craftsmen.

Conserving Long Filler

In making long filler cigars there is naturally a great deal of waste of the tobacco. The ends clipped off the filler to make each bunch uniform, the trimmings of the binder and wrapper leaves after they have been cut to shape—all these are scrap tobacco—but good tobacco, also.

This scrap tobacco is taken to another machine, called the "soft work cigar machine," where it is placed in a hopper, from which it is fed in measured quantities to a binder leaf placed in position by an operator, and rolled in a bunch by a flexible belt just as in the fresh work machine. But bunches made thus, since they are of scrap tobacco, do not hold together well, and must be placed in molds and set to shape by heat.

This is done automatically on the machine, the bunches being placed loosely in open molds by the operator before mentioned, the molds then closing and pressing the bunches while they slowly revolve around a central heater. After this the bunch is automatically delivered from the molds to the wrapper, which is applied exactly as in the fresh work cigar machine.

Casing the Leaf

Tobacco as made up into long filler cigars must be put through a conditioning operation before being worked up. As it comes in huge bales, it is usually very dry. The bale is carefully split apart and moistened by spraying pure water over it. Then it is kept for several days in a special room to allow the moisture to go through it thoroughly.

The filler is composed of the coarser

leaves, and may or may not have the central stem stripped out. The wrapper are composed of finer leaves, and must always be stripped before use.

A stripping and booking machine for this purpose. The leaf is in point first, and top side up into the machine, which quickly cuts out the heavy stem, and automatically books on the left hand and right hand parts into compact bundles for future use. Cigar making machines are made in one using the left hand sides of the wrapper leaves, and the other using the right hand sides. This is necessary to keep the under sides of the tobacco where the veins stand out, on the top of the cigar as it is made and rolled.

Automatic Cigarette Machine

The standard cigarette machine is automatic in operation; by which means that no portion of the cycle of operation is dependent on the human touch. At the front of the machine is mounted a roll of paper, a continuous strip of tape of a cigarette when laid open. This strip passes under the tobacco hopper, where it is adjusted by gates to deposit the tobacco in the middle of the moving tape.

After leaving the hopper the tape passes through a conical former, which rolls the sides of the paper and shapes it into a less cylinder, with the joint passing to the tobacco inside. Then this end passes under a swiftly revolving knife which cuts off cigarettes of the desired length.

Monogram Printer

Two devices may be added to the machine for special finishes. One is an automatic printer, which is simply a wheel with the printing die is mounted, and an attachment. The printing wheel makes required impressions on the moving tape at spaced intervals corresponding to the length of each cigarette, before the tape enters the hopper containing the tobacco. The other is a cork or silk tipping attachment.

The cork or silk material is in the form of a roll similar to the paper, and is fed at right angles to the paper tape at the front. As it is fed upward to meet the tape, one side is coated with paste. It then passes over a wheel having cutting knives spaced apart at intervals corresponding to the width of the tape. Finally, the machine applies the cut piece of cork or silk to the paper tape at intervals corresponding to the length of each cigarette. The normal speed of the machine is five hundred cigarettes per minute, plain, printed, tipped, or with any other finish. One operator can take care of several machines.

Made in America

Tobacco machinery of the above types is made by the American Machine and Automatic Companies, which are both cigarette and smoking tobacco machines. They have been developed almost entirely in this country by the American Machine and Automatic Company, of Brooklyn, N. Y. The tobacco machinery now in use in this world is of this company's manufacture.

mini Leaders Observe Gradual Increases Predicted That Upward Trend Will Continue— Business Considered Normal—Jobbing Trade Better A to Show Helps Retail Stands—Trade Notes.

Jan. 30.—Heads of lead-
 in the various branches of
 industry report that there
 is a gradual increase in demand
 in the last month, and the general
 opinion is that this upward trend will
 continue in February. The majority of
 report to the effect that the
 demand was better than that
 of the month of the previous year,
 and is regarded as a satisfactory
 one.

Normal Demand
 Factories report that the demand
 for cigars is the season and state that
 they are busy. All could do more,
 explain, and all expect to be
 in the very near future. General
 merchandising and manufacture
 in good condition and there is prac-
 tical employment, it is pointed
 out. For this reason there should be
 a demand for cigars, as well as
 for tobacco products.

Business Shows Increase
 Factories report that the demand in this
 industry increased the last week of the
 month and that there is every indi-
 cation of a progressive increase in Feb-
 ruary. "In coming months," in com-
 plement of the large demand of De-
 cember, which kept us working nights,
 the demand may seem small," said
 one jobber, "but really things are
 better for the season, and there is
 no being discouraged. There is a
 large amount of sales resistance,
 but this is by no means as
 bad as it was at this time last year."

Trade Recovers from Slump
 Retail business has recovered from
 the slump, always results from heavy
 holiday season, and with
 conditions are normal for this time
 of the year. The automobile show held
 the last week of the month
 attracted a great many visitors to the
 show and it helped the retail trade
 especially the cigar stands in
 the district.

Forward Movement
 T. H. & Son, cigar manufac-
 turers, 41 East Fifth street, announce
 that La Sesta, a broad leaf
 cigar, which, for sometime, has
 sold for fifteen cents, is now back
 to ten. "At the new price the La
 Sesta is a great headway," ex-
 plains T. H. & Son, "and jobbers are
 increasing business right along."
 The general business con-
 dition is stated that their busi-
 ness is better in January than in the
 month of the previous year and he
 predicts that the demand
 will increase. The demand
 for Crudo, another of the firm's
 cigars, is steadily increasing, he
 adds.

Manufacturing Roby Machines
 Roby machines for use in the man-
 ufacture of cigars, which are now being
 marketed in a practical way at 627
 street, are attracting a great
 deal of attention. H. L. Roby, the in-
 ventor, in charge, with C. E. Fowler
 as superintendent of the crew of
 young ladies who oper-
 ate the units. John F. Reichert,
 manufacturer of York, Pa., came
 to the plant last week, accompanied by
 a representative, to inspect the
 device and before leaving he or-
 dered machines, for these different
 cigars. As soon as these are in-
 stalled, the entire factory
 equipped with these devices, which
 will make material decreases in
 production. Charles E. Gil-
 bert, representing Robert Montgomery,
 of N. Va., the broker who un-
 der the stock of the new Roby
 machines now here offering it to
 several factories in the Phila-
 delphia district, it is stated, plan to in-
 stall the devices in the near future.

At Normal Capacity

J. E. McKennon, factory manager for
 the Mazer, Cressman Cigar Company,
 with headquarters in Columbus, O., was
 in the city this week visiting the company's
 plant at 326 East Third street. S. N.
 Shaperio, local manager, reports that
 the factory is running at normal capac-
 ity.

Sales Picking Up Again

Max M. Guggenheim, jobber at Third
 and Sycamore streets, had expected to
 attend the Tobacco Show in New York
 this week, but business matters that came
 up unexpectedly kept him from going.
 "As a natural consequence of the large
 sales during the recent holiday season,
 there was a decrease in demand this
 month," explained Mr. Guggenheim, "but
 sales are beginning to pick up now, and
 we expect that very soon the demand for
 Mi Hogar in this territory to be even
 greater than ever before."

Business Visitors

Recent callers at the jobbing house of
 Chas. N. Krohn & Company, 530 Walnut
 street, were Edw. Klein, "The Man of
 Brands," representing the Cortez Cigar
 Company, Atlanta; Frank Patton, of the
 Patton Cigar Company, Indianapolis,
 representing Gonzalez & Sanchez, and J.
 C. Thompson of Toledo, representing
 Wertheimer Brothers, Baltimore. "Busi-
 ness is on the up grade," said F. H.
 Elsner, manager, "and the indications are
 that there will be a continued improve-
 ment."

At the Gotham Show

C. H. Weier, sales manager for the
 Kemper-Thomas Company, makers of
 paper products for the tobacco trade, is
 in New York this week, in charge of the
 company's exhibit at the Tobacco Show.
 A feature of this exhibit was a fine line
 of advertising novelties.

Optimistic As to Future

David Straus, president of the Henry
 Straus Company, the Sixth street job-
 bing house, who returned from New
 York the early part of the week, where
 he went to attend to business matters
 and make a survey of general conditions,
 states that he views the immediate future
 with optimism. Bert Cunningham, sales
 manager for the company, is in Louis-
 ville this week, calling on the trade. The
 company now operates six stores and
 stands in the city, the latest addition to
 its retail business being the stand in the
 new Garfield Hotel, on Garfield place at
 Race street. Besides there it has two
 stands in hotels in Lexington, Ky., and
 also the concession at the race track there.
 Recent callers at the Straus executive
 offices were Thomas Branyan, of Jose Es-
 calante & Company, Tampa, and Emil
 Judell, of H. L. Judell & Company, San
 Francisco, wholesalers of the Alhambra
 cigars.

C. J. DuBrul, president of the Miller
 DuBrul & Peters Manufacturing Com-
 pany, who was stricken with typhoid
 fever about a year ago while in Havana,
 Cuba, whose convalescence has been very
 slow, has so far recovered that recently
 he has been able to make an occasional
 visit to his office, went to New York a
 few days ago, and it is hoped that the
 change will help to restore him to his
 full and active vigor.

O. R. Thompson, mid-western repre-
 sentative of Heineman & Company, of
 Baltimore, called on the trade here last
 week.

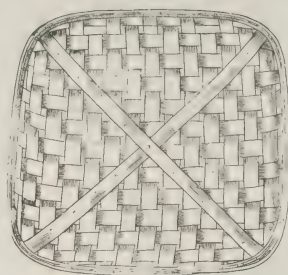
Wm. Staun, of the John Staun Com-
 pany, the Second street leaf dealers, has
 returned from a street trip through
 Ohio.

Harry Kinney, of H. Duys & Company,
 New York, was in the city last week,
 with a fine line of Sumatra samples.

F. H. Muffett, who is in charge of
 southern territory for the Roi Tan ci-
 gars, spent two days here at the head-
 quarters of the J. B. Moos Company, jobbers.

"With us January was a better month
 than the same month of last year," said

LEAF TOBACCO GROWERS, DEALERS, & WAREHOUSEMEN SAVE MONEY AND TOBACCO BY USING



NORFLEET UNIFORM WEIGHT TOBACCO BASKETS

Write for Sample and Price

Norfleet Basket Mfg. Co.
 Winston-Salem, N.C., U.S.A.



Cigar Cutter
 and Pocket
 Pack Display

In appearance, con-
 struction, material and
 strength, we give the
 most for the money.
 The quality of your ad-
 vertising reflects the
 quality of your cigar.

The Brunhoff Mfg. Co.

York St. and Freeman
 Ave., Cincinnati, Ohio

W. S. LAKAMP
 Eastern Representative
 113 Maiden Lane
 New York, N. Y.

Arthur Bornholdt & Co.

Importers of

SUMATRA

152 Water Street

New York

Amsterdam

Frascati-Nes

Alfred W. Penner

Western Representative

Room 418, 186 North La Salle St.

CHICAGO . . . ILL.

Glass Cigar Box Covers

Highest Quality—Lowest Prices

Our Style D Suits the Purpose

100	15 cents each
250	14 cents each
500 or more	12 cents each

Includes Printing on Glass or Metal

Choice of Five Colors

Send for Sample.

GEBHARD MFG. CO.

Manufacturers

9-11 E. FAIRMOUNT AVENUE, NEWARK, N. J.

THERE IS NO BETTER
CIGAR IN THE WORLD

Perfecto Garcia



MADE IN TAMPA

ASK FOR THEM

EMANELO

Highest Grade

Conn. Shade Wrapped
Havana Filled
Cigars



D. EMIL KLEIN CO. Inc.
438-440 E. 91st STREET, NEW YORK

Cigar-Cigarettes Patented in United States

In order that cigar-cigarettes shall be known in the American market, we authorize anyone to manufacture cigar-cigarettes in accordance with American patent No. 1479458, under the following conditions:

1st: There must be used, as a basis, the large cigarette known as Old 76 Mild Havana Cigarettes. These cigarettes may be purchased from Berberian Brothers, Inc., 138 Pine street, Providence, R. I.

2nd: The finished cigar-cigarette must be packed in boxes of ten, with the following label:

- (a) Brand name
- (b) Cigar-Cigarettes
- (c) Patented January 1, 1924
- (d) Made with mild Havana tobacco filler and finest of Sumatra wrappers
- (e) Firm name and address.

But before engaging in the manufacture of this patented smoke, a written license must be obtained from us. This we will grant FREE until March 31, 1926. Experience may thus be gained of the market; and, afterward, as the manufacture is continued, a new license agreement must be obtained upon a royalty basis.

We will also sell you these new smokers in boxes of ten, with the following label:

"DIPLOMATIC"

Cigar-Cigarette

Patented January 1, 1924

Made in the U. S. A. with Mild Havana tobacco filler and the finest Sumatra wrapper.

International Tobacco Corporation,

Montreal, Que., Canada

And we can supply these goods at the same prices the Berberian Brothers, Inc., charge us.

Apply for quotation to

International Tobacco Corporation

5729 Park Avenue

Montreal, Que., Canada

Chas. Wertz, of Wertz & Sander, jobbers. "Business is showing an increased amount of activity, and the outlook for February and succeeding months seems to be favorable."

Favorable Outlook

Samuel D. Hachen, president of the Hachen-Rothert Cigar Company, who was somewhat shaken up in an automobile accident a few weeks ago, is all right once more and making plans for a business trip to Chicago and adjacent territory, in the interest of Gath and Marguerite. "Our factory is fairly busy," he stated, "and orders are beginning to increase in number and size."

Quality versus Quantity

As the Senate bill calls for a greater reduction of the tax on cigars than the bill of the House, all are hoping that the former will prevail. "If the manufacturers of cigars will increase the quality of their cigars in proportion to the reductions in the tax, I think it will go far to stimulate the business," commented Henry Kuhlman, of John Berger & Son, the big cigar leaf house. "What I mean is that quality should be better and that the extra money should not all be devoted to increasing the size. Make the cigars taste better and more of them will be consumed."

Every Key-Man Busy

Morris Frieder, of S. Frieder & Sons, is in New York this week, attending the Tobacco Show, and in the meantime Alex Frieder and Herbert Frieder are in charge of the executive offices, at Third and Main streets. Philip Frieder is now in charge of the factory in Manila, where he recently relieved Morris Frieder, who had been there about a year and who returned to Cincinnati a few days ago.—WALT.

San Francisco News

SAN FRANCISCO, Cal., Jan. 26.—The testimony of the jobbing trade is that January has shown a decided improvement over the same month of 1925. Not only have they unloaded their own Christmas stocks, but the retail trade has more generally than heretofore passed them on to the consumers. Which is to say, after all, that in a holiday season where spending was liberal, the cigar dealers have come a little nearer than usual to securing their share.

Manilas Sell Still Better

H. L. Judell & Company report that the fill in orders that have followed on the heels of the holiday trade, have been a real inspiration. It is their custom to take back Christmas stock whenever one of their customers finds he has over-shot the mark, but this year they have not been asked to take back a box. On the two for twenty-five and the ten cent cigars the demand has been running remarkably heavy. Another very pleasing feature of the trade has been the increased sales of Manila cigars on the Pacific Coast. The Alhambra has shared in this increase. Emil Judell is on another eastern trip.

Getting Steadily Better

The improved trade is not only helping the advertised brands, but the local factories are securing their share as well. Harold Horn, traveling salesman for the Golden State Leaf House, has been making the northwestern states, and has been sending in a good bunch of business, together with the report that everything is getting steadily better and better throughout the northwest.

Doc Helbeck Passes Away

His many friends were grieved to hear of the sudden death of Doc Helbeck, the manufacturer of the La Gran Marca in Portland. That death came suddenly is evidenced by the fact that the Golden State Leaf House received from him an order in his own handwriting, penned just three days before the end came. Helbeck had built up a good trade and a well organized establishment, so that the business will be carried on by the widow with the assistance of his two surviving brothers.

Sam Caro, who has been under the weather for a couple of weeks, is back on the job and his factory is now busier

than ever. He has been enjoying a decreasing run of orders for some time.

Operating Five Cigar Factories

The Petri cigar factory is now running five new machines running in place of the old ones. What surprises them most is that nothing else is the perfect thing to turn out. They have submitted the work to local experts and the impression has been one of superior quality and perfect work done. It will give some of the Petri establishment is so busy when we state that even the with their rapid output, has placed a single employee, has necessarily they have saved some of hunting for and breaking a bunch of workers.

The H. Bercovich Cigar Company has been obliged to relinquish its Sutter and Montgomery street building is to be torn down. It has secured a store in the light on the west side of Montgomery between Bush and Sutter streets.

W. I. Pixley has resigned as manager of Larus & Brotz for the northern California territory has become the representative of Christian Peper Company of California and Nevada. He will maintain his quarters in San Francisco and open an office and warehouse on Drum street. He is at present the retail trade personally, and make the southern trade. It is too well known to need mention.

Mr. and Mrs. Marks, of Wash., have departed for the state, after spending a few days in San Francisco. Mr. Marks is known Seattle jobbing house of Company.

In Happy Mood

Milton Glass, one of the jobbers for the Roi Tan, is much in the success they have had in the past year with his favorite, and the success they are still enjoying. Milt has discovered something as enthusiastically interesting in the delightful trip Milton Glass is making around the world as a nautical steamer band.

G. E. Foster, the Chancery man, is covering the territory in the north, in company with Cohn, of the H. L. Judell & Company sales organization.

Dean of Trade Back to D.C.

H. L. Judell, dean of the cigar trade of San Francisco, is back to the city again, working hard. He has covered from a severe cold in several weeks. M. N. Snow, of Judell sales manager for the District, has just returned from Bakersfield, and reports everything over high water mark. Bakersfield is in the heart of cotton belt, and they enjoy a full crop with excellent prices.

Chinese Had Good Holiday

The Columbia Company, a Chinese jobbing house in San Francisco, reports that the Chinese dealers had a good holiday trade and that the business is coming good for them, and also has several salesmen to American stands. They are Chinese retailers do very little business.

The Next Show

Managers of the Allied exhibitors' Association make the following announcement:

"The exhibitors who have space for next year's exposition asked that we change the date to a week earlier, so as not to interrupt their salesmen from keeping their salesmen from the road, which they would be doing if we held the exposition at its originally announced date."

"For that reason the exposition will be held the week of January 17."

Wemmer Goes West

Before leaving the Show at the Henry Wemmer, of the Department, Wemmer, Ohio, is ready for a long trip west, and will tell the folks on the way about the exposition.

Philadelphia Resumes Rush of Big Cigar Orders

**Producers' Prosperity Prospect—Jobbers Appeal for
Goals—Congress Girls Happy—Pres. Pent Off Again—
Dads Back from Cuba—Wholesalers' Case Reviewed.**

PHILADELPHIA, Feb. 1.—From all quarters there are coming into the city headquarters of cigar manufacturers evidences of the growing activity of the nationally advertised industry in the early days of the year. Traveling representatives did their first 1926 rounds of business until after mid-January, although they have been booked enormous for the initial stocking of cigars in the homes of the distributors and the shelves and counters of the retailers. Orders on hand have been increased in anticipation of more business as a result of the reduction in taxes, and its reflection on the cigar distribution of the country. From the west, particularly from the larger industrial fields of California, as well as prominent winter resorts along the Atlantic seaboard and the northern states, too, have been coming freely, although the demand for cigars has not been on a par with the west and south, and are confined to the moments' pleasure rather than with a forward view to the future.

At the Rush Starts

Of the many visitors, from distant parts of the distributive trade, have been heard the calls on the manufacturers for larger shipments during the coming months, in anticipation of the demand which they believe is in the offing. Among those who were in the past week at the Congress Cigar Company's headquarters, Third and Market streets, was Paul Owen, of Milwaukee and Owen Company, Milwaukee; Wisconsin, one of the leading contributors in that section of the country. He reported a very much increased demand for cigars in 1925, and during 1926 business far in excess of the early months of the past year for Philadelphia brands. These are the brands of the Congress Cigar Company, and Otto Eisenlohr & Brothers, and Henrietta, distributed in this city.

At the Congress Cigar Company, the main offices were W. G. Patterson, of the G. Patterson Cigar Company, Birmingham, Ala.; Charles Higgins, of the Lee & Cady Cigar Company, Detroit, accompanied by Bud Higgins, manager of the Candy department of George B. Scrambling, of the G. Scrambling Tobacco Company, with headquarters in Cleveland, Ohio, and Indianapolis. Jess Higgins, sale manager of the Scrambling company, came east with the headquarters, and joined in the appeal for larger shipments for the Cleveland and Indianapolis territory.

Philadelphia Girls Celebrate

A holiday celebration was given by the associates of the Congress Cigar Company, comprising the office of the Camden and Philadelphia companies, by the members of the firm. It was a token of appreciation for the cooperation extended in the past year. Twenty-five of the office staff were dining table in the Sylva, and then adjourning to the Sylva. There, an entire evening was

given over to the entertainment provided by the firm, and arranged by Miss Molly Nadich, as chairman.

During the dinner Miss Nadich was complimented by her fellow workers through Miss Rose Kelly, who was the life of the party with her witty speeches and in her own demonstration of the Charleston to the lively tunes of Miss Miriam Geen as piano accompanist. Then Miss Edna Thomson responded to the good wishes extended on behalf of the firm by George Lex, office manager, and Miss Nadich, in a charming expression of the good will on the part of the employees, and gratitude for the many attentions and thoughts for their welfare shown in the past.

Pent In and Out

A hurried call at headquarters here was made during the early days of the week by Howard F. Pent, head of the Marshall Field Cigar Company, 127 North Seventh street, as preliminary to his trip through the Empire State and his return from a three weeks' tour of the middle west and Great Lakes region. Having made record sales for the Marshall Field cigar in the sections visited during the holidays, and a virtual clean up of stocks in the hands of the dealers, a well filled order book was left at the office for that well known and popular brand made in the Quaker City. Arriving on Tuesday, and remaining here for two days, Mr. Pent again entrained for the round of the New York state dealers and distributors, to remain there for the next ten days.

Davis Returns

Back in harness again after a three weeks' tour of the Cuban leaf markets, and a winter vacation sojourn in Palm Beach, A. M. Davis, Philadelphia manager of the King Cigar Company, 9 Bank street, finds there are enough orders on hand to hold topnotch operations for the next couple of months on the King perfect. While in the Cuban markets there was purchased a full year's supply of Havana leaf for the Philadelphia factory. It is being stripped and made ready for shipment as soon as this phase of the leaf preparation is completed. A brief call at headquarters here was made by Sol Margolis, son of J. Margolis, treasurer of the King Cigar Company, who accompanied Manager Davis to the southern resorts and who stopped over en route to the Hartford main offices of the company with which he is associated.

From A. Jos. Newman, general sales manager of Bayuk Cigars, Inc., Third and Spruce streets, who now is traveling through the southwestern territory adjacent to St. Louis, headquarters here is receiving excellent account of the new year business for the various brands manufactured under the Prince of Hamlet, Mapacuba, Havana Ribbon, Charles Thomson and Philadelphia Hand Made, that make up the Bayuk line. Sales Manager Newman will return to local quarters this week, after a swing around the trade in the section where he now is concentrating his efforts.

Eisenlohr Meeting

When the two day business session and annual meeting of Otto Eisenlohr & Brothers, was held here last week at headquarters, 932 Market street, it was decided to change the scheduled date of the annual meeting to the second Tuesday in March, from the former date of the last day in January. There was re-elected to the official body and the board

HOYO de MONTERREY

The Aristocrat of

Imported Cigars

VALERIANO GIUTERREZ, Representative

New York

SMOKE DILL'S BEST

*"It's A Mighty Fine
Pipe Tobacco"*

If your jobber is unable to supply you, write us direct and state size desired. Give us the name and address of your jobber.

10c 15c 25c 75c \$1.50 (Sizes)

J. G. DILL CO.

Richmond, Va.



**LA PALINA
CIGAR**

Webster Cigars

"YOU'LL APPRECIATE THE DIFFERENCE"

SIZES 2 FOR 25c TO 25c STRAIGHT

A rare bit of nature's greatest effort, producing a fine, mild, aromatic cigar. Manufactured and aged by the most scientific methods. Not a secret blend, but a combination of the highest priced tobaccos that the finest plantations grow.

Webster Cigar Co.

5545 GRANDY AVENUE DETROIT, MICH.

OPTIMO

**BEST
OF THE
BEST**



**BEST
OF THE
BEST**

MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa and Key West, Fla.
Main Office: 1181 Broadway, New York

of directors the entire personnel previously serving in this capacity. Announcement was made that the Eisenlohr stocks would be listed on the New York Exchange, beginning February 1. President Samuel Gilbert journeyed from the Detroit headquarters of the Webster Cigar Company to attend the annual meeting held last Thursday, and the session of the stockholders on the succeeding Friday. Vice President Joseph S. Galagher, of the company, is on a combined business and pleasure tour in the Florida resorts.

Jobbers' Case Reopened

An echo of the recent controversy which was settled in so far as the decision of the Circuit Court of Appeals is concerned, in this city about two months ago, has been reopened by the government through an appeal to the Supreme Court to review the former decision which excused the American Tobacco Company from obeying the order issued by the Federal Trade Commission, relating to the tobacco business of Philadelphia. The step was taken in order to determine the status of the Federal Commission in the matter, and is an outgrowth of the investigation made by the government of the activities of the Wholesale Tobacco and Cigar Dealers Association of Philadelphia, which was ordered to disband a little over eighteen months ago by the Federal body. The trade commission held that the Philadelphia Association had entered into a conspiracy to fix prices at which they would sell tobacco and its products in the Philadelphia district, after investigating the activities of the local association. The commission charged the American Tobacco Company with aiding and abetting

in enforcement of prices fixed by wholesalers.

According to the government's present petition the wholesalers agreed to comply with the commission's order, but the American Tobacco Company took the controversy into the Circuit Court of Appeals, in Philadelphia, where order of the commission was set aside. From this decision, granted in November last, the government would have the Supreme Court grant an appeal and review.

The Philadelphia Association was organized by the various wholesale dealers in this city. Among them being the A. B. Cunningham Company, Franklin Tobacco Company, T. Kuha & Brothers, Harvey D. Harrigan Company, Peter F. Murphy Company, and others, forming the rank and file of the jobbing industry. It disbanded about a year and a half ago, upon the order of the Commission, and never has resumed activities.

Show Neutrality

Absolute neutrality was observed at the Tobacco Show. Men and managers in the cigarette booths smoked cigars, and the cigar men stood around puffing cigarettes. Some fearless chaps even packed a pipe, and the World Court was not obliged to consider any disputes among the exhibitors as its first job since the Senate lined us up with the League.

Rovira a Screen Actor

Perhaps Joe Rovira never appeared on the screen with Douglas Fairbanks, but, in the movie theatre at the Show he did appear with his brother, Herbert Rovira, in La Confession.

Chicago's New Havana Cigar Prices Inter

**Business Good—Collections Slow—New Berriman So
mann With Benaderet—Franklin Factory Fir
Making Hotel Brands—Henry the Fourth, Junor**

CHICAGO, Jan. 30.—As the month closes we find conditions about normal. With the coming of the new year the trade received a late Christmas present when several Tampa factories sent out advanced prices.

Many wondered how it would affect the sale of the brands advanced, and a general survey of the trade finds that there has been but little complaint at the climb of the ladder.

No further announcements have reached here since January 15, and reports have it that those who have not raised are awaiting the Senate's action on the tax.

As usual, collections are slow, which is a regular January condition. Several small failures and "overnight departures" have tightened up credits.

They Come and Go

Peter J. Bauer, cigar broker, with offices at 208 North Wabash avenue, entertained Arthur McGuigan, of the Beechnut Cigar Company, manufacturer of Beechnut cigars, whose factory is at Red Lion, Pa.

L. Stern, of L. & H. Stern Company, pipe manufacturers, of New York, spent several days here recently. Before departure he announced that Mr. Hirsch his nephew, will open headquarters here and cover the middle west.

No word has been received from Julius Fernbach, who left for the last week. What his mission remains a secret, but certainly thinking hard. Julius, no longer a Cyrilla cigars in all the Broadway.

Reuben Ellis, president of the Berriman Brothers, is in the city this week. "R. E." is going to the Chicago sale to add the found English Oval, and the little brown box will

Berriman's New

Berriman Brothers, who years conducted the retail cigar lobby of the First National Building, will vacate shortly and is taking over the space. Brothers will remain in the city and will shortly open a branch at the northeast corner of Monroe streets.

Dan Alexander, in his new at 130 South Clark street, is busy. Don features F. Galt, Robert Burns, Cyrilla, Perfecto Garcia, Gonzalez and Henry the Fourth. It is when Dan's register does it is one thousand rings.

Cut Rate Remy

The Chicago dealers are owing to the fact that certain cigarette firms sell their products at price dealers. This is very profitable for the retailer, as his price is enough. Rumors are out that they are going to meet and pass on the terms of manufacturers' cutting methods. Many have already will discontinue handling cigars are featured by cut rate firms.

The Midland Club, a new institution recently formed by business men, is to be erected at 11 West Adams street. It will be six stories high. At 178-180 West street is A. Weiss & Company, Chicago's popular restaurant and departments. They will move, and have secured a room west of Wells street on Adams

Hamann with Berlen

When C. C. Greenman, leader of S. Benaderet, Inc., of St. Paul was here he closed with Hamann to represent them in the Benaderet cigarettes are all and sell in various packing.

Benaderet's Extra Supreme for thirty-five cents; Standards twenty-five cents; Club at fifty cents; Sultan size, ten for five cents; Russian, ten for five cents; and Harlem Beaus, twenty-five cents. All are good and plain tips.

The boxes are of good paper with black letters. A

MACLIN-ZIMMER-McGILL TOBACCO CO

Petersburg, Virginia, U.S.A.

MANUFACTURED TOBACCOS FOR EXPORT

Over 100 Years Experience ~

CORNUCOPIA



TOBACCO

PLUG & CUT PLUG

EXPRESSLY MADE FOR SHIP STORES

We Manufacture all Styles of Plug, Cavendish, Twist and Cut Tobaccos
Inquiries Solicited

ESTABLISHED 1818
INCORPORATED 1914
CABLE ADDRESS "MACZIM"

CODES USED

A.B.C 4th E 5th Editions
LIEBERS STANDARD
BENTLEY'S

Protect That Delicate Aroma in your CIGARS, CIGARETTES AND TOBACCO By Using GLASSINE PAPER

GLASSINE

is noted for its fine transparency and grease-proof qualities—Glassine is air tight and free from wax.



THE GLASSINE PAPER COMPANY



GLASSINE

can be had in either plain or beautifully embossed sheets of any desired color.

West Conshohocke, Pa.

English cigarettes, round in raked in boxes of twenty, retailed at twenty-five cents. The box is covered with paper and very thick. The cigarettes, also manufacture cigarettes, retailing twenty for

Breitung Deal

All Breitung stores are giving the holder with each fifty cigarettes. C. H. Breitung, who represents Philip Morris Company, Ltd., is stepping in. Perhaps the reason is that the company is in town. You can see the company's private boate nature of the Harris selections.

Mr. H. H. has a busy store at 59 North street. Fred believes in displaying his window brands of cigars. He shows at present Guesta, Tori Palmer, Corina, Perfecto and his private boate nature of the Harris selections. The company, Inc., in all their stores, is doing a very successful Janell sale of pipes. The company's leave no stones, and you see Corina cigars in the store as ever before, it is a fine cigar, and is in much demand. The company's advertisement in the newspapers features Murad, with a good star. The company's from the west are that the company's burning up the ties with the resco cigars.

Top and Shop

The company's "Stop and Shop," the company's rocery house of Tobetts and 168-20 North Michigan boulevard are now in operation. Violet, the company's manager of the large cigar store, and let us say, the only cigar manager in Chicago or the company's operating a department of cigars, installed new plans. The company's does not favor the giving of a case space to brands that are by their dealers, and is featuring the company's low La Corona imported cigars, which carry Havana label Durac, Corina, Courageous, a mild Hasso, also on Tampa, F. Garcia and also, Antonio and Cleopatra, which well known clear Havana. The company's Mr. Altschul believes in putting the company's cigars of value, and is up to very large business. The company's on Milwaukee ahead of a snowstorm, was the news that the company's Phillips had sold the Mi company's company to Joseph Froelich & Sons, let tobacco the company's team City. Mi Lola has been the company's popular seller in the Mi territory, as well as throughout the company's east.

Franklin Fire

The company's Franklin & Company, cigar store located at 231 North street suffered a heavy loss by fire a few days ago. Their stock was a loss. The firm has opened new offices in the Rand McNally building on Park street.

Veeman Receivership

The company's E. Sullivan, in Superior court, appointed the Union

Bank of Chicago receiver for the Charles Weegman Corporation, operating nine restaurants and cigar stands in the city, after hearing a petition in bankruptcy filed by Attorney Michael Roderick for Hugh W. Logsdon, representing a number of creditors.

According to Mr. Logsdon, the corporation has an indebtedness of \$150,000, of which \$115,000 is past due, and has issued checks for \$7,000, which have been returned by the banks marked "not sufficient funds." The restaurants owe \$3,591 in rent, and \$50,000 advanced by stockholders to keep the corporation going.

The action, Mr. Logsdon stated, followed a creditors' committee meeting on January 15, at which six of them decided to file the petition.

Charles H. Weegman, picturesque Chicagoan, who began his career as a waiter, and later founded the chain of restaurants bearing his name, has no connection with the present corporation.

Jack Rosenberg, of the Preferred Havana Tobacco Company, and Walter Wolfsohn, of Eduardo Gonzales & Company, Tampa, Fla., are both in New York this week taking in the tobacco show.

Ed Newman, well known to the Chicago trade for many years, and who operated Newman Brothers, distributors of Chicago Motor Club Cigar, formerly a big seller here, has retired from the cigar field. Mr. Newman has no information to give as to his future.

Jack Rockpaul, who has been selling the Top Cigar for Lewis Newman & Company, has resigned, and will announce a new connection shortly.

Hoffer With Weiss

Nate Hoffer, formerly manager of the Hotel La Salle cigar department, is now operating the cigar department in the new A. Weiss & Company restaurant. A full line of popular brands is in the cases.

The Federal Tobacco Corporation, 1018 South Wabash avenue, now making the private brands of Turkish cigarettes for the Hotel La Salle and the Hotel Sovereign.

A call at the offices of Many Blanc Company, 224 West Huron street, found William Waldman, cigar department manager, away on an introductory trip for Mi Hogar cigars, made by E. P. Cordero & Company. Many Blanc & Company are wholesale druggists, and they have a large cigar department. Some years ago they controlled the sale in this market of Mi Hogar cigars.

Palina Stock Offer

Goldman, Sachs & Company, New York bankers, announce in large newspaper advertisements that the Congress Cigar Company, of Philadelphia, has incorporated and is now known as the Congress Cigar Company, Inc. A complete history of the Congress Cigar Company and the Paley family is broadcast to the trade in their advertisement, advising the trade and general public that they have 70,000 shares to offer at \$40 per share.

Eddie Crooks, of the Congress Cigar Company, is seen around the Loop. Eddie formerly was a star on the local sales force of the Congress Cigar Company.

F. W. H. Clarke is going right ahead with his Say-So and In-B-Tween cigars, and you find them in many places.

Topic, from Brow Brothers, is placed in over 3,000 Chicago stores. The Louis Neuman Company acts as distributors.

Miles Gets New Brand

Business at the Miles Cigar Company, 28 East Monroe street, goes right ahead, a big call for F. Garcia & Brothers' cigars, their leading brand, is reported. F. Garcia is carried by this house in twenty-eight sizes. A recent addition to their lines is the Rey Del Rey, a high priced shade wrapped cigar from the William J. Seidenberg Company of New York, and made in Tampa.

P. Lorillard Company is placing on the top of all counters decorated metal trays holding four boxes of Helmars, the queen of distinctive cigarettes, and Murads, nature's masterpiece.

A happy event occurred at the home of Mr. and Mrs. Jacob M. Rosenberg this week when Henry the Fourth Rosenberg Junior arrived in the household. Both the mother and baby are enjoying good health. The proud daddy represents the Preferred Havana Tobacco Company, and is going to bring up the new arrival as a cigar salesman.—H. L. H.

Labor Statistics

WASHINGTON, D. C., Feb. 3.—December employment figures in the tobacco industry have just been made public by the Bureau of Labor Statistics, Department of Labor.

Replies were received by the bureau from 143 cigar and cigarette factories who reported their employment in November at 33,821, increasing in December to 34,039, an increase of 0.6 per cent. The payrolls in these plants also increased from 643,300 in November to \$644,991 in December, an increase of 0.3 per cent.

The bureau also received replies from 32 chewing and smoking and snuff factories, who reported their November employment at 8,417, decreasing in December to 8,353, a decrease of 0.8 per cent. The payrolls in these plants, on the other hand increased from \$127,744 in November to \$132,152 in December, an increase of 3.5 per cent.

One hundred and thirty-six cigar and cigarette plants reported their employment in December, 1924, at 30,300, increasing in the same month of last year to 30,342, an increase of 0.1 per cent. The payrolls in these identical plants also increased from 578,373 in December, 1924, to \$583,980 in December of last year, an increase of 1 per cent.

The bureau also received replies from 32 chewing and smoking and snuff plants, who gave their employment in December, 1924, at 8,898, decreasing in the same month of last year to 8,353, a decrease of 6.1 per cent. The payrolls in these plants also decreased from \$142,953 in December, 1924, to \$132,152 in December, 1925, a decrease of 7.6 per cent.—L.A.M.M.

Cigarettes or Cream?

At the ice cream booth there were always a few of the cigar and cigarette machine girls, probably wishing their tobacco devices could grind out an ice cream sandwich occasionally.

Federal Trade Commission Files Writ

WASHINGTON, D. C., Feb. 3.—The Federal Trade Commission has filed a petition for writ of certiorari in the United States Supreme Court in connection with the decision rendered against it in the U. S. Circuit Court of Appeals for the Second Circuit relative to its procedure against the American Tobacco Company.

The petition is very voluminous and covers many pages. In connection with its reasons for the issuance of the writ the Trade Commission calls the court's attention to the claim that the lower courts cast doubt upon the construction heretofore entertained of various phases of the Trades Commission Act, and, in one respect, of the Sherman Law. The petition continues:

"The court set aside the order of the Commission on the ground that there was no evidence to support it. We believe that there was not only substantial evidence to support the finding, but the evidence stated by the court as adverse to the finding was not necessarily contrary to that upon which the finding was based. As the finding was supported by substantial evidence, the action of the court was clearly unwarranted and should be reversed.

"The court appears to be of opinion that acts which violate the Sherman Law are not an unfair method of competition. It has been supposed since the decision of this court in the Gratz and Beech Nut cases that practices having a dangerous tendency unduly to hinder competition were unfair methods of competition even though their use might also violate the Sherman Law. There was no intimation in the Beech Nut case that if the use of a system of express contracts between the manufacturer and dealers to maintain resale prices had been admitted, the Beech Nut Company would not have been guilty of the use of unfair methods of competition. On the contrary, both the opinion of the court and the dissenting opinion by Justice McReynolds indicate that a violation of the Trade Commission Act would have been proven. The decision in this case is, therefore, it is urged, contrary to the decision of the court in the Beech Nut case."—L.A.M.M.

Indiana Jobbers Buy Hart Business

OSGOOD, Ind., Jan. 28.—After four years in the wholesale cigar and pipe business in Batesville, E. A. Hart has sold his interests to Yater & Yater, of this city. Mr. Hart is to continue as a salesman for the new firm.

Haines Greets Friends

Sportsmen at the Show were glad to walk up and shake hands with Hinkley Haines. He has been a professional athlete of note, but has now buckled down to business, and was at his father's booth showing the Robert Fulton cigar for H. L. Haines & Company.

Mazer Cressman Cigar Co., Inc.

5031-5047 Grandy Avenue, Detroit, Mich.

Makers of

FLOR DE

MANUEL



100 OFFICE DETROIT, MICH.
101 TO M... THE BEST

GEO. A. LEA, President.
I. R. BASS, Secy.-Treas.

ORDER OR CONTRACT
Danville, Va.

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Incorporated
LEAF TOBACCO BUYERS AND BROKERS
SATISFACTION GUARANTEED
Cable "LEA"

J. D. ROGERS, Vice-
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PERSONAL SUPERVISOR
Rocky Mount, Va.

L. B. JENKINS & COMPANY

Leaf Tobacco Dealers
Kinston, N. C., U. S. A.

Buyers and rehandlers of all grades of Bright Leaf Tobacco. Domestic and export types bought on order or contract. Modern redrying plant equipped with improved machinery and ample storage facilities.

Correspondence Solicited

Cable "Jenco"

Samples Furnished

Cable "Wright" Codes: Western Union: A. B. C. 5th Ed.

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INCORPORATED

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ORDER OR CONTRACT—SAMPLE UPON APPLICATION

Storage Capacity 5,000 hogheads

WINSTON-SALEM, N. C., U. S. A.

THE HENDERSON TOBACCO CO., INC.

HENDERSON, N. C.

Dealers, Packers & Exporters

LEAF TOBACCO BOUGHT ON CONTRACT FOR FOREIGN AND DOMESTIC USE
VIRGINIA AND CAROLINA TOBACCO ALWAYS ON HAND

Samples Submitted

Proctor Redrying System

Cable Address "Henco" Henderson, N. C.

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Cable Address: "CLARK"

Code: "ARNOLDS NO. 5"

Largest Loose Leaf
Tobacco Market in
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W. T. CLARK & COMPANY

Dealers in All Grades
Bright Leaf, Strips,
Stems and Scraps

Established 1887

Packed for Export and Domestic Trade

We operate in North Carolina, South Carolina, Virginia and Georgia

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Packing guaranteed. Samples submitted on application.

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INCORPORATED

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All grades Bright Leaf Tobacco bought on order or contract. Ample redrying and storage facilities.

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THORPE & RICKS, Inc.

Codes—Arnolds
Nos. 5 & 15
A. B. C.
5th Edition.
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Established 1886

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We have large and improved facilities for buying and handling

C. W. WALTERS CO., INC.

South Boston, Va.

Mullins, S. C.

Packers and Dealers in

LEAF TOBACCO

Specialising in

Virginia, Eastern Carolina and South Carolina Tobaccos

KINSTON TOBACCO COMPANY

Incorporated

DEALERS IN LEAF TOBACCO—EXPORT AND DOMESTIC TYPES

Buyers and Rehandlers of All Grades of Bright Leaf Tobacco on Order or Contract

Complete Redrying Plant and Ample Storage

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1301 East Main St.,

VIRGINIA LEAF TOBACCO CO., Inc.

Dealers and Exporters

LEAF TOBACCO

Cable: "Vileco"

RICHMOND, VA.

All Codes Used

Cable Address: "Kyle"

A. D. KEEN, Pres. & Treas.

A. D. KEEN TOBACCO CO., Inc.

Successors to E. K. JONES & CO.

Co-op Members Continue to "Agitate"

DANVILLE, Va., Jan. 30.—Rumbles of discontent are continuing to come from an element of the farmers who are not satisfied with explanations given regarding the policy of co-operative management in Virginia and the two Carolinas. The farmers have reached the writing stage and are giving vent to their feelings by asking pointed questions in the press.

Indications of more positive action, however, become discernible. Rockingham county growers who belong to the pool have called a mass meeting at Wentworth, N. C., for next Saturday morning, which promises to give the farmers the first opportunity of expressing their sentiments in a frank and deliberate way. The meeting is to be different to that held at Ringgold, where the loyalist faction won hands down by maintaining a barrage of speeches to the assembled growers until the night wore on and many left the hall.

At Wentworth there will be no representatives of the official family of the pool, at least none has been invited, and in the words of the call, the purpose is to start a "house cleaning." The printed circular which is being widely circulated leaves no doubt that the purpose of the meeting is hostile to the present form of management and it is also noted that the explanation or reply to the Federal Trade Commission report by the directors of the pool has not not caused cancellation of the meeting.

Among the speakers is to be John Roach, a former co-operative member, but who, while favorably disposed to co-operative marketing, has for more than a year been assailing the present management. Roach intends to read the letters not before published which he took to the Ringgold meeting, but which he never had the opportunity to present. Some of these letters, he says, were before the Federal Trade Commission, but they were not alluded to in the report of that body.

Another paper to be presented is to be a close analysis of government crop reports recently made in Washington showing that in 1922 the auctioned tobacco brought \$12,000,000 more than what was realized by the pool members. The speechmaking is expected to result in the adoption of a series of resolutions which in all probability will be a request that the directors resign with the twenty-seven officials involved in redrying practices.

Urges Standing Firm

Charles R. Warren, spokesman for the Pool in this section, continues to encourage the farmers and to urge them to stand firm. He has issued another tirade against the hidden foes of co-operative marketing, and refers in uncompromising terms to Aaron Sapiro, the pool attorney. Sapiro, it develops through Warren, made a long speech to the directors at the recent important meeting held in

Richmond, at which the two replies to the Federal Trade Commission was authorized. During the attorney is quoted as saying never had any intention of a suit against Richard R. Tucker C. Watkins.—TET

Farmville Average

FARMVILLE, Va., Jan. 30.—& Company report tobacco market as follows:

Sales previously reported 37
Sales this week 33
Total and average 41
Sales to same date 1925, 35

Lancaster L

LANCASTER, Pa., Jan. 30.—buying by the major operators Pennsylvania tobacco region into the field practically every tobacco buyer who plans to buy the 1925 crop.

Bayuk Brothers and the Company still continue the dealers, although E. Rosenwald, through their local representative DeHaven, have gone into the will probably contract for the crop. A number of packers are also buying in the regions of the county.

The price level of twelve and the heavy buying of Bayuk General when they started ago, is still holding in the sales. In some few isolated ten cents has been paid for a tionally fine crop, but the been, and will probably come very few. Twelve cents per good fillers, and two to three pound for the scrap, seems accepted price this year. Below the average in quality selling from eight cents up.

Most growers have their stripped and in the bale, ready for delivery. Warehouses, therefore, are anxious to get the growers are anxious to get their crops. The long lines of teams which form in the streets of the city each winter are beginning to appear. The probably be made on a large leaf within the next month.

The quality of the 1925 crop There is some slight damage and pole burn, but this small tobacco is being carefully handled by growers. There is a very necessity among croppers to give buyers better co-operation handling of the crop than as evidence during past years, his probably due in large part to the efforts exercised by the Leaf Tobacco Board of advisors.

FARMVILLE TOBACCO CO.

W. C. JONES, Manager

Leaf Tobacco Dealers

ALL GRADES VIRGINIA AND CAROLINA TOBACCO

Orders or Contract. Samples upon Request.

FARMVILLE, N. C., U. S. A.

Cable "FATOCO"

Codes: A. B. C. 5th and 15th

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LEAF TOBACCO BROKERS AND DEALERS

Full lines carried in stock. Samples on application.
Specializing in Old Belt, Virginia & Carolina Tobaccos.

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A. B. C. 4th & 5th

Danville, Va.

CHINA AMERICAN TOBACCO CO., Inc.

Packers—Dealers—Exporters

ALL TYPES OF

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Rocky Mount, N. C.

"CHIMERICA"

FACTORY AT ROCKY MOUNT, N. C.

BRANCH FACTORIES IN PRINCIPAL MARKETS OF ALL TOBACCO DISTRICTS.

Richmond, Va.,
9th and Main Sts.

All Codes

New York, N. Y.
Broadway

Cable Address:

Winston-Salem Breaking New Own Record

WINSTON-SALEM, N. C., Jan. 28.—In the act, as heretofore stated, profit tobacco raised in the Old South is the smallest and most raised here in years, the Twin Cities by over one and a million pounds, thus far, its season. To be exact, this has sold to date 37,030,402 as against 35,750,276 pounds of the last season, and the season for four weeks to run yet. Sales have exceeded last January 1,352 pounds. During the week ended the market sold 7-pounds, of which 1,658,220 were sold during the past week, prices which have been satisfactory for this great manufacturing center. Fully 80 per cent of the offering of the very poorest grade of tobacco that is in the belt during a season practices any rain, and therefore, the season has been only fifteen per cent of those who the past week sold good tobacco prices themselves as highly with their sales, for at no time in the past two or three years has tobacco been in greater demand in this belt.

Markets sell many different types of tobacco, and it is one of the few, of the market, that has such a wide variety. Brown-Wilson Company, and Taylor Brothers, manufacturers of plug tobacco, are placing here to take care of this market. And this is the great Imperial Tobacco and the Export Tobacco Company (Winston Leaf & Storage) whose orders for tobacco from every portion of the globe, of cigarette tobaccos, during the week some splendid sales were made of this market, as, for example, from Davidson county, sales ran from \$34 to \$81. The new year better.—McFARLAND.

Offerings

WINSTON, Jan. 30.—Our sales for the week amounted to 445,566 pounds, at an average of \$17.70, making a total of 231,678 pounds, at a warehouse average of \$22.24.

January 30, last year, sales amounted to 17,910 pounds at an average of \$12.43.

There are now making an effort

to market the remainder of the crop and with open weather the next two or three weeks will get what is now in the farmers' hands.

Good quality bright tobaccos are scarce in a day's sale and are eagerly sought after, with prices higher than before the holidays.—W. A. ADAMS Co.

Danville Mart Has Another Good Week

DANVILLE, Va., Jan. 30.—The Danville tobacco market has had another good week in point of volume and it is now apparent that the record for the present season will appreciably exceed the 35,000,000 pound mark that conservative prognosticators arrived at. The sustained volume of the auction sales at this time of year when they are beginning to taper off taken in connection with a rather unsettled situation among the cooperative marketers is viewed with a certain significance and it is assumed that a great deal of tobacco which by rights should go to the pool is being sold in defiance of contract obligations.

Sales for the week totaled 2,700,787 pounds, sold for \$400,578.87, at an average price of \$14.77 per hundred.

Sales for January amount to 6,678,445 pounds sold for \$1,029,068.34, at an average price of \$15.41 per hundred.

Sales for the season total 32,729,784 pounds, sold for \$5,369,796.22, at an average price of \$16.63 per hundred.

While the volume is abnormally high the quality, generally speaking, is low. Some good types are appearing and are provoking spirited bidding.—TETLEY.

Much Common at Richmond

RICHMOND, Va., Jan. 30.—A great deal of common tobacco is showing on this market. Although the low grades bring very good prices, as such, nevertheless they serve to bring down the average in computing returns. There was about 20,000 pounds of common dark fired tobacco sold this week, at about five cents average. Prices, however, are pretty well maintained on all grades, according to quality.

Sales of sun cured tobaccos for the week were 307,485 pounds; sold at \$15.69 average; for the month of January there were 1,192,760 pounds sold at \$16.08 average.

There have been sold to January 30 during this season, 3,215,000 pounds at about \$16.60 average.—R. C. MORTON & Co.

H. G. Whitehead

W. P. Anderson

S. H. Anderson

WHITEHEAD & ANDERSON

LEAF TOBACCOS Commission Merchants and Exporters

Specialize Eastern Carolina bright tobaccos, all grades, lowest to highest. In position by reason of close touch with entire trade to furnish on short notice any type tobacco from Bright or Old Belt Carolina or Virginia and all districts Kentucky.

WILSON, N. C., U. S. A.

Cable Address: "Dorothy"

Codes A. B. C. 5th Ed., Arnold's No. 5, Western Union

Cable Address: WILTOBAC, Wilson, N. C.

WILSON TOBACCO COMPANY

Dealers in LEAF TOBACCO

Strips, Scraps and Stems

Samples submitted on request

WILSON, N. C., U. S. A.

Cable "Winleaf" Winston-Salem, N. C.—Codes A B C 4th & 5th Editions Western Union

WINSTON LEAF TOBACCO & STORAGE CO., Inc.

DEALERS IN LEAF TOBACCO

Strips, Scrap and Stems. Complete Facilities

Order or Contract

Samples Submitted on Request

WINSTON-SALEM, N. C., U. S. A.

Norfolk, Va. Baltimore, Md. New Orleans, La. Paris, France

C. A. SULLIVAN CO., Inc.

44 WHITEHALL STREET, NEW YORK, N. Y.

Export Freight Agents

Specialists in the Handling of Tobacco for Export. Highest financial and Business References.

E. V. WEBB & CO.

Cable "IRVINE"
Kinston, N. C.

LEAF, STRIPS, SCRAPS AND STEMS

ORDER OR CONTRACT

COMPLETE FACILITIES

CORRESPONDENCE SOLICITED

SAMPLES ON APPLICATION

KINSTON, N. C., U. S. A.

ANDREW JAMISON, President

Established 1885; Incorporated 1910

W. A. ADAMS COMPANY

—BUYERS AND EXPORTERS OF—

ALL GRADES OF OLD BELT

LEAF, STRIPS, SCRAPS AND STEMS

OXFORD, NORTH CAROLINA, U. S. A.

PERSON-GARRETT COMPANY, Inc. LEAF TOBACCO DEALERS

Rehandlers of and Dealers in all Types of Carolina and Virginia Tobaccos. Modern Redrying Plant Equipped with Latest Improved Machinery and Ample Storage Facilities.

SAMPLES SUBMITTED UPON REQUEST

Domestic and Export Types

R. M. GARRETT, Pres. GREENVILLE, N. C., U. S. A. R. P. WATSON, Vice Pres.

Cable: Monk

Codes: { Arnold's Nos. 5 & 15
Western Union

A. C. MONK & CO. Farmville, N. C.

A Large Supply of Leaf Tobacco Always on Hand.

We buy all grades Bright Tobacco, Virginias, Darks and Burleys, Steam and Natural Season. Samples Furnished.

Branch Factories: Wilson, N.C.; Wendell, N.C.; New Bern, N.C.

THE VENABLE TOBACCO CO., Inc.

Address: "Venable."

Arnold's Code 5, Commercial Telegraph & Cable Code.

LEAF TOBACCO BROKERS

Durham, N. C., U. S. A.

ALL GRADES OF LEAF TOBACCO AND STRIPS

AMBERLAYNE LEAF TOBACCO CO.

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CAROLINA
SEED LEAFKENTUCKY
CLARKSVILLE
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WESTERN DIST.BURLEY
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5026
5027

International Freight Forwarders

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EVERYTHING

So that you may become more fully acquainted with our organization, we wish to recommend the use of our gulf office, Anchor Forwarding Company, 1133 Whitney Central Bank Building, New Orleans, Louisiana. This office can and



does furnish the same excellent stand. service accorded our clients here in New York, Norfolk, and Baltimore.

Respectfully soliciting your further patronage.

CABLE ADDRESS "ANCHOR" NEW YORK ALL STANDARD CODES

Lighterage Storage and Trucking

EVERYWHERE

Recent Tobacco Exports From Hampton Roads

Reported by the Virginia Forwarding Corporation of Norfolk, Va.

From Norfolk

S. S. *Sacandaga*, Jan. 2, 71 hogsheads leaf tobacco for Amsterdam; 7 hogsheads leaf tobacco for Rotterdam; 110 hogsheads and 1 box tobacco for Antwerp.

S. S. *Capulin*, Jan. 2, 280 hogsheads leaf tobacco; 4 cases manufactured tobacco for London.

S. S. *Firpark*, Jan. 3, 23 cases smoking tobacco for Havana.

S. S. *Hoosac*, Jan. 3, 4 cases manufactured tobacco, 8 cases plug tobacco; 569 hogsheads leaf tobacco for Liverpool.

S. S. *Schenectady*, Jan. 6, 11 hogsheads leaf tobacco for Chr. Krough; 85 hogsheads leaf tobacco for Copenhagen.

S. S. *Kerhonkson*, Jan. 6, 744 tierces leaf tobacco for Avonmouth.

S. S. *Nevisian*, Jan. 8, 921 hogsheads leaf tobacco for London; 40 hogsheads scrap tobacco; 9 hogsheads leaf tobacco for Antwerp.

S. S. *Vardulia*, Jan. 9, 381 hogsheads leaf tobacco for London.

S. S. *Cold Harbor*, Jan. 11, 7 hogsheads leaf tobacco for Manchester.

S. S. *Kearney*, Jan. 12, 1,105 tierces and hogsheads leaf tobacco for Liverpool; 72 tierces and hogsheads leaf tobacco for Glasgow.

S. S. *Bay State*, Jan. 14, 12 cases plug tobacco for Liverpool; 2 cases plug tobacco for Newcastle; 1,121 tierces and hogsheads leaf tobacco for Liverpool.

S. S. *Sonderborg*, Jan. 15, 18 cases smoking tobacco for Havana.

From Newport News

S. S. *Shunko Maru*, Jan. 11, 1,090 hogsheads leaf tobacco; 100 cases leaf tobacco for Shanghai.

S. S. *Vardulia*, Jan. 9, 304 hogsheads leaf tobacco for London.

S. S. *Teucer*, Jan. 11, 10 cases plug tobacco; 1,727 packages leaf tobacco for Shanghai; 40 cases smoking tobacco for Singapore; 47 cases smoking tobacco, 40 cases cigarettes for Manila; 15 cases smoking tobacco for Penang; 28 cases plug tobacco for Singapore; 35 cases smoking tobacco for Bangkok.

S. S. *Kearney*, Jan. 12, 379 hogsheads leaf tobacco for Liverpool.

S. S. *Gaelic Prince*, Jan. 13, 2 cases plug tobacco, 5 cases cigarettes, 21 cases smoking tobacco, 736 hogsheads leaf tobacco, 53 hogsheads stem, for Shanghai.

S. S. *Archer*, Jan. 13, 726 hogsheads leaf tobacco for Hong Kong; 1,620 packages leaf tobacco for Shanghai.

S. S. *Artigas*, Jan. 14, 22 hogsheads leaf tobacco for Liverpool.

S. S. *City of Flint*, Jan. 15, 10 hogsheads leaf tobacco for London.

Legal Lore

Waiting Too Long to Act

Here is a case that may help somebody. It has to do with the attempt made by a buyer to cancel the contract and the mess he got himself into by not doing it right. Not that he had any right to cancel at all. The court held that he did not, but all the same it would have been better for him had he declared himself at the proper time.

The moral is not to "cancel buying contracts early, but to act at once when you make up your mind to."

This buyer had made a contract to buy a lot of goods to be delivered in monthly shipments. He had resold most of these goods to buyers of his own, and these contracts fell down. Then he went to his seller, told him what had happened and asked him to call the deal off. The seller refused. Exactly what transpired is thus told in the court's decision:

"The written order of the buyer, in its final form, was accepted by the seller on October 4th. On October 11th, the buyer wrote that it had suffered cancellation of its selling contracts, which it had expected to fill with this merchandise, and hence 'we would be obliged to ask you that you cancel this contract.' October 20th plaintiff wrote

the defendant, declining to cancel, and 'trusting that conditions may improve with your company, and that you will have no difficulty in using the goods as contracted for.' On October 23rd, defendant replied, stating the hardships of its situation, and saying, 'We trust, therefore, that you will reconsider your decision in the matter.' Plaintiff replied that it could not consider cancellation, that the contract should be carried out, and insisted that it was just and right. Then the matter was argued back and forth by continuous correspondence of the same nature, and not until the letters written in March did defendant make it clear beyond dispute that it considered the cancellation was absolute, and would not then or later accept any shipment against the order."

In due time the case got to court on the seller's suit for damages for the buyer's breach of contract. As the market had been constantly declining, the question when the cancellation actually took place became important. The buyer who lies down on a contract to buy goods is responsible for the difference between the contract price and the market price on the date of cancellation. In this case the market declined continuously from October to March. If the cancellation occurred in October, when the buyer first intimated he wanted to get out of his bargain, he was responsible for much smaller damages than if it occurred in March, when for the first time he definitely said, "I'll take no more of these goods."

The court said the above correspondence wasn't a cancellation. "We do not think," said the court, "such correspondence should be construed as an absolute repudiation by the buyer until it takes its final form. Running through the letters was not only an effort on the part of each to persuade the other not to insist, but also an effort to agree upon the amount of damages which the buyer would pay if the seller would grant the requested privilege of cancellation. A purchaser who without any legal excuse intends definitely and finally to repudiate a contract must make that intention clear beyond doubt or confusion. We therefore adopt March as the time of the first absolute refusal to accept."

The books contain many other cases like this, where either a seller or a buyer—sometimes it is one and sometimes

the other—makes up his mind to get out of a contract to sell or to buy as the case may be, but where he lacks the moral courage to let the intention definitely. He hints and suggests and insinuates and says though the party can often get out of the lines and knows perfectly well what's coming he doesn't go. "I will not deliver these goods," "I will not take them." Meanwhile, unfavorable turn in the market, usually responsible for the war, out, the market is probably seriously running against the dealer when he finally comes out with the apt to be several hundred thousand dollars worse off than he has been in the beginning.

It seems as if this article might have been written exclusively to the seller who contemplate breaking contracts—telling him how to do with least possible loss. Naturally, such intention; I offer what I have merely as another illustration that you have made up your mind to cancel, declare it at once, and you will be able to save yourself some money even if the course is wrong—my January, 1926, by Elton J. Butler.

South Boston Sales With Rush

SOUTH BOSTON, Va., Jan. 30. Sales leaf tobacco on the open floor market continues brisk and the offering on today amounted to between 17,000 and 200,000 pounds. The quality of the tobacco, however, is mostly common, is declared. Sales of the smaller warehouses have redoubled in the past two weeks and it appears that all of the tobacco in this section is now being so auctioned. It is asserted that further legging of tobacco is unnecessary and that farmers dispose of the tobacco in any way they see fit.

It is estimated by those in position to forecast that the total sales here on the open floor market will be to 12,000,000 before the market closes March. Double sales are held in the auction warehouses in order to clean up the tobacco on the floors during the last hours.

A. H. BUCHAN, President

DIXON-BUCHAN TOBACCO COMPANY

Cable address
DIBUCO, Mullins, S. C.

Located on the largest market in the South Carolina Belt
MULLINS, S. C.

DEALERS and EXPORTERS
VIRGINIA—CAROLINA TOBACCO

Our Specialty

BRIGHT CIGARETTE TOBACCO

Codes used:
LIEBERS 5 letter
A. B. C. 5th Edition

ESTABLISHED 1870

RICHMOND OFFICE
100—Shockoe Slip

PEMBERTON & PENN, Inc.

Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

Buyers on All Important Markets in Virginia and Carolina

CABLE ADDRESS: "Penn," Danville, Virginia

CABLE ADDRESS: "Penn," Richmond, Virginia

CODES USED: Western Union, Arnold's 5 and 15, Bentley's

Receipts Larger Than Expected

Jan. 30.—John D. Lynchburg Tobacco Company, makes the following leaf tobacco sold on the "open" market:

	Pounds
Jan. 30, 1926	783,300
Jan. 1, 1925	7,067,000
for 12 months	6,390,900
Jan. 26	676,100

These are somewhat larger than this week end the offerings consisted of common and non-decked common tobacco is due to the very dry summer. The tobacco planted late did not mature, being lots of green non-decked, and so much common tobacco showing up that the demand is poor; hence, is lower than with very little prospect of a good crop of tobacco in the near future.

A good crop of tobacco in the near future. The animation is shown, and is bought at highly satisfactory prices. The situation, it may be said, is one of good body and in demand, and selling the inferior grades are not as has been, causing prices to be lower on same.

Quotations

Common	\$3.00 to \$8.00
Short	8.00 to 15.00
Medium	9.00 to 15.00
Long	13.00 to 30.00
Light	23.00 to 38.00
Dark	35.00 to 46.00

Peru Bans Match Imports and Other Products

WASHINGTON, D. C., Feb. 1.—The importation of manufactured matches and of similar products, including automatic lighters and match making machinery, has been prohibited in Peru by a decree of November 4, states a report to the Department of Commerce from the American Embassy at Lima. A decree of the same date authorizes the duty free importation of 10,000 kilos of cardboard and of 20,000 feet of lumber by the company which has been awarded the match monopoly in Peru.—L.A.M.M.

Kelly Buys Scott Co.

CHATTANOOGA, Tenn., Jan. 30.—All the stock and merchandise of the Chaney-Scott Company has been sold to the Kelly Cigar & Tobacco Company, of this city. President T. C. Wright, acting upon instructions from the Chaney-Scott directors, consummated the deal after operating the business for the last three years. Mr. Wright is to now concentrate his efforts upon the Hotel Savoy, which he has also operated for some years.

Cheek Buys Owen Works

EAGLEVILLE, Tenn., Jan. 30.—At a purchase price of \$20,000 the old Owen Tobacco Works here has been purchased by C. T. Cheek & Sons, of Nashville. They will operate the plant as at present under the same name.

JOHN STAUN & CO.

PACKERS AND IMPORTERS OF

CIGAR LEAF TOBACCO

7 AND 9 WEST SECOND STREET, CINCINNATI, O.

WILLIAM H. WHITNER

Importer and Packer of

LEAF TOBACCO

25 and 26 Wall Street

BINGHAMTON, N. Y.

PHILIP MAYER

INGER & MAYER, Inc.

IMPORTERS AND PACKERS

LEAF TOBACCO

WATER ST.

NEW YORK

CLARK BROS. & CO.

Buyers, Packers and Exporters

All Grades Virginia and Carolina Tobaccos.

Also Kentucky Air Cured and Burley Types.

We cover closely the Virginia Dark Belt and specialize in this type of Export.

BEDFORD, VIRGINIA

CABLE: "Edmunds" Danville

CODES: Bentley's, Lieber's

J. M. EDMUNDS COMPANY

INCORPORATED

DANVILLE, VA., U. S. A.

Dealers and Exporters

Virginia, Carolina, Kentucky and Tennessee Leaf Tobaccos

E. B. FICKLEN TOBACCO CO.

Incorporated

Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips

BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Apply for Redrying by Steam or Natural Season

Samples Furnished

Cable "FICKLEN"

Correspondence Solicited

Clown Cigarettes
and **Old Hill Side**
Smoking
Manufactured by
Axton-Fisher Tobacco Co.
Incorporated
Louisville, Kentucky, U. S. A.

PAPER BAGS FOR SCRAP AND FINE CUT TOBACCO

Manufacturers, Protect Your Tobacco. Pack it in our Paraffine Lined, Weatherproof Bags that keep the natural moisture of the contents on the inside, and Excludes the Dampness and prevents Mould.

For twenty-five years we have furnished bags to the Scrap Tobacco Manufacturers. There is A Reason. Write for samples—make a trial and be convinced.

THE WESTERN PAPER GOODS COMPANY

Third and Lock Streets

Cincinnati, Ohio

G. R. GARRETT COMPANY, Inc.

Cable Address
"GARRETT"

Dealers in

LEAF TOBACCO

Codes { A, B, C, 4th & 5th Editions
Bentley's

Clean, Uniform Strips a Specialty

ROCKY MOUNT, NORTH CAROLINA, U. S. A.

Cigarette Paper "EL PINO"

In Reels, Reams or Books

MIQUEL y COSTAS & MIQUEL

BARCELONA, SPAIN

United States Branch, 59 Pearl Street, New York City

Established 1898

Cable Address Randolph

RANDOLPH MEADE & COMPANY

INCORPORATED

Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.

Correspondence solicited.**Satisfaction guaranteed.**

Samples sent on request.

DANVILLE**VIRGINIA****DIBRELL BROTHERS Inc.****Leaf Tobacco Dealers****Danville, Va., U. S. A.**

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

Cable Address "Dibrell"—Danville**B. P. EGGLESTON & CO.**

Established 1892

DRAKE'S BRANCH, VA.

D. Q. EGGLESTON

DEALERS IN LEAF TOBACCO**Specialty:—VIRGINIA DARKS**

Year Business Solicited

Correspondence Invited

J. E. SEARS & COMPANY**APPOMATTOX, VIRGINIA, U. S. A.****VIRGINIA DARK TOBACCO**

Bought on order or contract for domestic, or foreign account

Ample facilities for steam and air drying

We manufacture hoghead shooks. Stock on hand at all times

J. E. BOYD AND COMPANY, INC., South Hill, Va.**DEALERS IN LEAF TOBACCO**

Buyers and redryers of leaf tobacco on order or contract. Bonded storage warehouse under government regulation. Stocks of leaf tobacco on hand at all times. Samples submitted on request.

Established 1857

R. C. MORTON & CO. LEAF TOBACCO DEALERS**RICHMOND, VIRGINIA**

Cable address, Morton-Richmond

Bright and Dark Virginia

Burley—Western—Seed Leaf

Strips—Scraps—Stems—Cuttings

Dunnington & Company

(Successors to W. C. DUNNINGTON)

Leaf Tobacco Dealers**Packers and Exporters**

Our facilities are ample to buy, handle and redry in the best manner, any Quantity of Tobacco in any way desired. Branches on principal market of Virginia.

Farmville, Va.

Cable Address: "Dunnington," Farmville, Va. All Codes.

Egypt's Cigarette Paper Imports

WASHINGTON, D. C., Jan. 4.—There is no manufacture of cigarette paper in Egypt and the local tobacco industry is entirely dependent upon foreign sources of supply, says Trade Commissioner May at Alexandria, reporting to the Department of Commerce. Consequently there is a large importation of cigarette paper, averaging about 1,250,000 pounds annually in ordinary years, and valued at some \$325,000. Discussing the Egyptian cigarette paper situation in some detail, Mr. May says:

Imports of cigarette paper amounted to 1,246,785 pounds, valued at \$398,357 in 1922, to 1,233,826 pounds, valued at \$298,256 in 1923, to 1,256,373 pounds, valued at \$297,927 in 1924, and to 881,586 pounds, valued at \$206,868, during the first nine months of 1925. Italy supplies the preponderance of cigarette paper used by the Egyptian cigarette manufacturers, its share amounting to 59 per cent in 1922, 55 per cent in 1923, 64 per cent in 1924, and 83 per cent during the first nine months of 1925. France is the only other important source of supply, its share amounting to 31, 35, 31 and 14 per cent, respectively during those periods. Very small quantities also come from the United Kingdom, Germany, Austria, and Spain. Importation of cigarette paper in books is almost negligible.

American Machinery Used

The Egyptian cigarette industry now operates chiefly with modern American cigarette-making machinery, and the types of cigarette paper required by local manufacturers are rather well defined. The greatest demand is for paper on rolls, the largest consumption being of paper 74 centimeters (29.13 inches) wide and in rolls of 5,000 meters (16,404 feet). These are cut to the desired widths at the factories. For imported cut roll paper the principal consumption is in 26 to 26½ millimeter (1.02 to 1.04 inch) and up to 32 millimeter (1.26 inch) widths, each roll being 1,560 meters (5,118 feet) in length, or one-half standard roll length.

High Quality Paper Required

Due to the strenuous competition between the Egyptian cigarette manufacturers themselves and between the Egyptian cigarette industry and foreign competitors, it now seems that more and more attention is being paid to quality and price not only with respect to tobacco, but also especially with reference to the cigarette paper itself. The prime requisite as regards cigarette paper in Egypt is that it must be strong, i.e. not easily broken in the various machine and hand processes of manufacture and packing, it must be uniform in quality, it must be very white and flammable, leaving as white an ash as possible, and an ash as close to the color of the tobacco ash as possible. Local cigarette manufacturers pay more attention to quality than price in making their commitments.

Kinds of Paper in Demand

Generally, the type of paper required is referred to among the foreign paper manufacturers as "Verge egyptien." The standard quality of this paper weighs from 20 to 21 and from 21 to 22 grams a square meter. There is some demand for "Verge egyptien" in sheets for hand made cigarettes of high quality manufactured for export in some of the important factories and small shops. However, since the War, on account of the great development of the machine manufacture and also on account of high prices, a large share of the flat paper which now arrives on the Egyptian market is locally cut up and made into books for re-export to Palestine, Syria and

Arabia. The most popular sheet flat paper are 57 by 82 centimeters by 32.3 inches) and 70 by 100 meters (27.6 by 39.4 inches), weights varying between 25 grams and even up to 25 grams a square meter. There is also demand for "Verge egyptien" 60 by 75 centimeters (23.6 by 29.5 inches) weighing 25 grams per square meter for making hand-rolled cigarette books for the wholesale and retail tobacco trade.

French Paper Well Known

Most of the leading French manufacturers have been well introduced to the Egyptian market for many years. French manufacturers have held a large share of the business through their ability to quote attractive prices at Alexandria, and generally to meet the demand and to cater to the requirements of the trade. The most successful French paper owe their presence to a very large extent, to their close contacts with the industry.

Several Italian manufacturers of cigarette paper have held a large share of this trade of late years by following French practice even to the quoting prices in French francs. Among the best known Italian manufacturers from Milan, viz. "Mediano" and "Cartiera." There is also some cigarette paper on the market from

Prices, Packing Methods

The present c.i.f. Alexandria prices for French and Italian cigarette paper figure out at between 1½ and 2 centimeters of width, 3,120 meters roll length, for extra good quality manufacturers are under no longer established French brands.

Shipments are effected in strong reinforced with double waterproof paper. Flat cigarette paper comes in ream packages also well reinforced with waterproof paper and in strong packages.

An 8½ per cent ad valorem duty levied by the Egyptian Government on imported cigarette paper figured on the laid-down price. There are also supplementary and paying charges which bring the total customs dues up to about 10 per cent of the c.i.f. Alexandria cost.

Introducing New Brands

For the introduction of new brands it is strongly recommended that the Egyptian cigarette paper manufacturer canvassing the trade, quote in francs and allow maximum credit to the financial responsibility of the consumer. Quotations would preferably be in Pounds Sterling, although the franc is used to franc prices.

The greatest care must be exercised in the appointment of reliable, placed and energetic import agents operating on a small commission. The principal buying is effected in spring for delivery before the commencement of the cigarette season. It is advisable to submit samples in offering quotations and to have as closely as possible the standard "Verge egyptien" quality.

It has invariably been found that agents who understand the cigarette industry's requirements as well as the subsidiary lines which the manufacturer needs, such as colored and fast cardboard for boxes, and labels, are the most desired. The import must be directly with the manufacturer who can give the services of any intermediary.

Detroit Jobber Off

Just stopping in New York enough to see a few friends, Becker, of the C. A. Becker Co., Detroit, went onward to Tampa.

CIGARETTE PAPER

Imported French in Bobbins, Reams and Books

Peter J. Schweitzer, Inc., 200 5th Avenue, New York



PRINCESS PAT CIGARETTES

FEDERAL TOBACCO CORPORATION - CHICAGO -



County Airgrams Bought by 'Jeanne'

factory of A. S. Frey & Co. was completely destroyed by a fire on the morning of last week. Loss of the fire is unknown. One of the concerns are Allen & Sterling Nisely.

Waters, manufacturer of O'San will have this week for a pleasure trip to California.

an Gun, New York, salesman for the Shell Display Company, is the caller on glass box cover his tek.

is J. Levy, of Julius Marqusee & New York, spent last week here, to trade his leaf wares.

ohling, of the Kohlberg Company, New York, is calling local trade.

ert (Tris, Arthur Bornholt Company, New York, and Stewart Mosher, of the Sarluy Company, New York, are registered at the Colonial Hotel.

ke, of the Howell Company, Elmhurst, N. Y., is registered at the Colonial Hotel.

ohn Bobrow Brothers, Philadelphia, are pushing the factories to the old, Topic and Recall.

Lo, Quincy, Florida, dropped by to show his new crop of rappers.

Mr. Love says he will move faster this year than last. His cars are being moved to New York.

Mr. Love left York Tuesday to attend a show in New York.

Frantz, of Madison, returned Wednesday. He was very well with business on his short trip.

Crane, of Philadelphia, is finding business to his liking.

W. H. Snyder & Sons, of Pion Thursday, I found W. Snyder very busy entertaining inces. After a wait in line I had a talk with Mr. Snyder, and found sales in No. 32. This happened at 21.

Just how many more could on the manufacturer of Cigars I do not know. I all add a happy greeting from and.

Glen, of Bonneyville, Pa., for his Blue Ribbon cigars, and all factories this week.

Reit, Dallastown, manufacturer of cigars, has a new house with fullgar. Mr. Rust expects to put February 1 in his new fac-

g and Knaub, of the Codorus Company, Codorus, Pa., I found that is one of the finest equipped and most pleasant to work in.

to J. Knaub, I learned he has been for fifteen months ahead.

built a storehouse to carry one case of binders which I find a umidor to carry twenty

cases of cigars has also been added, likewise a stripping room where eight machines keep cutting away on stock. Mr. Knaub looks for a record year on Covered Wagon cigars, his only brand, which has kept this house busy getting out the orders.

Mr. and Mrs. Harry L. Haines, manufacturer of Robert Fulton cigars, left for New York to enjoy the tobacco show.

F. B. Strickler, the Yorkanna manufacturer, left on a business trip for Connecticut, also taking in the tobacco show.

J. C. Kling, Hanover, Pa., continues to keep Hanover on the map with his big selling ten cent cigar, Lormanco. He is likewise manufacturer of Pommery, a five cent cigar. Mr. Kling had removed to larger quarters to insure all his jobbers quick delivery on all their well known brands.

Max Kalisch, partner in the Consolidated Tobacco Company, this day sold out his interest to Jacob Streavig, Frank Strayer and Harvey Waughtel, who will continue to carry on the business as in the past.

H. L. Way and H. Lloyd, of Elmira, N. Y., are among the callers on local trade.

Herbert Smith, of Windsor, Pa., manufacturer of Havana Browns, is one of York county's youngest manufacturers, and is setting a very fast pace on this well known brand of five cent cigars.—"JEANNE."

Diamond State Fibre Creates New Sales Managers

BRIDGEPORT, Pa., Feb. 1.—General Sales Manager T. E. Webster, of the Diamond State Fibre Company, announces that the eastern sales organization has been changed by the appointment of C. M. Bogert as district sales manager of Connecticut, with offices at South Norwalk, and W. R. Elsenhans, of the Bridgeport office, to be district manager in Philadelphia, with headquarters at 822 Drexel Building. Both these new managers will sell Diamond Fibre and Celoron to the tobacco trades.

Workman at Show

District Sales Manager Workman, of the General Cigar Company, came to the Show with Mrs. Workman Friday, and someone said they were really seen to stop at the Robert Burns booth for a glimpse at the Burning Question.

Cigar Store Sold

ASBURY PARK, N. J., Feb. 1.—Schoendorf Smoke Shop, 404 Emory street, this city, is now under the management of Morris Newman.

Reese Sells Out

ILION, N. Y., Feb. 1.—George Williamson has purchased the cigar business of George W. Reese in the Schmidt Block.

Nothing will sell itself; but, it shouldn't be necessary to sell the same man twice on the same proposition... There are thousands of men who were sold on SUNSET TRAIL 5c CIGAR the first time they smoked it.... There are thousands still who haven't had the chance to try... The Roby Cigar Company of Barnesville, Ohio

CRAGGS & SMITH

Tobacco Manufacturing Supplies

Suppliers of all kinds and makes of Tobacco Machines; Cigarette paper, Tapes, Tipping material, Adhesives, Humidifying Systems (Rhode Island Humidifier), and all other kinds of cigar and cigarette manufacturing supplies. Domestic and Export.

Expert Engineering and Construction Service

Telephone:
"Bowling Green 5025"

Cable Address:
"Craggsmith"

No. 2 Stone Street, New York, N. Y.

MARIE ANTOINETTE

A Specialty in Mild Havana Cigars

27 Sizes—MADE IN—27 Sizes

"Bought When Quality is Sought"

Descriptive Booklet and Samples Sent Upon Application

E. KLEINER & CO., Inc., Makers

320-322 E. 63d Street, New York City

CEDAR CAN LINING

PRESERVE THE AROMA OF FINE CIGARS

We Specialize in Cedar Linings for Cigar Cans

THE CEDAR PRODUCTS COMPANY

Philip L. Hans & Son, Proprietors

LAKE RONKONKOMA

LONG ISLAND, N. Y.

Cable "Robey" Franklin, Ky.

Branches:

Bowling Green, Ky.
Scottsville, Ky.
Gallatin, Tenn.

Plants and equipment for Buying, Air Drying and Packing on all One-Sucker Markets.

E. S. ROBEY & CO., Inc.

FRANKLIN, KENTUCKY, U. S. A.

Exporters of Leaf Tobacco

Specializing Kentucky—Dark Air Cured

sion—Any Quantity—Samples Cheerfully Submitted.

Codes: A.B.C. 5th Ed
Western Union

Branches:

Russellville, Ky.
Hartsville, Tenn.
Carthage, Tenn.

Contract or Commis-

Cable: Austin, Greenville



(Arnolds No. 5
A B C 5th Ed. Improved

LEAF TOBACCO

THE AUSTIN CO., Inc.

GREENVILLE, TENN.

Latest Proctor System

FRED P. GASKELL CO.

Shipping and Forwarding Agents to all Parts of the World.

IMPORT AND EXPORT

Lowest Rates and Best Service

EXPERIENCE EFFICIENCY ECONOMY


NEW YORK, N. Y., 1 Broadway NORFOLK, VA., Law Building

SPECIALTY—BURLEY AND ONE SUCKER

BUYERS AND HANDLERS
ORDERS SOLICITED

Operating on markets at Franklin, Tenn.,
Mt. Pleasant, Tenn., and Hartsville, Tenn.,
and Scottsville, Kentucky.

Head Offices: Nashville, Tenn.



CABLE ADDRESSES {U. S. A.—Command, Owensboro, Ky.
 {ENGLAND—Invade, Liverpool.

ROSS TOBACCO COMPANY, (Incorporated)

(Formerly called ROSS-VAUGHAN TOBACCO CO.)

BUYERS, REHANDLERS AND REDRYERS OF
LEAF TOBACCO AND STRIPS ON ORDER

FOR HOME TRADE AND EXPORT

Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying
U. S. A. Offices—Owensboro, Ky.

British Offices—John Ross & Co., No. 27 King St. Liverpool, Eng.
Factories—OWENBORO, KY., LOUISVILLE, KY., PRINCETON, KY., SEBREE, KY., ERIN, TENN.

Buyers on all Hoghead and Loose Leaf Markets in Burley and Dark Sections

THE MEADS TOBACCO CO.

If it's TOBACCO we have it

DOMESTIC AND EXPORT

RED LION, PA. U. S. A.

Cable: "Meads," York, Pa. Codes: Arnold's 5 & 15, A. B. C. 5th, c/o Western Union.

CABLE ADDRESS "ROSSAFRICA" LOUISVILLE, KY

Ross Tobacco Company

INCORPORATED

AFRICAN BRANCH

OFFICE AND FACTORY N. E. COR. 11th MAGAZINE STREETS

LOUISVILLE, Ky., U. S. A.

J. M. PHILLIPS, GENERAL MANAGER

MANUFACTURERS OF ALL GRADES AFRICAN AND BLACK FAT LEAF TOBACCO

A. F. Moreland B. L. Withers E. B. Hicks

Cable Address: "Moreland"

MORELAND, WITHERS & HICKS, Owensboro, Ky.

(Successors to J. S. Phelon)

Leaf Tobacco Brokers, Dealers and Rehandlers

Can handle all grades in any way desired, on Order or Commission. Personal care given
all business, with special attention to Green Rivers and Burleys

Read Tobacco Weekly

SUHLING & CO., INC.

VIRGINIA, CAROLINA & KENTUCKY TOBACCO

Cable Address:
"Suhling," Lynchburg Lynchburg, Va.

Louisville Market

LOUISVILLE, Ky., Jan. 30.—The Louisville Tobacco Board of Trade reports the hoghead leaf tobacco transactions as follows:

Tobacco Sales for the Month and Year to January 29:				
Ware-houses	Week			Year Jan. 1 to Date
	Auction Sales	Private Sales	Total for Week	
Kentucky & Louisville ..	375	8	383	1,635
Main Street. Planters ..	100	..	100	704
Farmers	21	11	32	545
	496	19	515	2,884
Year 1925....	..	..	1,338	5,955
Year 1924....	..	..	1,491	7,203
Year 1923....	..	..	1,847	10,434

Classifications of This Week's Sales			
	Old	1925	Total
	Crops	Crop	
Burley	35	480	515
Dark .....	..	..	..
	35	480	515

Classifications of Sales Jan. 1 to Date			
	Old	1925	Total
	Crops	Crop	
Burley	510	2,289	2,799
Dark	85	..	85
	595	2,289	2,884

Classification of Sales to Same Date in			
	Old	1925	Total
	Crops	Crop	
Burley	5,744	6,713	9,672
Dark	211	490	762
	5,955	7,203	10,434

Comparisons with previous years			
SALES	1926	1925	1924
Total sales of new crop to date	4,919	7,762	10,141
Sales of new crop to date. Original inspection	4,299	6,794	9,043
REJECTIONS			
Rejections this week:			
Burley	71	....	....
Dark	00	....	....
Total	71	329	202
Percentage of rejections to auction sales:			
Burley	14	....	....
Dark	00	....	....
Total	14	25	16
Rejections, Jan. 1 to date:			
Burley	500	....	....
Dark	000	....	....
Total	500	1,176	879

Quotations at Louisville January 29				
	Burley, Old			Dark
	Dark	Bright	Colony	Mig.
Trash, green or mixed	8-10	11-13	14-16	6
Trash, sound	10-11	12-14	17-19	6 1/2
Common lugs	13-15	16-18	19-21	6 1/2

Med'um lugs	17-19	20-22	23-25
Good lugs	20-22	23-25	26-28
Common lugs	11-13	14-16	17-19
Common leaf	16-18	19-21	22-24
Com. leaf, short	11-12	14-16	18-20
Medium leaf	18-20	22-24	26-28
Good leaf	24-26	26-28	29-31
Fine & Select	28-30	30-32	33-35

(Burley, 1925)
Dark
Red

Trash, green or mixed	6-8	10-12
Trash, sound	8-10	12-14
Common lugs	11-13	14-16
Medium lugs	14-16	17-19
Good lugs	15-17	20-22
Common leaf, short	10-12	13-15
Common leaf	14-16	16-18
Medium leaf	16-18	19-21
Good leaf	22-24	23-25
Fine and Selections	26-28	28-30

N. B.—Unsound or defective condition, length or color or mid-ages, from 1 cent to 3 cents less

E. BROAKER, Secretary.

Lexington Season Averages

LEXINGTON, Ky., Jan. 30.—Sales auction markets of Lexington yesterday for the season amount to 18,582,085 pounds, and brought a gross of \$4,104,455.96, an average of \$22.09 a hundred pounds, according to the report of the Lexington Supervisor of Sales Ben Bosworth. He reported that the sales for the year were 524,590 pounds, at an average of \$22.10.

Thursday's market was, however, stronger than it had been the rest of the week, according to tobacco men. The rise in the average was helped by the good leaf on the floors of the houses.

Cheaper prices obtained on other grades of the leaf, according to warehousemen, although good tobacco brought about the same figure as prevailed throughout the week.

According to figures given it the four houses at which auctions concluded, sales were as follows:

Houses	Pounds Mon.	Virgins Ave.	184,150	\$37,723
People's	130,730	25,950	..	..
Geary	133,630	35,945	..	..
Jewell	71,080	16,320	..	..

The highest price paid for a house was \$36 at the People's.

Hopkinsville Has Busy Week

HOPKINSVILLE, Ky., Jan. 30.—This week was another busy one on the local loose leaf tobacco floors, totaling 1,715,040 pounds passing from producers' wagons at an average price of \$1.74 a hundred.

This shows a distinct break in the market price of the weed of late. The week's receipts swelled the total to 10,001,865 pounds, as against 5,770,015 pounds during the same period last year.

Cable "Miller" Paducah

ED. R. MILLER & SONS

DEALERS and BROKERS

Dark Fired Kentucky Leaf Tobacco

PADUCAH, KY. U. S. A.

PURE TESTED BURLEY TOBACCO SEED

Kelley's, Judy's Pride, Root Rot Resistant of the standing-up varieties; Kentucky Leaf of the spreading-over variety, the kind our fathers raised. Machine cleaned at \$1.00 per ounce. The famous slick stalk, one-sucker dark seed, the finest yet grown, weight, color and price. Does well for both air and fire curing. Also improved seed at \$1.00 per ounce, or 3 ounces \$2.50. Reliable agents wanted.

ARTHUR A. HOWELL, Route 4, Bethpage, Tenn.

WILSIMMONS

Codes { A. B. C. Fifth Edition Improved
Arnold's No. 5 and 15

Established 1886

W. H. SIMMONS & CO.

Packers, Dealers and Exporters

ALL GRADES TENNESSEE AND KENTUCKY TOBACCO

Correspondence Solicited

in price of dark tobacco is general, however, and the local market are still other markets. The average season is \$11.24. Selling quotations are reported during the past week: \$4. Lugs, common, \$4 to \$5; \$8; good, 8 to 12; fine, 12 to 15; low, 5 to \$8; common, \$15 to \$20; good, \$20 to 37.—BURCH.

Quah Prospects

AN/Ky., Jan. 30.—Despite the weather that has prevailed past week, deliveries of tobacco heavy and large sales have and for the loose floors. Offered own a large percentage of common grades, and we see no change in prices over last week. Market continues very irregular, with very little demand for top quality. Tobacco of medium quality have ranged from 18 to 33 cents. Tobacco of medium quality continue firm, selling from 18 to 33 cents. Tobacco is being delivered to in st condition, which handicaps these kinds, of course, being met against by buyers. Reheaviness has not been heavy grades obtained by growers common and low grades are not satisfactory, they recognize the demands for these grades are and accepting the prices.

considerable tobacco in the market, and we expect offerings to continue when conditions will permit. Indication the crop will be moved earlier than usual.

ath has been cold during the week, and farmers have done very little for this year's crop, but rather they will soon be with plant bed burning and the preparations for the crop.—W. E. S.

Tobacco Production

(Continued from page 7)
or 15, against \$80 the preceding year. The New England crop, on the other hand, bringing only 18.3 cents per pound on average, compared with 19.4 cents in 1925, representing a decrease of 5.5 percent from \$422.50 in 1924 to \$400.00 in 1925.

Price Differences Shown

per acre in the Old Belt flue area is placed at \$104.26 for 1925, as compared with \$128.61 in 1924; in the dark area of Kentucky and Tennessee, compared with \$77.74 in 1924 and \$124.98 in 1925. The flue per acre for all dark tobacco dropped from \$113.70 in 1924 to \$102.00 in 1925, the decline in the price was from \$183.45 to \$170.00 per acre. There was a decrease of \$13.45 per acre.

Baltimore Market

BALTIMORE, Md., Jan. 28.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

MARYLAND.—For the last week we have to report receipts of 186 hogsheds, against sales of 237 hogsheds. Most of these were of the lower grades.

OHIO.—Nothing to report.

Association Data

Leaf Tobacco Associations of Baltimore City issue these statistics for the week ending January 27:

Receipts, Including Reinspections		This Week		Previous Week		Net to Date		Same Date	
		Total		Total		Total		Total	
Maryland	261	574	835	562	155	574	835	562	155
Ohio	...	...	...	...	...	...	...	...	...
Total	261	574	835	562	155	574	835	562	155

Reinspections this week: Maryland, 75; to date: Maryland, 273.

Deliveries

Maryland		Ohio		Total	
Coastwise and Foreign		Domestic		Total	
This week	38	466	504	1	505
Previously	23	3,019	3,042	1	3,043
Total	61	3,485	3,546	2	3,548

Stock in Warehouses

Maryland		Ohio		Total	
Stocks Jan. 1	11,451	680	12,131	562	12,693
Receipts since	562	...	...	...	...
Delivered since	12,013	680	12,693	2	3,548
Stocks today	8,467	678	9,145	...	...

Sales

Maryland		Ohio		Total	
This week	237	...	...	...	...
Previously	366	15	381	603	15
Total	603	15	618	...	...

New Trial Denied in Hughes-Powell Case

DANVILLE, Va., Jan. 30.—Judge D. P. Withers has over-ruled the motion recently made for a new trial in the case of trustees for John E. Hughes Orphanage against W. D. Powell. Powell, local leaf dealer, was sued for \$22,000 on the ground that overloading the Hughes storage plant, which he had leased, caused that building to fall. The jury found for the plaintiff and a new trial was sought. Powell will take his case to the Virginia Court of Appeal on the ground that certain evidence legally admissible was ruled out and on the charge that the jury was misdirected. The litigation will run for several months before a decision is rendered.—TETLEY.

Dunhill Moves

All the wholesale departments of Alfred Dunhill of London, Inc., moved February 1 to 11 East Twenty-sixth street, New York, from the former address, 295 Fifth avenue. No shipments can therefore be made between the periods of January 28 and February 8. Increased business demanded this important change in the jobbing section of the American branch.

J. M. VAUGHAN, Pres. J. W. VAUGHAN, Vice-Pres. R. N. CASTLEN, Sec'y.
Cable Address: "VIRGIN," OWENSBORO, KY.

Kentucky & Virginia Leaf Tobacco Co.

(INCORPORATED)

BUYERS, REHANDLERS AND REDRYERS ON Leaf, Strips, Stems and Scraps

FOR DOMESTIC AND EXPORT TRADE

Green Rivers, Burleys, Darks, Virginia and Carolina Tobaccos

Improved Stick and Apron Drying Machines.
With Capacity of 200,000 Pounds Per Day.

Samples Submitted.
Orders and Contracts Solicited.

OWENSBORO, KY.

Louisville Office: 1120 West Main St., LOUISVILLE, KY.

G. F. VAUGHAN TOBACCO CO.

BUYERS, REHANDLERS, REDRYERS OF LEAF, STRIPS, STEMS, AND SCRAPS

FOR HOME AND EXPORT TRADE

Samples Submitted. LEXINGTON, KY. Contracts Solicited.

W. R. NAGEL & CO.

Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco

OFFICE AND FACTORY:
NINTH & FINDLAY STS., PADUCAH, KY.

W. B. KENNEDY
Cable: Kennedy

Codes: Arnold's 5 and 15, A. B. C. 5th Edition

W. B. KENNEDY & SON

PADUCAH, KY., U. S. A.

Leaf Tobacco Broker and Handler of All Grades of Leaf and Strips
Business Solicited on Orders for Commission
Factories: Paducah, Ky., Murray, Ky., Mayfield and Martin, Tenn.

A. R. BLANKS TOBACCO CO.

LEAF AND STRIPS Handled on Order or Contract FOR DOMESTIC AND EXPORT TRADE

All Grades of Fired, Air-Cured and One-Sucker

Orders and Contracts Solicited. MADISONVILLE, KY.

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760

Rail Road Mills Snuff, Est. 1825

Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboy's—Rappees—High Toasts—Strong, Salt, Sweet and Plain
Scotchs

MANUFACTURED BY
GEORGE W. HELME COMPANY

111 FIFTH AVENUE, NEW YORK

Codes: Arnold's 5 & 15; Leihers, 5 Letter A B C, 5th Edition

Rudolph & Bro. Clarksville, Tennessee

Dealers and Brokers in Leaf Tobacco

Give our personal attention to all orders either small or large.
Samples submitted upon request. Branch: Springfield, Tenn.

TOBACCO TRADING CORP.

All Kinds Kentucky - Tennessee & Virginia - Carolina

— LEAF TOBACCO —

Louisville, Ky.

Richmond, Va., U. S. A.

Connecticut Market Now Gets Better

Tobacco Soon Shy If Good Business Continues—1925 Crop Short—Its Texture and Yield Excellent—Cheap Grades Off Market Forever—Buyers Want Larger Lots.

HARTFORD, Feb. 1.—A week of still better business than previous weeks of the new year prevailed here, and if it continues for any length of time somebody is going to find a market pretty bare of old goods, and many grades of the 1925 off the market.

Already many packers have made sales of different grades long before they are packed, not even knowing how many cases of a grade they will have. The buyers are taking whatever there is, be it more or less, and from sales made in this manner one can only come to the conclusion that the buyers have realized that the 1925 crop is going to be one of the shortest crops in years.

Good Yield

Owing to its texture and yield, it will be wanted in larger quantities than any crop we have had in the past ten years. In this case it will soon be out of the packers' hands, and those users who do not get into the market early enough will find it pretty hard picking, and not over plenty. Many of them will have to fall back on what is left of the 1924 crop of both Havana seed and broadleaf.

Sales Heavy

Sales of the 1925 by the growers are keeping up the pace of the past month. Prices are higher than they were, with more buyers in the field. Growers are inclined to hold for higher figures, and seem to be getting them, according to reports received from different sections of the tobacco growing districts.

No matter in which direction you drive load after load of bundle tobacco is seen on the way to warehouses for sorting and packing. In turn, you hear less

and less of the proposed "cut out" of 1926 acreage.

Usual Acreage

The independent grower will be inclined to grow pretty nearly his usual acreage. But he is going to try to grow it at as low cost as possible, trusting to a good growing season and a more favorable market next fall. Then there should be less of the bug-a-boo of overproduction to upset the market, and bear down prices.

Good tobacco will always be wanted, and the more we have the better it will be for all. And, since the stemming interests have equipped their large plant with modern machinery to handle stemming grades in large quantities, it means they are here to stay. We can now be assured of a regular outlet for certain grades that were never a factor in cigar marking. They only took up valuable storage room in our warehouses, waiting for some one to come along who could use them at a price. That was always a losing game for the fellow who packed and carried them.

Off the Market

With these grades off the market, the manufacturers of the cheaper grades of cigars, who used them to some extent, with the export market taking the balance, will have to resort to higher grades or turn to other states for their wants. For there will be few to be had here in the future, and chances are that certain users of low priced tobacco will eventually resort to buying the cheap, poorer crops from growers. That is, after the packers get through buying the good, or that which is fit to sort and

worthy of the high cost of labor in preparing and holding for the market later on.

Buyers Busy

Among the many buyers here during the week were P. Louel & Son, J. Arens, M. L. Gershel, H. Oppenheimer, A. I. Mendelsohn, Leo Hirsch, L. Leopold Jac. Koepple, Frank Bach, Howard Cullman, J. L. McGerrity, Jack Marmel, Max Hartman, M. Schorin, B. Schwartz, Jerome Kohlberg, L. Toro of Porto Rico American Tobacco Company of New York; Wm. Yocum, of Reading, Pa.; A. Petri, of San Francisco; J. Lewis & Company, of Newark; M. Heineman, of Baltimore; E. J. Hemple, of Pittsburgh; M. Kovetz, of Syracuse; Leo Taussig, of Chicago; Geo. M. Berger, of Cincinnati; Messrs. M. C. Miller and Eppstein, of Peoria, and Harley Jefferson, of the F. Lorillard Company, and several others.

Sales in all grades and kinds were plentiful and even some complaints because lots were not larger were heard from some buyers.

Association Notes

Business is reported as very good, and that many pools of the 1923 crop were completely sold out. And that the 1924 was beginning to move in good sized blocks. District meetings are being held, and the question of acreage reduction in '26 is being discussed, but no final conclusion reached as yet. This probably will depend on how much money the growers will have in sight by the end of March.

—NUTMEG.

Hopkinsville Average, \$11.24

HOPKINSVILLE, Ky., Jan. 30.—Total sales for the week, 1,715,040 pounds; average price per 100 pounds, \$10.32. Sold to date of 1925 crop 10,001,865 pounds average price per 100 pounds, \$11.24. Sold to same time last year 5,776,015 pounds; average price per 100 pounds, \$12.66.—J. W. HANCOCK, President, Hopkinsville Tobacco Board of Trade.

Owensboro Outlook

OWENSBORO, Ky., Jan. 30.—Tobacco sales on this market, Wither & Hicks say:

"Heavy offerings over the us aggregate sales for the Green Rivers, 2,455,630 pounds at \$6.96. Burleys, 267,735 pounds at \$13.72.

"Medium and low grades Rivers were much stronger than also were all grades of Burley."

Total sales of Green Rivers date, 16,521,950 pounds, at \$7.74. Total sales of Burley date, 959,140 pounds; average \$11.24.

The Kentucky and Virginia tobacco Company makes this statement:

"Large offerings, with strong active market and high prices in grades, is history of the week."

Petersburg Offering

PETERSBURG, Va., Jan. 30.—Offerings were much lighter this week last and was partly due to the cold weather during the early part of the week.

The sales contained a much smaller percentage of the common grades usual. The better grades of both Dark and Bright were in big demand.

The Bright sales this week amounted to 117,634 pounds, bringing the total for the season up to 3,112,768 pounds. Sales of Dark Virginia amounted to 872 pounds, bringing the total for the season to 1,763,875 pounds. Total of both Bright and Dark to date, 4,876,644 pounds.—WILLIAM B. BEACON PANY, INC.

Leopold Has Keys to C

In order to inaugurate the busy selling season in the Hartford market last week, L. Leopold visited from New York and got the key city from the local officials.

The best cigars contain

**Connecticut
Valley
Tobacco**

✦

**The CONNECTICUT VALLEY
TOBACCO ASSOCIATION, INC.**

Headquarters · 225 State St. · Hartford, Conn.

Switzerland In "Unique" Position Tobacco-Wise

Struggling to Increase Production—Swiss Leaf Used Chiefly to Mix Into Cheap Cigars and Tobaccos—Cigar Situation Similar to U. S.—Various Notable Features.

ST. LOUIS, D. C., Jan. 26.—(Inas-
vitzerland is not struggling to
tobacco production, she oc-
rather unique position among
span countries, says the To-
tion of the Department of
in reviewing the tobacco sit-
nat country, based on reports
om Special Tobacco Repre-
Prentiss M. Terry, at Brus-
her official trade reports re-
the Department from that
he report continues:

is, the Swiss government is
domestic production of to-
because it means so much less im-
to be derived from tobaccos
from foreign countries. Not
precised within the country is not
in the scheme of tobacco
on. Naturally, the farmers would
to increase production because of
to itself price increase maintained
increasing import duties, but ac-
official reports, the trend of
ctio is downward.

ss if tobacco is of inferior qual-
issued chiefly to mix into cheap
and tobaccos, as a sort of filler-in,
more or less neutral though it is
ed to the extent that its presence
pected. Many firms do not buy
ause of its low quality, but those
acters who do mix it with their
leaf are helped just that much in
g in the retail selling price of
manufactured product.

production of tobacco in Switzer-
from 1909 to 1913 and from 1921
is shown in the following table*:

	Pounds
1913	1,347,000
1912	816,000
1911	794,000
1910	794,000
1909	790,000
1908	840,000

ta, com U. S. Department of
itu.

Imports and Tariffs

zerland imports normally between
500 and 20,000,000 pounds of leaf
annually, but due mainly to
cesses in import duties imposed
Tiff Acts and Administration
of June and December, 1923,
to draw leaf dropped from 23,
pounds in 1923 to 4,000,000
in 1924. For the first eleven
of 1925 some recovery was
imples of leaf amounting to over
500 pounds.

ia of the increase in tariff
obtained by a comparison of the
receipts of 1923 and 1924. In
about 2,000,000 Swiss francs were
ed 23,000,000 pounds of im-

aril Increases on American Tobaccos Imported Into Switzerland
Act of June 22, 1923, and Administrative Orders of December 10, 1923)

Cigars		For the manufac- ture of Chewing, snuff and Pipe tobaccos		Cigarettes	
Rate 1921-23	New rate	Rate 1921-23	New rate	Rate 1921-23	New rate
(Swiss francs per 100 kilograms)					
..... (1)	(1)	250	360	510	800
ati..... (1)	(1)	250	360	510	800
Riv..... (1)	(1)	250	360	510	800
ky..... 140	170	140	250	400	610
nd..... (1)	(1)	250	360	510	610
..... (1)	(1)	250	360	510	800
a, d..... 140	170	250	360	510	800
s, lit..... (1)	(1)	140	250	400	610
nd..... (1)	(1)	250	360	510	800

Not employed in the manufacture of cigars.

A. N. SHEPARD & SON

GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
Headquarters: 53 Mechanic Street, Hartford, Conn.
Hartford, Conn.; Portland, Conn. TELEPHONE: CHAR. 7585..

ported tobacco; in 1924, over 15,000,000
Swiss francs were collected on 4,000,000
pounds of imported tobacco. The cus-
toms receipts on tobacco in 1923
amounted to about 7.1 per cent of the
total customs receipts; and in 1924, re-
ceipts on tobacco amounted to 7.5 per
cent of the total customs receipts. The
Swiss Government expected to collect
approximately 20,000,000 francs from to-
bacco in 1925 and hopes to collect at
least 24,000,000 francs in 1926.

Until the adoption of the present
regulation, leaf tobacco of all sorts,
(with the exception of certain cigarette
tobaccos) entered Switzerland without
tariff discrimination that was based on
the purpose for which the tobacco was
to be used. In recent years, however,
the consumption of cigars in Switzer-
land has fallen off remarkably and the
cigar manufacturing industry has suf-
fered. On the other hand, pipe tobaccos
and cigarettes have had an increasing
sale. In view of this fact, the Swiss
legislature, when framing the tariff act
of July 1, 1921, attempted to protect the
cigar industry, in a measure, by throw-
ing the heaviest tax proportional on ciga-
rettes and pipe tobaccos rather than on
cigar tobaccos. A partial refund of
duty was therefore granted on leaf to-
bacco which was destined to have been
used for the manufacture of products
other than cigarettes or cigarette tobacco.

Adverse economic conditions at this
time were forcing an increase in reve-
nues. Depreciated currencies of con-
tiguous countries had depressed the mar-
ket for Swiss tobacco products in 1920
by virtually shutting off the export
trade. This trade loss was reflected in
the imports of leaf tobacco which de-
creased fully 80 per cent in 1921. Ac-
cordingly, for the purpose of increasing
the revenue, there were raises in rates
all along the line for all sorts of to-
baccos. These policies were incorporated
in the act of June, 1923, (which made
permanent the temporary measure of
June, 1921) and also in the supplement-
ary administrative regulations provided
by a resolution of the Swiss legislature
of December 10, 1923, and the next of
the regulations which bears the same
date.

The following tables show the old and
new rates of tariff as applied to Ameri-
can tobaccos and also the schedule ef-
fective April 4, 1924, supplementing the
schedule of July 1, 1921:

Swiss Tariff Schedule effective April 4,
1924, superseding Schedule which be-
came effective July 1, 1921.

Leaf tobacco and waste thereof, un-
worked, fermented or not, also smoke
dried, with the center vein and stem:

(Continued on page 31)

HATHEWAY AND STEANE
GROWERS OF CONN. SHADE
And Packers of Leaf Tobacco
235 State Street Hartford, Conn.

Steane, Hartman & Co., Inc.
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.
"After all, nothing satisfies like a good cigar."

HIPPLE BROS. & CO., Inc.
HATFIELD, MASS.
GROWER AND PACKER OF
BROAD LEAF and HAVANA SEED Tobacco

E. L. KOHLBERG & SON
CONNECTICUT TOBACCOS
144 WATER ST., NEW YORK
Telephone John 2831

M. J. GANS PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobacco
219 State St., Hartford, Connecticut

M. W. BOYLE
PACKER and GROWER
of LEAF TOBACCO
32 Bridge Street, Hatfield, Mass.

L. B. HAAS & CO., Inc. Established 1853
Growers, Packers and Dealers
CONNECTICUT LEAF TOBACCO
146-152 State Street HARTFORD, CONN.

R. J. WHALEN
HATFIELD, MASS.
GROWER AND PACKER OF
BROAD LEAF and HAVANA SEED Tobacco

SILBERMAN & KAHN, Inc.
Growers of Shade-Primed Connecticut.
Packers of Connecticut Broadleaf and Havana Seed.
109 COMMERCE STREET, HARTFORD, CONN.

HUNTTING BROS.
Growers and Packers of Connecticut Shade, Primed,
Broadleaf and Havana Seed
East Hartford, Conn.

H. WHITAKER
Grower and Packer of Connecticut Leaf Tobacco
Office and Warehouse P. O. Address
245 State St., Hartford, Conn. Hazardville, Conn.



Patents Recently Granted

U. S. Patent Office

description of the patents described herewith can be obtained from the Patent Office by sending to the Commissioner of Patents Washington, D. C., the number of the patent with ten cents in currency or order. Stamps will not be accepted for this sum the Patent Office will supply a printed copy of the patent, which contains complete drawings and descriptions in detail.

1,517,575. SMOKING SET. JOSEPH H. BEL CONN. Filed Dec. 7, 1923. No. 679,142. One claim. (Cl. 211)



1,566,175

A smoking set, a cabinet divided into two compartments, one of which contains a compartment for matches and the other a compartment for tobacco. Each of said compartments is provided with a discharge opening, having openings therein, an inch beneath said slide, said slide normally disposed to bring the openings of said compartments into registration with the discharge openings, means for moving the slide into position to cause the articles to fall from said members, and means for returning said slide to its normal position, said last means having a port for substituting the discharge opening of the compartment to prevent the discharge of an article therefrom when said slide is in the discharging position.

1,515,139. SMOKING SET. JOHN H. ONEGGER, New York, N. Y. Aug. 3, 1924. Serial No. 730, 958. One claim. (Cl. 206—200.)



1,566,139

for cigars and smoking refuse, the

cigarette compartment having an open upper end, a vertically shiftable package carrier in said compartment, and means for manually shifting said carrier upwardly to facilitate the insertion or removal of the cigarette package or the withdrawal of the cigarettes therefrom, said receptacle body having laterally projecting rearwardly offset slotted ears for removably attaching the device to suitable supporting elements in combination with a supporting stand, including a vertical wall, a base at its lower end and wide flanges on the base between which the lower end of the receptacle body is positioned.

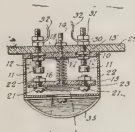
No. 1,565,369. CIGARETTE AND MATCH HOLDER. TOMO ISHIKAWA, Honeyville, Utah, June 24, 1925. Serial No. 39,274. Two claims. (Cl. 206—48.)



1,565,369

1. A cigarette and match holder comprising a strip of cardboard bent to form the side and bottom of a cigarette container and one side of a match holder and shield for the heads of matches; a plurality of matches secured on said strip by a short strip of cardboard transversely fastened on the first described strip of cardboard; and an endless elastic fastened on the first described strip of cardboard and adapted to encircle a package of cigarettes between two folds of said cardboard strip.

No. 1,565,981. CIGAR AND CIGARETTE LIGHTER. CHARLES BALA, Palisade, and ALFRED ADERENTE, Jersey City, N. J., assignors to Slip-On Cigar Lighter Company, Inc., New York, N. Y., a Corporation of New Jersey. Filed Apr. 10, 1924. Serial No. 705,475. Four claims. (Cl. 210—32.)



1,565,981

2. In a cigar or cigarette lighter a base, terminals for an electric mounted on said base, an electrical resistance unit, a resilient support for said unit adapted normally to hold the unit out of contact with said terminals, but permitting the unit to be pressed into electrical contact with the terminals, and means for adjusting the gap normally separating said unit from said terminals.

No. 1,565,939. CIGAR-WRAPPING MACHINE. FLORENCE L. HERRINGTON, Hartford, Conn., assignor of fifty-one one-hundredths.

(Continued on page 29)

HAVANA CIGARS

The Leader in All the World's Markets

ROMEO y JULIETA

U. S. REPRESENTATIVE

WM. T. TAYLOR, 155 E. 42nd St., N.Y.C.

JUAN B. DIAZ BRUNO DIAZ ROSENDO PEREZ

Packings:

J. B. DIAZ & CO.

(ESTABLISHED 1877)

PACKERS, DEALERS, STRIPPERS
and EXPORTERS OF LEAF TOBACCO

Prado 125—Havana—Cuba. Cable: Zaidcomp

GERALD C. SMITH

83 A. AMISTAD STREET HAVANA, CUBA

Leaf Tobacco

M. ABELLA

PACKER AND LEAF DEALER IN

PARTIDO, SEMI VUELTA AND REMEDIOS

100 Galiano Street Habana, Cuba

Cable Abella

Cable "Nuco"
P. O. Box 1985 Tel. A. 9067.

ANGEL MENENDEZ S en C

Dealers in All Kinds of Havana Tobacco

Specialty—Remedios & Vuelta Abajo Tobaccos
SITIOS 11, HAVANA, CUBA

M. A. ANDRE

Importer and Packer of HAVANA and PORTO RICAN TOBACCO

168 WATER STREET NEW YORK

Havana San Juan, P. R.
6 Corrales St. 72 Tetuan St.

SELGAS & COMPANY

IMPORTERS & PACKERS

Havana & Porto Rico Tobacco

Warehouses:
Havana—Consulade 138-140 128 Water St.
Porto Rico—Manati NEW YORK

HERMANN DIEHL

GERVASIO 182, HABANA, CUBA

Commission Dealer and Exporter

Havana Leaf Tobacco of all kinds

STRIPPING PLANTS

Tel. A. 3002

Special attention
given to
American and
Foreign Accounts

Hijos de Diego Montero

S. en C.

COMMISSION EXPORTERS LEAF TOBACCO

HAVANA, CUBA

TORANO & CO.

SPECIALISTS IN PARTIDO

HAVANA LEAF TOBACCO PACKERS AND DEALERS

Toranco 53 Estrella Street Habana

Code A B C 5th Ed Improved

"Valléluis" Telegraph "Valle"

LUIS VALLE Sen C

Aldama St., 138-140 Havana, Cuba

Packers, Dealers, and Exporters of Leaf Tobacco

ANDREW JENSON & SON*Packers of Wisconsin Leaf Tobacco*

EDGERTON, WISCONSIN

Latest Equipment for Resweating Seedleaf Types of Tobacco

H. S. McGriffin, President; F. J. Stewart, Vice-President; L. J. Harper, Sec & Treas.

HARPER TOBACCO COMPANY

INCORPORATED

Packers of NORTHERN WISCONSIN TOBACCO

CHOICE
NORTHERN
BINDERS

Tomah, Wis.

FANCY
BULKED SWEATED
B's**K. STRAUS & CO., Inc.***Importers and Packers of*

HIGH GRADE LEAF TOBACCO

301 to 307 N. Third Street

Philadelphia, Pa.

MT. JOY FARM PRODUCTS CO., Inc.*Growers, Packers and Dealers in***PENNSYLVANIA TOBACCO***All Lancaster County Grown MT. JOY, PA. Correspondence Solicited***HENRY MILLER'S SONS**

309 RACE STREET, CINCINNATI, O.

*Growers and Packers of***DOMESTIC TOBACCOS**

Packing Houses: MELROSE, CONN.

QUINCY, ILL.

MIAMISBURG, OHIO

E. L. Nissly,

H. Roy Nissly,
ESTABLISHED 1885

E. Jay Nissly

LANCASTER TOBACCO COMPANYExporters of LEAF, STRIPS, SCRAPS,
CUTTINGS and SMOKING TOBACCO

Factory equipped with the latest improved machinery, for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.

Office and Factory:

Correspondence Solicited.

FLORIN, PA.**GUM TRAGACANTH***Special Grades for Cigar Manufacturers*PERFECT CIGAR GUM (Powder)
GENUINE SPANISH LICORICE
(Powder and Extract)RICH POWDERED GUM (3 Grades)
CIGAR AND TOBACCO FLAVORS

F. E. Richardson & Co., Inc., 114 John St., New York City

Wisconsin's Crops Moving Briskly Every**Both Northern and Southern Tobaccos Keenly Bidding for
Loping Buyers Tired Out—Recent Case—Weariness
Business—Selling Old Crops—Pool Case Decision**

EDGERTON, Wis., Jan. 30.—Another spell of case weather has visited Wisconsin, and the few crop parts still hanging will come down off the poles for quick stripping. The weather before had been the most severe of the winter so much so that buying in the country had been almost entirely stopped.

The northern buying has been very vigorous the past week. Buyers were scurrying everywhere, diligently trying to pry the growers loose from their crops, but there was little action for the number of men out. Prices in the north are pretty well in a rut for all kinds of tobacco. Stemming is going for ten and eleven cents, and the binder top is twenty-five cents with a few crops selling in the lower twenties. There has been an astonishing amount of independent tobacco bought by the buyers, and everyone is wondering where it is coming from if the local poolers are not breaching their contracts.

Brisk Demand North

The northern region has seen not the slightest signs of any diminution of the astonishing demand for the crack '25 binders. It is positively breath taking. Everyone, and his brother, it seems, is hot after it, and the resultant scramble is of the true ferocity of ancient times. The General Cigar Company, Cullman, Rosenwald, Meyer Mendelsohn-Weil & Son, Frank McIntosh—the one who set such a terrific pace in the early buying last fall—William McIntosh, Eckhart, Jefferson, and many others, have bought crops in many northern sections of late from the independent farmers. The prices are as stiff as ever, if not a little stiffer, but the growers know the market is a seller's market, and are giving them all a chance at it, before they put any names on the dotted line. Two weeks more will write fits to the hectic buying of the banner '25 crop, and many a hard riding buyer will be fit for a rest cure then.

The situation is as far above normal in the southern section as it is in the northern section. The good crops are still being bought right and left at eighteen and twenty cents for the account of many companies. The southern '25 is thinner, leafier tobacco than the northern of a normal year, the southern grower realizes it, and the result is also a seller's market in the south. The growers say, and with reason, if the market wants a cheap binder they need look no

farther, as there are more crops around in this crop, and they will more than offset ordinary. They have enjoyed the move experienced since the crop is pretty well out of

Old Goods Active

The market on old goods continued its active march autumn months. There are no prices for cased goods of more than there are goods to fill. Local freight shipments of 15 months have gnawed so steadily available supply of binders in packers' hands that there is a deal with. The largest deal that came to mind was the deal Claiborne packing, of La Crosse, Wis., Wisconsin representative Spitzner.

The first law suit the pool engaged in in this state with a breaching in farmer, resulted in a for the insurgent grower. A farmer of Burke, sued the pool for money held back from his '22 crop because he let it in the succeeding crops, and away to sell the tobacco on the crop. His case did not come up until ago. The Pool charged that it was with his Non-Pooled Sons as a fugue to get out of his Pool. Before a jury in Madison tried before a large and interested audience. The jury was out 15 hours, and returned a verdict in Mr. Dunn on each count. This is the first case of its kind in numbers of farmers who Dunn's method of procedure also have money coming in may follow suit. McCoy's case parallel to that of Dunn's, which been on the docket in wait a long, was settled out of court after the trial of Dunn's ment consisted in the payment of McCoy of all the money that been reserving for him.

George Gary, vice president of Lorillard company, left the state week's visit and inspection purchases.

William Quanjer and J. R. men of the Fendrich Company, the market last week for a week.

Many others, well known, inspected Edgerton and vicinity these hectic days. The w

DARK TOBACCO

The Dark Tobacco Growers Co-operative Association—a selling organization for 70,000 tobacco growers of Kentucky, Tennessee and Indiana, with headquarters at Hopkinsville, Ky., U. S. A.—offers for sale all types of tobacco grown in the entire Dark Tobacco District as mentioned to the right. All tobacco handled and graded by expert tobacco men; prices uniform.

FOREIGN OFFICE

In charge of Mr. W. M. Fallon (formerly with United States War Finance Corporation.) Sentinel House, Southampton Row, London, W. C. 1, England.

CIGAR LABELS and BANDS**F. M. HOWELL & CO.**

79-95 Penna. Ave., Elmira, N. Y.

ADVERTISING - SLIDE SHELL PACK

LIMITED STOCKS OF 1923 AND 1924 CROPS

Packed in Hogsheads, Air-Cured or Imported and Continental Order. Dry Leaf and Domestic for English, Continental or Domestic use.

ALL TYPES

GREEN RIVER TYPE, Owensboro, Ky.
STEMMING TYPE, Henderson, Ky.
ONE-SUCKER TYPE, Bowling Green, Ky.
DARK FIRED TYPE, Hopkinsville, Ky.
Clarksville, Tenn., Springfield, Tenn., Paducah, Ky., and Mayfield, Ky.

Virgin tobacco this year must be eligible to members of the trade unless they actually see

Rican Outlook

P. R., Jan. 28.—Weather the principal tobacco disaster changed, and farmers are over the long drought. Crops have prevailed, which with still more injurious to and other crops. Falling rainfall is reported by Bureau during the past

0.16
0.10
0.15
0.00
0.19

England Has Heavy Deliveries

Tenn., Jan. 30.—With deliveries the past week we can see a change in the market. All leaf grades showing any quality contrary to the demand best brought to light brown styles. Quality of the offerings for the week has been very disappointing, however, it is our opinion that will improve later, as the best tobacco in this section do not get to the early sales, yet still the quality of this crop is of expectations.

A large amount of low grades selling at \$16.22 on 679,340 city-two cents under last week. Also note a lowering of \$1.17 on Hopewell, as compared with last week's report.—J. W. HAYES

Leaf Average, \$14.28

Tenn., Jan. 30.—Tobacco at Clarksville loose leaf market:

	Pounds	Avg.
for week	1,230,220	\$12.56
for season	7,223,740	14.28
for year	5,153,715	15.71

by M. L. MURPHY, Secretary, Clarksville Board of Trade.

Leaf Average, \$23.20

N. C., Jan. 30.—Total tobacco for official week ending Jan. 30: 430 pounds; average price, \$23.20. Sold to date of week: 4,450,876 pounds; average price, \$21.41. Sold to date of year: 2,289,298 pounds; average price per 100 pounds, \$20.65. Closes February 5.

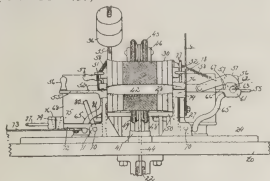
Greenville Average, \$21.19

GREENVILLE, N. C., Jan. 30.—Tobacco sales during the week ending Thursday, 450,234 pounds; average, \$21.19; total, \$95,409.62. Sales for season, 45,268,654 pounds; average, \$26.18; total amount, \$11,757,193.56. Much common and scrap tobacco being marketed now, as we are near the close of the season. This market will close February 12. Farmers are being delayed in preparing plant beds because of bad weather.—GREENVILLE TOBACCO BOARD OF TRADE, K. W. COBB, Secretary and Treasurer.

Patents

(Continued from page 27)

hundreds to Charles Eden, Hartford, Conn. Filed July 30, 1919. Serial No. 314,287. Renewed May 2, 1925. 21 claims. (Cl. 131-45.)

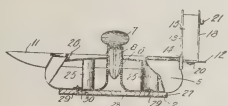


1,565,939

21. A cigar wrapping machine comprising a rest and a presser roll shaped to receive a cigar bunch between them, a reciprocating knife for operating upon a cigar bunch at one end of said rolls, a receptacle to receive an adhesive, a conduit extending from said receptacle and opening in proximity to said knife, a gate extending across the field passage in said conduit and having a port to register with said passage, and a connection between the knife and said gate whereby the latter is moved to position its port out of registry with said passage when the knife is raised.

* * *

No. 1,565,728. ASH TRAY FOR SMOKERS' USE. CHARLES FREDERICK GAUNT, Birmingham, England. Filed Sept. 25, 1922. Serial No. 590,280. Five claims. (Cl. 131-51.)



1,565,728

1. An ash tray for smokers' use consisting of a bowl having an open top and a unit constructed and arranged to be removably positioned within the bowl, said unit consisting of a plate having a plurality of apertures therein, and a plurality of tubes having their upper ends registered with the apertures, said tubes having their lower ends resting upon the bottom of the bowl when in position therein and supporting the plate in horizontal position extending across the bowl adjacent the top thereof.

CENTROSA CIGAR FACTORY
Manufacturers of
PORTO RICAN CIGARS FOR JOBBERS
5c, 10c and up
P. O. Box 502, Caguas, Porto Rico

PEDRO VILLAFANE CUEVAS
Box 44, San Lorenzo, Porto Rico
Grower, Stripper and Packer
SAN LORENZO FILLERS of PORTO RICAN TOBACCO

ROSENWALD & BRO.
45 WATER STREET
NEW YORK

ELADIO MIRANDA
PACKER and STRIPPER OF INLAND
PORTO RICO TOBACCO
VEGA BAJA, PORTO RICO



STERN-MENDELSON CO., INC.
HAVANA & PORTO RICO TOBACCO
165 FRONT ST., NEW YORK

FRANCISCO BUXO
Grower, Stripper and Packer of
SAN LORENZO FILLERS OF PORTO RICO TOBACCO
San Lorenzo is located in Porto Rico's best tobacco section.
SAN LORENZO, PORTO RICO

EDWIN A. BENJAMIN
Manufacturer of
PORTO RICAN CIGARS FOR JOBBERS
Prices ranging from \$22 to \$75 per M.
Package goods \$19 to \$25.
Caguas, Porto Rico

KOHLBERG-GONZALEZ CO., INC.
Nothing Satisfies Like a Good Cigar.
PORTO RICAN TOBACCO
144 Water Street, NEW YORK Tel. John 2821
Warehouses & Plantations: AIBONITO-COMERIO-GURABO

Cable "Coblen"
COBIAN SOLARES & CO., SUCS.
S. en C.
Growers, Packers and Strippers of Porto Rican Tobacco
Our Specialty Comerio Tobacco
Comerio, Porto Rico

Cable: "Menendez" Bayamon Code: A. B. C. 5th Ed.
VICTORIANO MENENDEZ
PACKER and STRIPPER of
PORTO RICAN TOBACCO
(Exclusively Inland) BAYAMON, PORTO RICO

RAMON MORAN & COMPANY
Growers, Packers & Strippers of
Porto Rican Leaf Tobacco—Exclusively Inland
MANATI, PORTO RICO

CARRO HERMANOS & CO.
Sen C
Growers, Strippers and Packers of Porto Rican Tobacco
BUY DAMIAN FILLERS (The Porto Rican Vuelta Abajo)
Barros, Porto Rico

ORTIZ HERMANOS
AIBONITO, PORTO RICO
Growers, Packers and Strippers of Exclusively INLAND
PORTO RICAN TOBACCO

IMPORTERS
EXPORTERS &
PACKERS OF

TOBACCO

PORTOCUBA CORPORATION

IMPORTERS AND PACKERS OF

PORTO RICO and HAVANA TOBACCO

DEALERS IN DOMESTIC TOBACCO

170 Water Street, New York

Warehouses: HAVANA, CUBA

UTUADO, P. R.

DURLACH BROS.

Growers and Packers of

High Grade Porto Rico LEAF TOBACCO

Caguas,
Porto Rico.New York Office
181 Water St.

STROUSE & HOLZMAN

Dealers and Packers of

LEAF TOBACCO

Conn. Shade - Broadleaf - Porto Rico - Havana
197 WATER STREET :: :: NEW YORK CITY

SANTIAGO IGLESIAS SILVA

Grower and Packer of

BEST SAN LORENZO TOBACCO

San Lorenzo

Porto Rico

NORBERTO GARCIA

UTUADO, PORTO RICO

Grower, Packer and Stripper of

INLAND PORTO RICAN TOBACCO

JOSE SILVA

Packer, Dealer and Stripper of

PORTO RICAN TOBACCO

Exclusively Inland

JUNCOS, PORTO RICO

CABLE ADDRESS "JOSILVA"

TADEMA

INFINITO

LORD BYRON

CLEAR HAVANA CIGARS

ARGUELLES, LOPEZ & BRO., Inc., Makers

GENERAL OFFICE AND FACTORY, TAMPA, FLORIDA

Eastern Office: 222 PEARL ST., NEW YORK

Warehouse: HAVANA, CUBA



DONATO VIGIL & CO.

Importers and Exporters of

LEAF TOBACCO

San Juan,

Porto Rico

It's **TOBACCO**
You need every week

Imported Tobacco, Cigars, Cigarettes, etc.

Names of Steamships and Dates of Arrivals at Port of New York

Tobacco from Porto Rico

S. S. San Lorenzo —Jan. 25
Barrels

J. Cohn & Co. 62
J. Klorfen 100
W. Luckett 5
Porto Cuba Corp. 20
P. Costa 116
Hamburger Bros. & Co. 25

Bales
Madera Tobacco Co. 150
Congress Cigar Co. 500
I. Lewis Cigar Mfg. Co. 14 cases
S. S. Corozal —Jan. 26

Bales
J. B. Lichtenstein 126
Durlach Bros. 10
S. S. San Juan —Jan. 26
J. B. Lichtenstein & Co. 71 bales
J. B. Lichtenstein & Co. 10 barrels
Durlach Bros., Inc. 46 bags

Tobacco from Havana

S. S. Siboney —Jan. 27
Barrels

Ernest Ellinger & Co. 68
Hanover Cigar Co. 2
M. A. Andre 25
E. A. Calves & Co. 13
H. Duys & Co. 20
Cuban American Tobacco Co. 6
Hinsdale, Smith & Co. 84
E. Rosenwald & Bro. 45
Consolidated Cigar Co. 125
M. B. Pendas 15
S. Ruppini, Inc. 298
Waitt & Bond 310
M. Lopez & Co. 5
Strouse & Holzman 2

Bales
Friend & Co. 15
H. Duys & Co. 10
Cuban American Tobacco Co. 2
S. Rossini & Son 219
M. A. Andre 10
I. Kaffenburgh 20
S. Ruppini, Inc. 40
E. R. Montero 8
Strouse & Holzman 10

Packs
Congress Cigar Co. 269
General Cigar Co. 131
H. Duys & Co. 15
Cuban American Tobacco Co. 10
I. Kaffenburgh 13
Alles & Fischer, Inc. 54
San Telmo Cigar Mfg. Co. 25
American Cigar Co. 148
G. M. Beyea 56
Yocum Bros. 17
Strouse & Holzman 2
Ernest Ellinger & Co. 20
Hanover Cigar Co. 3
H. Duys & Co. 10

Tobacco from Havana

S. S. Orizaba —Jan. 30
M. P. Pendas 10 barrels

Tobacco from Greece

S. S. Edison —Jan. 29
P. Amberg 1 caseP. A. Raftis
On order
S. S. River DelawareR. J. Reynolds Tobacco Co.
P. Lorillard Co.
Liggett & Myers TobaccoTobacco from Porto Rico
S. S. Martha Washington
American Tobacco Co., Inc.Tobacco from Porto Rico
S. S. Martha Washington
W. S. LuchettiCigars from Porto Rico
S. S. San Lorenzo

Bosch Bros.
J. Klorfen
C. Schavrian
I. Lewis Cigar Mfg. Co.
United Cigar Stores Co.
Porto Rican American Tobacco Co.
S. S. Corozal

United Cigar Stores
Porto Rico American Tobacco Co.
Infanzon & Rodriguez
S. S. San Juan

Infanzon & Rodriguez
Madera Tobacco Co.

Cigars from Havana
S. S. Siboney

United Cigar Stores Co.
Alpers & Mott
Estabrook & Eaton
Stickney, Hoelscher Cigar Co.
Duncan & Moorehead Co.
Central Union Trust Co.
J. T. Snyder
J. S. Moos Co.
Reymer & Bros., Inc.
Washington Tobacco Co.
F. A. Lavin
S. E. Heymann & Co.
G. S. Nicholas & Son
Faber, Coe & Gregg
Chicago Athletic Assn.
Park & Tilford
S. Hyman
D. Frank Co.
M. J. Dalton & Co.
I. F. Snyder
H. Straus
L. S. Rosentiel

Cigars and Tobacco from Havana
H. Strause Co.

Cigars from Brazil
S. S. Mandu
American Shipping Co.
Cigarettes from Porto Rico
S. S. San Lorenzo
Porto Rican American Tobacco Co.
Cigarette Paper from Porto Rico
S. S. Giuseppe Verdi

Cigars from Brazil
S. S. Mandu

American Shipping Co.

Cigarettes from Porto Rico
S. S. San Lorenzo

Porto Rican American Tobacco Co.

Cigarette Paper from Porto Rico
S. S. Giuseppe Verdi

Bank of Manhattan Co.

RUIBAL & MATANZO

Growers & Packers of Porto Rico Tobacco

Plantations
Juncos
San Lorenzo

JUNCOS, PORTO RICO

BENIGNO DIAZ

Grower, Packer and Stripper of

PORTO RICAN TOBACCO

Exclusively Inland

CAGUAS,

PORTO RICO

Cable "Combate" San Juan

Code: A. B. C. E. A.

COMBATE TOBACCO CORPORATION

Javier Alonso Riera, President

Growers, Packers and Strippers of

PORTO RICAN TOBACCO

14 Tetuan St.,

San Juan, Porto Rico

Wood Pipes from Italy
Tippe Verdi —Jan. 27
 Import Co. 4 cases
from Marseilles, France
 —Jan. 25
 J. Vass & Co. 475 bales

Erect Building
 PORT, Pa., Feb. 1.—Michael
 1 Pine street, is to erect a
 building at 145 Pine street. It is to
 be a restaurant and lunch rooms. It will
 be finished in the spring, and he is now in
 for fixtures.

Swiss Tobacco
 (Continued from page 25)

Manufacture of Cigars:
 Rate of Duty
 per 100 Kgs.
 (francs).

No.—Kentucky, Rio Grande,
 y. Virginia, St. Domenica, Ken-
 y. Italian 170
 No. 2—Java and Brazil (St.
 x. Java, etc.) 220
 No.—Havana 280
**Manufacture of Chewing To-
 bacco and Pipe Tobacco:**
 No.—Kentucky, Rio Grande,
 y. Virginia, St. Domenica 250
 No.—Java 300
 No.—Burley and Carolina 360
**Manufacture of Cigarettes and
 Pipes Without Proof of the
 Use of Which It Is to Be
 Put:**

No.—Maryland 610
 No. 8—Light Virginia and
 y. Virginia 800
 No. 8—Tobacco from
 y. Japan and Corea, without
 proof of its use, is classed under
 No. 8.
 No.—Without regard to its
 origin, brands, not else-
 where mentioned 1200
**for the Manufacture of To-
 bacco: Ribs and Steams of**

Tobacco:

Tariff No. 10—For the manufacture
 of chewing tobacco, snuff and
 pipe tobacco 140
 Tariff No. 11—Denatured, for the
 manufacture of nicotine, subject
 to the necessary control measures 2

Others:

Tariff No. 12—From leaves of to-
 bacco classed under Tariff Nos.
 1-8 800
 Tariff No. 13—From leaves of to-
 bacco classed under Tariff No. 9 1200
 Tariff No. 14—Tobacco sauces, not
 denatured 100

Manufactured Tobacco:

Tariff No. 15—Rolls, stalks and
 twists, for the manufacture of
 snuff 450
 Tariff No. 16—Chewing tobacco and
 snuff, pipe tobacco, in rolls and
 slabs 550
 Tariff No. 17—Tobacco for cigar-
 ettes 1200
 Tariff No. 18—Pipe tobacco, cut,
 packed in slabs 600
 Tariff No. 19—Otherwise packed 700
 Tariff No. 20—Cigars 1000
 Tariff No. 20—Cigarettes 1500

For the past 16 years 50 per cent of
 Switzerland's raw leaf has come from
 the United States, the principal types im-
 ported being dark Virginia, dark Ken-
 tucky, and Burley. The remainder has
 been supplied mainly by Brazil, the
 Dutch East Indies, Cuba, and the Balk-
 ans. In 1924 and 1925 Italy exported to
 Switzerland small quantities of the dark
 Kentucky type produced in Italy, al-
 though so far as the official data of
 Switzerland show, only 153,000 pounds
 of tobacco were imported from Italy in
 1924, compared with 832,000 pounds be-
 fore the war.

Switzerland has never been a large
 importer of manufactured tobacco, but
 the import trade since the tariff increases
 of 1921 reflect a decline of about 82 per
 cent on smoking tobacco, chewing to-
 bacco and snuff; 35 per cent on cigars
 and 87 per cent on cigarettes.

Although many attempts have been

made to foster an export trade in to-
 bacco products they have not been at-
 tended with international success. So
 far, Swiss imports of leaf tobacco is
 the only phase of the industry that is of
 importance to international trade. This
 export trade is important in Switzer-
 land, however, from the standpoint of a
 domestic industry. It is an economic

factor in the little country which is in-
 terwoven to a great extent with the
 common weal of the people.

The following tables show the total
 exports of leaf and manufactured toba-
 cco into Switzerland from 1909 to 1925,
 and the imports of leaf tobacco by prin-
 cipal countries of origin from 1909 to
 1913 and 1921 to 1924.

Imports of Tobacco Into Switzerland, 1909-1925
 (Quantity in Pounds)

Year	Leaf	Smoking, Chewing, and Snuff.	Cigars	Cigarettes
1909-1913	17,945,576	222,325	212,390	413,933
1914	22,299,970	277,779	197,087	506,395
1915	17,630,409	255,290	106,920	417,551
1916	21,826,422	260,584	103,174	421,518
1917	17,551,483	174,823	85,317	285,054
1918	13,866,051	11,906	34,171	137,787
1919	27,741,584	145,944	88,184	372,135
1920	29,003,278	372,576	144,181	333,997
1921	5,792,367	70,104	52,467	61,066
1922	10,640,059	64,595	39,458	35,933
1923	22,815,626	87,963	66,136	37,697
1924	4,183,449	44,974	47,399	41,446
*1925	8,664,977	**	43,523	52,615

* January to November inclusive.—** Not yet available. Source: Statistique du Commerce de la Suisse avec L'Etranger.

Imports of Leaf Tobacco Into Switzerland by Principal Countries of Origin
 1909-1913 and 1921 to 1924

	(Quantity in Pounds)				
	1909-1913	1921	1922	1923	1924
United States	9,931,899	3,210,339	4,569,695	11,366,256	2,095,031
Cuba		308,644	1,152,344	1,519,410	69,004
Dutch East Indies		1,950,586	802,695	2,382,952	3,848,350
Brazil		1,807,772	757,060	1,877,658	3,844,602
All other South America		262,225	1,102	30,423	114,199
Italy		832,148			4,409
Germany		82,629	882	2,425	1,764
Russia		239,155	24,030	2,646	31,085
Greece		80,424	355,823	266,977	767,421
Turkey		305,425	137,347	175,486	674,608
British India		68,916	220	1,323	5,071
Philippine Islands		51,147	441	21,826	661
China		17,945	19,180	55,776	264,552
Algeria		458,954	10,141	83,554	255,513
Other Countries		*1,849,351	164,463	16,974	117,725
Total		17,945,576	5,792,367	10,640,059	22,815,626

* From Austria Hungary, 1,302,169 pounds.—Source: Statistique du Commerce de la Suisse avec L'Etranger.

Porto Rican leaf succeeds —based on facts!

LAST year more than 1,500 cigar factories closed their doors. But it is significant that those manufacturers who have used more Porto Rican tobaccos in their cigars have increased their sales and shown the most satisfactory earning statements.

One after another the most progressive manufacturers have cast aside their ancient beliefs in the efficacy of other types of tobacco—and have purchased Porto Rican leaf.

In 1926 your books will show a red, or a black balance figure, depending on whether or not you give a fair trial to this remarkable, tropical, economical tobacco.

*We can tell you more about
 Porto Rican cigars and tobacco.
 Write for information.*

Government of Porto Rico
TOBACCO GUARANTEE AGENCY
 136 WATER STREET, NEW YORK
F. LINARES, Agent

To protect buyers of
 Porto Rican tobacco
 the Government re-
 quires the affixing of
 Government Guar-
 antee Stamp to every box
 of cigars and every
 bale or barrel of all
 Porto Rican tobacco
 leaving the Island.
 Look for these stamps.

York County Cigar Revenue Off Again In January

About Forty-Eight Million Cigars Produced—Class A Leads, Of Course—Consolidated Changes—Frey Factory Fire—Plant to Be Rebuilt—Wilbert Strickler in Tampa.

YORK, Pa., Feb. 1.—The month of January produced for the U. S. Treasury from the sale of internal revenue stamps at the York-Adams division office, according to tabulations made Saturday at the close of business by Deputy Collector Chauncey A. Hershey, in charge of the local office, and by Deputy Collector George C. Enders, of the Red Lion sub-office, a total of \$227,346.30. The York office collections totaled \$117,029.44, and the Red Lion sub-office \$110,316.86.

January receipts indicate a drop in revenue here, in comparison with the same month a year ago, when collections amounted to \$224,727.70. At the Red Lion sub-office nearly all of the receipts represent the sale of Class A cigar stamps, which are for cigars retailing at five cents each. The amount received from the sale of such stamps was \$105,567.08. Class B stamps netted \$1,336.68; Class C stamps, \$3,322.35, and Class D, \$5.40 (or a total of \$110,231.51 from cigars alone. An additional \$85.35 was received from sales of documentary stamps.

The combined receipts at the York stamp office were \$117,029.44, indicating an increase in business of approximately \$16,000 over the previous month, when the collections were \$101,309.09. The largest single source of income at the York office came from the sale of cigar stamps of the various classes, as follows: Class A, \$55,016.96; Class B, \$22,355.07; Class C, \$30,508.56, and Class D, \$19.80. Sales of tobacco stamps netted the government \$8,012.43, and documentary stamps, \$1,116.62.

Forty-Eighth Million

During the month of January, according to the record of stamp sales, a total of 47,855,723 cigars were manufactured by the York and Adams county factories. The number of cigars in the different classes, as reflected in the stamp

sales of the York and Red Lion offices, follows: York—Class A, 13,754,240; Class B, 3,725,843; Class C, 3,389,840; Class D, 1,650; total, 20,871,573. Red Lion—Class A 26,391,770; Class B, 222,780; Class C, 369,150; Class D, 450; total, 26,984,150.

A change in the Consolidated Tobacco Company, which consisted of Jacob Stravag, J. Frank Strayer, Harvey A. Waughtel, Red Lion, and Max Kalisch, York, and doing business in Red Lion, was made January 26. Mr. Kalisch's interest in the firm was purchased by the other three members, who will conduct the business as heretofore. The company deals in leaf tobacco and operates a large scrap tobacco factory on Kaltreider avenue and the Maryland and Pennsylvania railroad, Red Lion.

At the Show

Among the Red Lion cigar manufacturers who attended the annual tobacco show last week in New York were H. L. Haines, of H. L. Haines & Company; T. E. Brooks and Arthur H. Thompson, of T. E. Brooks & Company; L. Earl Grove and Charles H. Horn, of the Federal Cigar Company; James W. Kelley, of the Kelley Cigar Company, and Arthur McGuigan, of Peter McGuigan & Sons. H. L. Haines, senior member of the firm of H. L. Haines & Company, spent the entire week at the show. The Haines company was the only York county cigar manufacturing firm to exhibit this year at the show.

William C. Frutiger, Red Lion, who sold his cigar factory building and fixtures, in Felton, to Cecil M. Miller, was engaged last week in transferring his stock to Red Lion. Mr. Miller will start operations in the near future.

C. Edward Mate, tobacco merchant, Red Lion, has returned from a trip to Eimerbrink, a former Yorker, and former vice president of Otto Eisenlohr

the tobacco growing district of the state of Connecticut.

Frye Fire

Fire of unknown origin early on the morning of January 27 caused damage amounting to approximately \$25,000 to the large three-story brick cigar factory of A. Scott Frey & Company, first avenue, Red Lion. The fire had made considerable progress before it was discovered, shortly before three o'clock, by Cyril Weaver, clerk in the Red Lion cigar store, who turned in the alarm. When the firemen arrived, the first and second floors of the building were ablaze. The fire gained such headway before the arrival of the firemen that it was impossible to save anything inside the building.

The first floor was used as a warehouse and shipping department. This was filled with cigars ready for shipment, tobacco, cigar box labels, and empty cigar boxes. The second floor was used by the cigar makers and considerable tobacco, together with stock and fixtures, was destroyed on this floor. The damage to stock on the third floor was caused principally by smoke. The cellar was filled with cigars and tobacco, which were practically destroyed by water, which soaked through the floor.

It required several hours of hard work on the part of the firemen before the fire was subdued. Mr. Frey's residence adjoins the factory on the west, and the Consumers' Cigar Box Factory is directly in the rear. Neither building was in danger at any time. A blinding snow storm was in progress during the fire.

Most of the fifty cigar makers who were thrown out of employment by the fire, have been given work in other factories in the town. As soon as adjustments have been made by the fire insurance companies, it was announced by the firm, the factory will be rebuilt and business resumed at the earliest possible date.

Mr. and Mrs. Wilbert Strickler, of this city, have gone to Tampa, Fla., where Mr. Strickler will manage a cigar factory, superintended by Harry & Brothers, Inc. Mr. Strickler had formerly been employed in Allentown, Pa.

E. B. Strickler, cigar maker, Hallam, attended the tobacco show last week in New York.—YORKAD

Good Grades in Demand

MAYFIELD, Ky., Jan. 30.—Downward tendencies in average larger offerings of lower grades, rather reflect the scarcity of good tobaccos. In so far as certain, all markets show interest and upward tendencies for medium to good grades, and lower prices for all low non grades, especially French on account of the common grade dominating. Lower average made. Trash lugs also show weakness compared with last week.

Auction sales for the week follows:

MAYFIELD.—Sales for week, pounds, at an average of \$8.34; son, 3,979,475 pounds, at an average of \$8.39, against an average a year of \$10.45 on approximately \$513,000. Week's average, two cents higher than preceding week.

MURRAY.—Sales for week, pounds at an average of \$8.64; son, 1,870,155 pounds, at an average of \$9.76. Week's average, nine cents higher than preceding week.

HENDERSON.—Sales for week, pounds, at an average of \$8.71; average, four cents lower than preceding week. Prices remain firm.

BOWLING GREEN.—Sales for week, 690 pounds, at an average of \$7.74; season, 4,528,430 pounds, at an average of \$8.95. Week's average, \$1.10 over preceding week.—S. B. SMITH & PANY.

A. Martin

A. Martin, for many years active of Hamburger Brother & son, leaf tobacco merchant, Water street, New York, paid Monday.

MILTON H. RANCK

Packer of and Dealer in

Domestic Cigar Leaf Tobacco

Office: Cor. Duke and Chestnut Streets

LANCASTER, PA.

Packing Houses: Strasburg and Lancaster

Warehouse: 349 W. Walnut St.,

Lancaster, Pa.

City Leaf Tobacco Co.

**Packers of
CONNECTICUT and
PENNSYLVANIA TOBACCO**

Main Office and Warehouse:

106 W. Gas Ave. York, Pa.

Seedleaf Tobacco Growers Co.

All Grades

Pennsylvania Tobacco

536 No. Charlotte St.

LANCASTER, PA.

Lancaster County Leaf Tobacco

Write Us For Samples

Minkoff Leaf Tobacco Co.

J. M. MINKOFF, PROP.

All Types of Leaf Tobacco

210 W. Grant St. Lancaster, Pa.

We have the right tobacco for that cigar.
Accurate, reliable service guaranteed.

N. L. NOLT & SONS

Packers & Growers of

LEAF TOBACCO

**Specializing in Pennsylvania
Tops**

BAREVILLE, PA.

J. W. BRENNEMAN & CO.

Packers of

**Pennsylvania
Leaf Tobacco**

MILLERSVILLE, PA.

I. H. WEAVER CO.

Cigar Leaf Tobacco

241 No. Prince St.

LANCASTER, PA.

Another of the Camel Cigarette series now running nationally in the magazines

When it's a perfect winter day—
and you've just returned from a
tramp in the crisp country air
—when you come in and
find the crackling fire
awaiting you
—have a Camel!

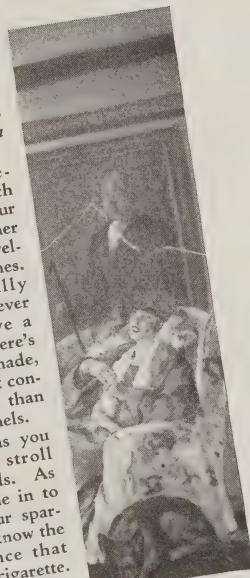


WHEN it's late winter after-
noon. And you've just re-
turned with your dogs from
a ramble over the hills.
When you come inside to
your friendly fire—have a
Camel!

For no other smoke-
friend brings back so much
cheer and comfort to your
fireside as Camel. No other
cigarette in the world is wel-
comed in so many homes.
Camels are so skilfully
blended that they never
tire the taste, or leave a
cigaretty after-taste. There's
not another cigarette made,
regardless of price, that con-
tains choicer tobaccos than
those rolled into Camels.

So, on this day, as you
start your favorite stroll
along the sun-lit hills. As
you return and come in to
the welcome of your spar-
kling fire, joyfully know the
mellowest fragrance that
ever came from a cigarette.

Have a Camel!

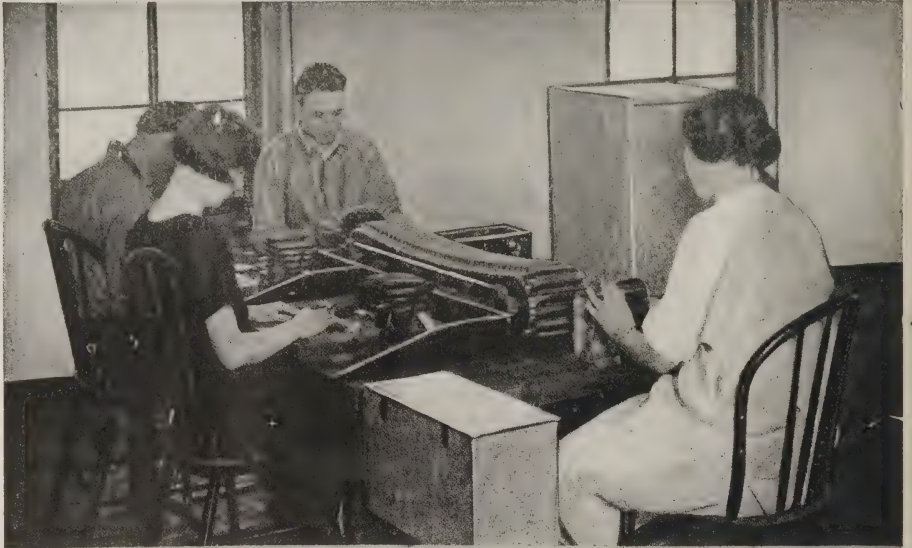


Our highest wish, if you
do not yet know and
enjoy Camel quality, is
that you may try them.
We invite you to com-
pare Camels with any
cigarette made at any
price.
R. J. Reynolds Tobacco
Company

Into the making of this one cigarette goes all of the ability of the
world's largest organization of expert tobacco men. Nothing is too
good for Camels. The choicest Turkish and domestic tobaccos. The
most skilful blenders. The most scientific package. No other ciga-
rette made is like Camels. No better cigarette can be made. Camels
are the overwhelming choice of experienced smokers.



SINGLE UNIT MACHINE No. 1 AT WORK



Speed Up Production -- But Costs!

An Improved Method of Making Cigars

Roby's Cigar Shaping and Pressing Machine

UNIT No. 1

Consisting of the following:

One Shaping and Pressing Machine, which includes your own shape, stand made of heavy angle iron; one $\frac{1}{4}$ horse-power motor, either A. C. or D. C. as required, all necessary reduction gears or hand lever for hand operation, three rollers' tables and one bunch table, equipment with binder and filler cans. We furnish bunch table for either cut or long filler.

The cut filler table composes one binder metal can on left end of table 10 inches deep, 8 inches wide and 18 inches long; one filler can on the right end of table 14 inches x 14 inches x 24 inches deep which contains a screen that screens out the dust into a drawer.

The long filler table composes one binder metal can on left end of table 10 inches deep, 8 inches wide and 18 inches long; one filler can on right end of table 9 inches wide, 20 inches long and 20 inches deep.

Prices Complete

With motor and attachment \$725.00
With hand lever attachment \$600.00

Terms: \$100.00 deposit with order on each complete unit. \$100.00 cash on delivery of each complete unit, balance in four equal payments of 30, 60, 90 and 120 day bankable notes from date of delivery bearing 6% interest.

Prices subject to change.

Roby's Bunch Forming Machine

Made in any width to suit the different length cigar you desire, such as $3\frac{3}{4}$, 4, $4\frac{1}{4}$, $4\frac{1}{2}$, $4\frac{3}{4}$ and 5 inch.

A few illustrations on widths used on different length cigars are $4\frac{3}{4}$ to $4\frac{1}{4}$ full perfect, $4\frac{1}{2}$ to $4\frac{3}{4}$ straight, a $4\frac{1}{4}$ -inch machine can be used.

Five to $5\frac{1}{2}$ invincible, $4\frac{5}{8}$ to $4\frac{3}{4}$ straight, a $4\frac{1}{2}$ inch machine can be used.

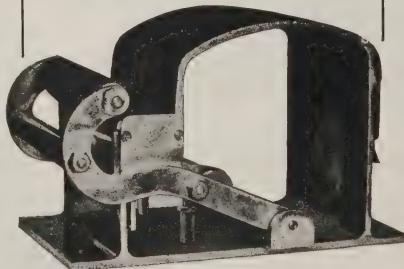
This is why you save from 15% to 20% binder because you use the right size machine for the proper length cigar. You also save 10% filler.

When ordering this machine please send us your molds and we will send you proper width machines adjusted to your bunch.

Price, \$40.00.

Terms, 2% in 10 days.

All equipment f. o. b. factory.



Double Unit Machinery

Roby's Cigar Shaping and Pressing Machine

UNIT No. 2

Consisting of the following:

Two Shaping and Pressing Machines, which includes your own shapes; stand made of heavy angle iron; one $\frac{1}{4}$ horse-power motor, either A. C. or D. C. as required, all necessary reduction gears or hand lever for hand operation, five rollers' tables, one double bunch table, equipped with binder and filler cans.

We furnish bunch tables for either cut or long filler.

This unit will give you 3500 to 5000 cigars per day.

One machine can be used for left and the other for right.

Prices:

Complete with motor attachment \$1,200.00
Complete with hand lever attachment \$1,000.00

Terms:

\$175.00 cash deposit with each above unit.
\$200.00 cash upon delivery, balance in four equal payments of 30, 60, 90 and 120 day bankable notes bearing interest at 6% per annum from date of delivery.

Prices subject to change.

ROBY CIGAR MACHINE CO., 2029 Elm St., Cincinnati, O.

Prices Monday
Reported by Marketwyse

	<i>Bid</i>	<i>Asked</i>
Stiff	144	148
Stiff pfd	98	100
Natra	12½	13
Natra pfd	89½	120
Waco	116	116½
Waco pfd	107	108
Waco "B"	115½	115½
Cigar	58½	59
Cigar pfd	99	100
Deb pfd	109	110
Deb pfd	111	115
Cig pfd	114	115½
Waco	91½	93
Waco pfd	120	124
Waco "B"	92	93½
Waco	397½	400
Waco pfd	113	116
R.I. Co. pfd	112	135
J. *B.	95½	95½
Pricks	96½	97½
Pricks "A"	108¾	109½
Cig Stores	85	86
Cig Stores pfd	117	—
Waco	56¾	57
Waco Co. pfd	113¾	—

Unlisted Stocks

Clag Prices Monday
 orted Stone, Prosser & Doty

	<i>Bid</i>	<i>Asked</i>
Cir	115	118
Cir pfd.	97	98
igial	43	44 1/2
2nd pfd.		
igial	107	107
me	25 1/2	26 1/2
hacco Co.	14 1/2	
s. com.	18	20
s. ros. pfd.	94	99
elm Co., new.	65	69
elm Co., pfd.	114	117
ing,	126	130
ung id	103	109
to	24	25
igial Machine	65	75
Fol	80	90
ws	102	102
Forbes pfd.	100	102
om	46	49
rn	21	22
can	70	79
La com.	71	74
Ld pfd.	99	101

Foreign Exchange Rate

In the subjoined table the quotations on sterling represent dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint except in countries with the silver standard where parity fluctuates with the price of silver.

Closing Rates Monday

STERLING—Par \$4.86½ per sovereign.
Demand..\$4.86 3/16 Cables..\$4.86 3/15
FRANCE—Par 193 cents per franc.
Demand—3.75¾ Cables..3.76¾
ITALY—Par 193 cents per franc.
Demand..4.01½ Cables..4.01¾
BELGIUM—Par 193 cents per franc.
Demand..4.54½ Cables..4.55
GERMANY—Par 23.8 cents per mark.
Demand..23.81 Cables..23.81
AUSTRIA—Par 1407 cents per schilling.
Demand..14.125 Cables..14.125
DENMARK—Par 26.8 cents per krone.
Demand..24.69 Cables..24.71
GREECE—Par 193 cents per drachma.
Demand..1.41½ Cables..1.42
HOLLAND—Par 40.2 cents per florin.
Demand..40.09 Cables..40.11
HUNGARY—Par 20.3 cents per crown.
Demand..0014½ Cables..0014½
NORWAY—Par 26.8 cents per krone.
Demand..20.34 Cables..20.36
POLAND—Par 103 cents per zloty.
Demand..14.00 Cables..14.00
SPAIN—Par 193 cents per peseta.
Demand..14.12 Cables..14.13
SWEDEN—Par 26.8 cents per krone.
Demand..26.76 Cables..26.78
SWITZERLAND—Par 193 cents per franc.
Demand..19.28½ Cables..19.29½
CHINA—Cents per silver dollar for Hong-
kong, per tael for Shanghai and Peking
Hongkong—Demand 58.58, Cables 58.50
Peking—Demand 78.25
Shanghai—Demand 74.38, Cables 74.50
PHILIPPINE ISLANDS—Manila; Par 50
cents per silver peso.
Demand..49.75 Cables..49.875
96391r.F8/&33—Par—Due d...qd.48.
JAPAN—Par 49.8 cents per yen.
Demand..44.88 Cables..45.00
ARGENTINA—Par 42.44 cents per Argen-
tine paper dollar.
Demand..41.31 Cables..41.43
BRAZIL—Par 32.45 cents per paper milreis.
Demand..14.81 Cables..14.87



W. O. SMITH & CO., INC.

Established 1865

Freight Brokers and Forwarding Agents

Location of Offices and Agents in the United States

W. O. SMITH & Co. JOHN S. CONNOR W. O. SMITH & Co. BIDDLE W. ALLEN & Co.
32 Water St. Marine Bank Bldg. McKevitt Bldg. Whitney-Central Bank Bldg.
New York City Baltimore, Md. Norfolk, Va. New Orleans, La.

Prevailing ocean freight rates on LEAF TOBACCO in Hogsheads from Atlantic and Gulf Ports. Subject to change without notice.

Liverpool	65c	Las Palmas Direct	82½c
London	65c	Tenerife	82½c
Glasgow	65c		
Belfast	70c		
		FRANCE	
NORWAY		Bordeaux and Havre	60c
Christiana	67½c	Far East	
Christiansand	75c	Hong Kong	\$1.30
		Shanghai	1.32½
DENMARK		Yokohama-Kobe	1.30
Copenhagen	50c		
Aalborg	65c	AUSTRALIA	
		Melbourne & Sydney	37½c
BELGIUM			
Antwerp	60c	MEDITERRANEAN PORTS	
HOLLAND		Genoa	45c
Amsterdam	60c	Marseilles	70c
Rotterdam	60c	Algiers-Tunis-Oran	\$1.00
		Tangier	90c
GERMANY		Gibraltar	1.00
Hamburg	65c	Malta	90c
Bremen	65c		
Danzig	70c	SOUTH AMERICA	
Ports in Finland		Buenos Aires	\$ E. \$1.00 F. 1.10
Direct	80c	Montevideo	1.00
Via Hamburg	75c	Santos	37½c
Lisbon-Portugal	60c	RIO	40c cu. ft.

B—Includes "Kings Warehouse Delivery"—Conference Lines.
C—Norwegian American Line—Carloads of 20,000 lbs. or more.
D—Norwegian American Line—Less carload lots.
E—Freight Steamers.
F—Passenger Steamers.



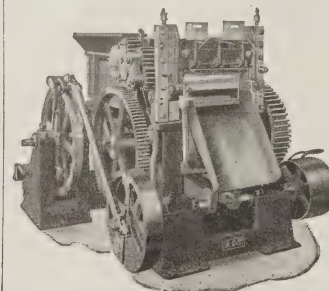
"ADT" Tobacco Machinery

The "ADT" Tobacco Cutter

Class B—Model No. 1
for cutting all kinds
of Tobacco

*Large Capacity
Precision Cutting*

The Machine with the
Crankshaft below
the Knife



Our Catalog No. 50 contains full details and illustrations of 88 Tobacco Machines. We will be pleased to send you a copy.

The John B. Adt Co.

BALTIMORE
MD. U. S. A.

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., INC.

Established 1873

Manufacturers

New York

Established 1858

Dealers & Exporters of all kinds of

Established 1858 Dealers & Exporters of all kinds of

ESKE & NIEMANN, Leaf Tobacco, BALTIMORE, MD.

Headquarters for Maryland and Ohio Tobaccos

Tobacco Merchants' Association Of The United States



Officers and Executive Committee:

Jesse A. Bloch, Wheeling, W. V., president.
 Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
 William Best, New York, chairman executive committee.
 Mayor G. W. Hill, New York, vice-president.
 George H. Hummel, New York, vice-president.

Julius Lichtenstein, New York, vice-president.
 H. H. Shelton, Winston-Salem, N. C., vice-president.
 Wm. T. Reed, Richmond, Va., vice-president.
 Harvey L. Hirst, New York, vice-president.
 Asa Lemlein, New York, treasurer.
 Chas. Dushkind, New York, counsel and managing director.

Florida Seedbed Work

(Continued from page 3)

good tobacco as any grown in Florida, and will go a long way to sustain the good reputation of this tobacco.

If this strain of Florida holds up through this season the ultimate stability of the Florida industry is practically assured from now on.

Labor Supply

The shortage of experienced labor in the Florida area is keenly felt, although the smaller acreage that is being grown will not need the army of help that has characterized Gadsden county for generations. The excessive wages paid for common labor in the south Florida developments have crimped the supply of labor as well as the rate paid, with the result that the present crop will be a costly one to make. Some of the labor has returned to Gadsden county farms because many of the negroes prefer the congenial plantation life to the hustle and drive of a subdivision job that is done on contract, and every shovelful of dirt has a price attached to it. It is admitted that the influence of the giant developments to the south of us exert a bad influence at best. It keeps many of them constantly yearning to go, just like a great many cigar manufacturers, who are not yet using good Florida wrappers, but are constantly yearning to

do so just as soon as the supply is ample enough for their needs.

Bright Tobacco

There will be nearly the full acreage of cigarette leaf set out this year on the small farms. While there may be a decrease in the total acreage of this type it will be due to the cut out of the larger plantations, leaving the culture of the bright leaf where it properly belongs, on the small farms. W. B. Williams, owner and manager of the Williams Warehouse at Quincy, is optimistic over the outlook for this year because of the response he has met with the smaller farmer, who will give the crop the personal attention it needs.

It is believed that there is more interest in Gadsden county and adjoining west Florida counties in the bright leaf than in many of the south Georgia counties. A number of men from Quincy attended the Bright Tobacco Day at Tifton, Ga., last Friday. The Coastal Plains Experiment Station, at Tifton, of which Professor S. H. Starr is director, has now put on its second annual tobacco day, which will be a regular affair in the future.

The meeting was called to order by Director Starr, who explained the purposes of the meeting were primarily to furnish a round table discussion to the farmers in the technical features of handling the tobacco crop, and that the Coastal Experiment station served as a clearing house at all times for the tobacco growers' problems.

Papers Read

E. C. Westbrook, of the Georgia Agricultural College, read a paper on the selection of tobacco land, and the judicious use of fertilizers for the crop. He was followed by C. A. Whittle, Agronomist of the Soil Improvement Committee, on the rotation system to be employed on the bright tobacco farm.

The intricate subjects of disease and insect control of the tobacco crop was well handled by R. C. Thomas, of the Department of Agriculture. Mr. Thomas represented the office of Tobacco Investigations at Washington, and is carrying on the work of Mr. Hart, formerly of Dr. Garner's office, but who recently went to Brazil to work with E. G. Mathewson on Brazilian tobaccos.

J. N. Purdon, a "dirt farmer" of southern Georgia, who has made one of the outstanding successes with cigarette leaf, closed the discussion by relating his wide experience with the crop, and he gave many valuable pointers to those who have not had as much experience as has the expert.

These meetings are always valuable to the practical man, and serve to extend the influence of the experiment station and governmental agencies in carrying the newer truths to the practical man.

Swisher Builds

All Florida is interested in the announcement made by John H. Swisher & Son concerning the welfare project now under way in Jacksonville, Florida, by this prosperous cigar manufacturing company. It is just about eighteen months since the Swishers opened their factory in Jacksonville. It is the seventh factory in their chain, the rest being in Ohio.

The old rule has been for the cigar factories to move out of Florida to

northern points. Now they are moving from northern points back into Florida, where operating conditions are ideal and a contented labor personnel can be found. Mr. Swisher has been coming to Quincy for many years, buying his wrapper requirements here in conjunction with his chief of operations, John Coulter. In their trips to and fro they were deeply impressed with Jacksonville as a manufacturing metropolis, and in 1923 opened their first Florida unit of ten machines.

They brought a number of their key men from other factories with them, families, and this one concern is now credited with having added seventy-five families to Jacksonville. They soon found themselves up against a hard proposition in securing their machine. The company had acquired a splendid factory building on Seventeenth street, and furnished ideal working conditions for their labor. But they soon found themselves confronted with an insufficient supply of suitable homes for their help. With crowded conditions in the building industry, they found rents being raised on their employees after a home had been found. Mr. Swisher made a public appeal to the Chamber of Commerce and realty board for assistance in the rent situation which was crippling the operation of their factory and injuring the morale of the working staff.

Notable Project

What is undoubtedly one of the finest pieces of welfare work that the cigar industry has witnessed in a long time is the decision of this progressive manufacturer to erect a hundred thousand dollar apartment building to house his girl employees and some of the families working for him. The apartments are to be modern in every respect, and will be rented to the employees at rates just capable of taking care of the investment. Every normal want of the tenants will be cared for, and the dormitory will be supervised by a trained matron and house mother.

The Swisher apartments will be erected at Twenty-second street, a few blocks from the cigar factory. They will overlook a new park which the city is laying out, and the general environment will be restful and homelike.

Business Grows

Five hundred girls are now employed at the Swisher factories on King Edward and Hunter cigars, two splendid five-cent cigars, Florida wrapped. The cigars are meeting with such a tremendous success that machinery is now on the way to increase the factory operation to a thousand day hands and five hundred girls on the night shift. The present equipment has been operated on a night shift for some months past, and the factory is still far behind on its orders.

These two cigars are among the largest selling brands in the country, and have been built upon sheer merit. The master blender and manufacturer, Coulter, is given a good share of the credit for the building of these cigars, together with Sales Manager Smith, of the Newark factories, and H. S. White, in charge of the southern sales area, with the uncanny foresight and business sense of the senior and junior Swishers in directing the constant progress of their great factories. And this success of the Swisher brands is one of the best examples of what can be done with both quality and volume when Florida wrappers are used.

Gardner Chairman

Tobacco men of Quincy have always taken a prominent part in the development of Quincy, and they have given their best efforts for the promotion of civic enterprise. I. A. Gardner, of the Max Wedeles Tobacco Company, was recently made chairman of the finance committee of the Gadsden County Hospital. Like all similar institutions the hospital needs money to keep going, and to make the improvements that are constantly needed. Mr. Gardner is not only a splendid administrator, but a popular citizen as well, and he has taken on the work of rehabilitating the

IMPORTED METAL PIPE COVERS



SUITABLE FOR
SIZE PIPE

\$1.95 Per Gro

In Gross Lots On

ACE IMPORT CO

137 E. 14th St., New York

hospital finances with a determination that now assures the ultimate success of this important institution.

Senior A. L. Wilson

Quincy last one of its leaders last Thursday with the passing of A. L. Wilson, Sr., in his seventy-ninth year. Mr. Wilson was president of the Quincy department store company. He had long been a tobacco grower and packer, and his enterprise about five years ago was one of the mainstays of the life of this tobacco growing community and his colleagues in his corner always taken leading part in the development of the tobacco business ever needed.

Mr. Wilson served the city and county several times in office, but was more active in lines of public welfare. He had a substantial business that has run Florida through lean years and seasons of prosperity, and which to his only son, A. L. Wilson Jr., has been the active head of it during the last two years of his life.

The A. L. Wilson Company was one of the first companies in the city that adopted the profit sharing plan, and quite a few years ago it took his trusted employees in the company as partners in the business policy which has accounted for the success of this business.

One of the greatest achievements of Mr. Wilson's life, however, was which he himself never referred to, are forty men in Florida and elsewhere who are indebted to A. L. Wilson for college education. The work is better, very much better, for it is lived.

E. F. Kipp, president of the Cigar company, Hastings, spent the past week in Quincy over the 1925 packing and purchases of choice Florida cigars, manufacturing requirements. He adopted the policy of committing Quincy a number of years ago to his wrappers.

S. Frieder, of the S. Frieder Company, Cincinnati, was also an important buyer in the local market. Mr. Frieder's purchases are for export field, a phase of the business that is constantly assuming great volume from month to month.

The Quincy market is one of the largest in all of its phases.

CLASSIFIED ADVERTISING

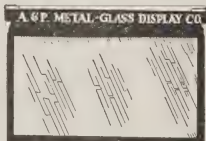
FRIEDMAN TOBACCO CO. 469 Kent Ave., Brooklyn, N. Y. and sells cuttings, scraps, stings in any quantity.

WELL ESTABLISHED MANUFACTURER DESIRES CONNECTION WITH EXPERIENCED SALESMAN NOW DOING BUSINESS WITH TOBACCO SMOKERS AND IN POSITION TO THEM TRADE ESSENTIAL BASIS. PLEASE FULL PARTICULARS COVERED QUALIFICATIONS AT EXTENSIVE RELATIONS WITH THE BOX 7W, CARE TOBACCO.

Glass Lids

Get You

Better Display



WE offer the cigar manufacturer trade a new type Glass Cover for cigar boxes and cans—a double-beveled lid, riveted and strongly reinforced—at prices which will save you money and give you unequalled advertising value.

Write for sample and prices

A&P METAL-GLASS DISPLAY CO.

407-13 E. 91st St., New York

Telephone: Atwater 4353

ESTABLISHED 1886

Per Annum, \$3.00
Per Copy, 10 Cents

"What the Dawes plan accomplished in the realm of economic thought, enlightened statesmen supplemented and completed at Locarno in the thorny field of international political relations. The return of reason forced people to recognize and abandon false aspirations and dangerous deductions, and to accept and adjust themselves to inevitable facts. It is this period of painful adjustment to stern realities in which Europe finds herself at this time. But the ultimate goal of political and economic stability is now firmly accepted as the common aim, and, while the road towards it may at times still seem long, the fact that there is no longer any doubt as to the course to be pursued, warrants the confident

expectation that with courage, perseverance and common sense, the inevitable hardships of the readjustment period will be finally overcome within a reasonably short time.

"On both sides of the Atlantic the question has often been raised whether or not Uncle Sam might not have played a more helpful part in the solution of Europe's post-war problems. It is not for us to enter upon a discussion of that question here, but we believe that we are justified in saying that the American banking fraternity is generally admitted not to have been found wanting at this juncture. From a purely and narrowly selfish point of view the restoration of free gold markets and the re-establishment of exchange stability in foreign countries would have had to be considered as detrimental to American banking interests. Measured by dollars and cents, American international banks would have profited more if the United States had remained in the position of being the sole important free gold market of the world. But taking a broader view of the question, our Federal Reserve Banks, our issuing houses, and our credit banks, did everything within their power to assist countries striving to regain for themselves the blessings of exchange stability.

"We may pause to observe in this connection that it is an impressive demonstration of the strength of our Federal Reserve System and of the efficiency of its structure, that in extending such assistance we could envisage with complacency the potential strain that the stabilization of the pound sterling, the reichmark, and other continental currencies, might place on us. We saw the tide of gold in the course of the year swing towards Australia and Europe, back again to our shores, and once more away from us towards Canada, without ever causing a ripple in our own financial situation.

"Depreciating currencies are a curse, not only to the countries in which they govern, but they are also a menace to other countries, particularly to those whose trade they unsettle in world markets. It is sincerely to be hoped that the coming year may bring exchange stability within the compass of those countries in Europe which still face the solution of that vexing problem at this time, and that, conditions permitting, America's willing to place her reserve lending power at the disposal of such countries may prove once more a helpful factor.

"It is obvious that, without unsettling the nicely balanced structure on which her present prosperity is bottomed, America could not have sold her excess production of over a billion dollars if she had not—by the absorption of foreign securities, or by the granting of commercial credits—at the same time furnished her foreign customers with the means of paying for their purchases. Undoubtedly, our country finds itself at present in a period of unprecedented prosperity. We perceive a bright and clear sky with only a few clouds on the horizon, these being the dangers inherent in a tendency towards overspeculation, and overstimulation in certain branches of trade and industry by offering the temptation of excessively long purchasing terms. But our high standard of living, including the high wage scale on which our prosperity is predicated, is uncomfortably out of proportion to that of the rest of the world, even though to a large extent this disproportion may be justified by the greater efficiency of our labor and machinery.

"The fact remains, however, that while a high tariff wall and restriction of immigration protect industry and labor, the farmer's fate—as long as he has to place his excess production in world markets—cannot become equally emancipated from the purchasing power and the price levels governing foreign lands. To restore or to maintain a balanced relation between our industrial and agricultural levels will therefore constitute one of our most difficult and, at the same time, most important problems of the future. While conditions may arise where a maladjustment between these levels may become acute, in spite of a policy of granting foreign loans on a large scale, it is certain that we would risk participating a

disturbance of this sort, were we to arrest the free and ample flow of international credits.

"In the general interest it is to be hoped, therefore, that nothing may happen in 1926, either with us or abroad, that may unfavorably affect the continued and liberal granting of foreign loans and credits. Indeed, looking forward as we do to greater political and economic stability, we believe that circumstances warrant the expectation that the coming year will offer a very favorable development in this regard."

The directors of the bank were re-elected for the coming year, and the following changes in the official staff were approved:

Hugh Knowlton, formerly partner of Appleton, Butler & Rice, 59 Wall street, was elected vice-president; Fletcher L. Gill, vice-president and treasurer; John P. Collins, assistant vice-president, and B. H. Woschinsky, assistant secretary.

In presenting the bank's financial statement for December 31, 1925, F. Abbot Goodhue, president, drew attention to

the satisfactory progress made during the past year and particularly to the wide diversification of the credits granted covering the shipment of goods all over the world. The acceptances outstanding on December 31, 1925, totalling \$46,527,784, were drawn by 409 drawers, in 25 countries, and covered transactions involving all the important raw commodities in world trade. The volume of dollar acceptances outstanding during the year was on an average \$10,000,000 in excess of the preceding year, and both gross and net profits were the highest since the beginning of the bank's operations. The bank having accumulated very substantial open and hidden reserves, the plan outlined in the last annual report of placing the stock on a dividend paying basis in this fourth full year of its operations, was carried into effect, dividends having been declared and paid at the rate of 8 per cent per annum on the paid in capital for the second half of the year. The undivided profits stand at \$3,325,136 as of December 31, 1925, \$750,000 having been added during the past year.

Senate Strikes Out Part of Revenue Bill

Eliminates Section of Measure Which Was Inserted by the House in Connection with Unmanufactured Leaf Tobacco Sold to Consumers—T. M. A. Pleas Put in Record.

WASHINGTON, D. C., Feb. 8.—By a vote of 48 to 9 the Senate on Saturday struck out of the revenue bill that section of the bill which was inserted by the House in connection with unmanufactured leaf tobacco sold to consumers.

As already reported in TOBACCO, the Senate Finance Committee struck this paragraph out of the bill and the Senate merely accepted the action of the committee in this regard.

Senator Simmons of North Carolina inserted the following statement from the Tobacco Merchants' Association of the United States in the Record concerning this item:

"On behalf of the tobacco manufacturers, as well as manufacturers of cigars and cigarettes, including also a large number of tobacco jobbers, embraced within this association, we are taking the liberty of submitting this earnest protest against the enactment of subdivision (b) of section 401, H. R. 1 (Senate Committee Print No. 1, p. 203), levying an entirely new tax upon the sale of unmanufactured leaf tobacco for consumption.

"Coupled with this new tax provision there is also an amendment prescribing packages in lines 25 and 26 on page 204 and lines 1 to 5 on page 205 (Senate Committee Print No. 1) of the revenue bill passed by the House.

"These amendments were introduced on the floor of the House as committee amendments without any previous intimation to the tobacco industry and without affording any representative interested in the manufactured products an opportunity to be heard or to submit any argument relative thereto.

"Under the existing laws tobacco farmers as well as co-operative growers' associations are entirely unrestricted in their sales of leaf tobacco. They may sell leaf tobacco not only to dealers (which dealers, though, may sell only to other dealers or to manufacturers) but even to consumers without any tax or any regulations whatsoever.

"Thus in recent years a number of individuals or concerns have developed a new business of selling leaf tobacco in small packages, from one to ten pounds, direct to consumers by mail. These people are operating as agents for tobacco farmers, or holding themselves out as such, so that they may carry on this traffic without any restrictions and without paying any tax on the tobacco sold.

"As will be seen from photostats of some of the advertisements reproduced herein, these leaf tobacco vendors, by means of advertisements, are not only catering to tobacco chewers and tobacco smokers, but also to cigar and cigarette smokers, furnishing them with printed instructions how to make their own cigars and cigarettes, and also supplying them free of charge with flavoring extracts, etc.

"Needless to say that this traffic has been harmful to manufacturers of all types of tobacco products, and more particularly to manufacturers of smoking and chewing tobacco.

"Yet due to the fact that these sales can only be made direct to the consumer they are, under existing law, necessarily limited to mail order business, and hence the extent of this competition with manufactured products has been accordingly limited.

"Under the new amendment, hereinabove referred to, the present practice will remain unchanged for farmers and co-operative farmers' associations, including also their so-called agents, who still remain exempt from paying the new tax on direct sales to consumers. But it will create an entirely new industry of selling leaf tobacco put up in small packages through the medium of jobbers and retailers in direct competition with manufactured products.

"In other words under this new amendment any one might engage in the business of putting up brands of leaf tobacco in small packages, paying a tax thereon of eight cents per pound, and market them through jobbers and retailers in the same manner as manufactured products are being marketed, whereas manufactured tobacco bears a tax of 18 cents per pound. And, of course, he might advertise it as the farmers' so-called agents are now advertising, knocking the manufactured product and claiming all sorts of advantages for using tobacco in the whole leaf, and, of course, too, with elaborate instructions how to use it, either for pipe or chewing, or how to make cigars or cigarettes, etc.

"It is most respectfully and urgently submitted that such competition ought not to be permitted against an industry which yields over \$350,000,000 a year in revenue. This competition would surely be directed against smoking and chewing tobacco manufacturers, who are contributing in the neighborhood of \$70,000,000 a year in revenue.

"Moreover, such traffic can not but react injuriously upon the tobacco farmer. For obviously anything which may injure the tobacco manufacturing business must ultimately react to the detriment of the farmer. While creating a strong prejudice against the use of manufactured tobacco products through means of advertisements, as is now being done in a limited way, the entire tobacco business must necessarily suffer. Whatever disorganization, as this would, the ordinary business of manufacturing tobacco and its products, is detrimental to the farmer, for after all it is ordinary manufacturers of tobacco and its products who must furnish the real market for leaf tobacco. Whether such disorganization results in reducing the demands of ordinary man-

(Continued on page 32)

Statement Showing the Quantities of Various Manufactured Products Including Cigars, Cigarettes, Snuff and Tobacco on Which Tax Was Paid by Stamp During the Calendar Year 1925.		Issued by the Treasury	
Products	Year 1925	December	Year 1925
Cigars, Class A	197,586,657	185,028,602	2,673,637,626
Cigars, Class B	88,911,063	97,423,158	1,125,037,594
Cigars, Class C	176,578,609	204,592,081	2,515,002,058
Cigars, Class D	9,471,502	11,997,744	146,537,850
Cigars, Class E	2,255,223	4,307,131	40,516,826
Total	474,803,054	473,336,217	6,500,751,954
Cigars (small)	36,497,640	36,121,200	448,204,613
Cigarettes (large)	2,035,033	1,589,481	18,832,826
Cigarettes (small)	1,000,000	1,432,050	17,999,831
Snuff, manufactured	3,403,890	3,433,629	43,134,475
Snuff, unmanufactured	1,000,000	1,000,000	1,000,000

To Find Most Popular Tobacco Salesman

President Samuel Levine Will Donate Prize Cup To Be Given the Successful Contestant—Seeking Novel Features for the 1927 Tobacco and Allied Industries Show.

with Vincent Portundo & Company, and Mr. Wolf, who finished second, 2,000 votes behind him, was with the Waldorf-Astoria Cigar Company.

Samuel Levine, president of the Allied Tobacco Exhibitors Association, announces that he will donate a cup for the winner of this contest in view of the fact

A special committee of next year's Tobacco Exposition will be appointed to devise contests and other entertaining features for the exposition.

The novelty piano recital of this year

solvency Judge Calvert said and the matter of management and the policies of the association, he declared was an internal affair to be handled by the members from within.

The presence of Aaron Sapin drew a crowd which filled the court house to overflowing, but the refusal of Person to allow him to appear in the case disappointed the crowd, although it had no effect upon the case in which Judge Calvert found not a suggestion that the association was insolvent.

Stating that Wiley Person as a contract breaker and one who has made no effort to effect changes in the policies of the organization, made many misstatements in his complaint which he could have verified from records of the association at his disposal, the answer of the association in which he denied all allegations of fraud and extravagance, explained actions of the directors which had been attacked and brought out the fact that since the Tobacco Growers' cooperative Association has been formed all tobacco farmers have benefitted from higher price levels for tobacco.

Comparing the average price of \$15.10 a hundred pounds for North Carolina tobacco from 1913 through 1915, when corn sold at an average of 89 cents a bushel, association attorneys, with the figures of the United States Department of Agriculture, showed that although corn sold for only 97 cents a bushel from 1922 through 1924, tobacco in North Carolina had maintained a price of \$24.70 per hundred during these years of co-operative marketing.

Similar statements for other states where the association operates were given to the court and show that during the first three years of the association in South Carolina tobacco prices had averaged \$21.90 a hundred, as compared to \$10.40 a hundred from 1913 through 1916 in South Carolina, and \$23 as compared to \$12 per hundred for the same period in Virginia.

The suit against the association, which was heard last week, also brought out the fact that the association has changed its policy of redrying and now owns or leases redrying plants in which the majority of its 1925 crop is being redried.

Instead of employing nine directors as formerly, there are today only four directors, including the president of the association, who hold minor salaried positions with the association.

The attack of Wiley Person against the association was never considered dangerous by its attorneys and directors in view of its present financial strength, but his efforts to damage the farmers' organization was welcomed last week as another opportunity on the part of its attorneys to deny the false and scandalous charges which are being made against it.—S. D. FRISSELL.

Clarksville Average, \$13.18

CLARKSVILLE, Tenn., Feb. 6.—Sales on the Clarksville tobacco market are recorded as follows:

	<i>Pounds</i>	<i>Avg.</i>
Sales for week.....	1,482,040	\$13.18
Sales for season.....	8,705,780	14.10
Sales last season.....	6,528,865	15.17

—HENRY M. LUPTON, Secretary, Clarks-ville Tobacco Board of Trade.

Mrs. Scharlin Distributes Fortune Before Death

that next year's exposition will record the twentieth anniversary of his winning of a cup as the most popular tobacco salesman at the Tobacco Show which was held in the old Madison Square Garden at that time.

Mr. Levine is shown herewith holding the cup he won, and with him is J. Culyer Wolf, who was his nearest competitor.

There were three identical cups awarded at that exposition, one for the most popular actress, won by Lillian Russell; one for the most popular actor, won by Sam Bernard, and the third for the most popular tobacco salesman, won by Sam Levine.

The cups were exact replicas of the famous America's Cup which has worried Sir Thomas Lipton for so many years. The cups were given by the Prize Cup Cigarette Company.

Two hundred tobacco salesmen competed in the contest. Mr. Levine was

by Herma Menth, the celebrated Viennese pianist was a departure from the usual musical program. Miss Menth played a piano duet with herself, playing a regular piano with one of her own records being reproduced on a Hallet & Davis Angelus reproducer. Novelties are sought for next year.

Judge Finds No Proof of Fraud

RALEIGH, N. C., Feb. 8.—The suit of Wiley M. Person seeking dissolution of the Tobacco Growers Cooperative Association was dismissed by Judge Thomas H. Calvert in the Superior Court of Wake County with scarcely any other effort on the part of association attorneys than the reading of the answer to the complaint of Person, whose case was disposed of between noon and dark February 5.

There was no proof of fraud or in-

Practically all the half million dollar estate bequeathed to Mrs. Sarah Scharlin upon the death of her husband, Samuel Scharlin, of S. Scharlin & Son, snuff manufacturers, of New York, was gradually distributed to the poor of the city before Mrs. Scharlin's death last Friday.

She was known in the East Broadway section, where she lived at 212, as the East Side Godmother. Coming from Russia in 1881, she always lived among and personally aided, the destitute of her district. One of her conspicuous charities was the foundation of the Moshinsky Remedy Club, at 227 East Broadway, which she organized thirty-two years ago.

A week ago Monday she fell upon
(Continued on page 32)

The St. Michaels Imports From America

WASHINGTON, D. C., Feb. 8.—The Fabrica de Tabaco Michaelense (Bensaude) imported from the United States, Kentucky and Bright Virginia tobacco amounting to 11,060 kilos during the first six months of the calendar year 1925, while from Germany was imported 2,989 kilos of tobacco supposed to be of Brazilian origin prepared in Germany. It is understood that the importation of American tobacco is made through one American export house, and the quantity during the latter half of 1925 will equal that above mentioned. A few years ago double this quantity was imported from the United States. This local firm has increased facilities on the island of St. Michaels for manipulating locally grown tobacco, which is blended with the North and South American varieties above mentioned. This establishment manufactures a very good grade of cigars and cigarettes which sell well, not only throughout the Azores Islands, but are exported to Madeira, Continental Portugal, the Cape Verde Islands, and the Portuguese possessions in Africa.

Satisfactory American Machine

The firm of Canto & Mendencia recently imported a tobacco fabricating machine from the United States which is regarded as highly satisfactory. About one-half of its supply of tobacco is grown locally, while the largest portion of the remainder is obtained from the United States with smaller quantities from Spain, England and Germany. Their cigars and cigarettes are sold in the Azores and find a market in some of the Portuguese possessions. (Although statistics of importations of tobacco have been requested by this Consulate, this firm has not been able to comply.)

Tri-State Co-Operative Assn. Members Have Trying Times

(Continued from page 3)

compromise resolutions offered by a noted "stand pater"—called first of all for the dissolution of the pool, and secondly for the resignation of the directorate and the involved officials. This meeting is the first out and out hostile session held in this section.

Chatham Meeting Different

The Chatham meeting was different, although there were critical moments. Director West of Henry county sought to stem the tide of disaffection and explained the redying policy.

He was followed by a farmer, A. M. Hubert, who excoriated the pool management, but he came out rather badly, for he was revealed as a disgruntled "cop" who had once held a position with the organization. After the speaking an effort was made to have passed a resolution calling for the resignation of the directors and the involved officials. This resolution was recently adopted by the Whitnell local, which has been a red hot center of lo-operative marketing. The motion, however, was tabled by a heavy viva voce vote, showing for the first time the trend of opinion. Next followed a resolution exonerating the board of directors of any wrong doing, and this was carried. Finally, another resolution was adopted in which the board was asked to take the farmers more completely into confidence and asking that the next contract contain a proviso that no director nor pool officials shall engage in any form of tobacco business from which side profits are collected.

Press Pool at Raleigh

As the co-op situation develops the policy of the pool in maintaining a press bureau at Raleigh is revealed as a mistake. One. Through the Raleigh bureau for three years the baldest form of press agency has been practiced. Prepaid news teleggrams at one-third of a cent a word have been sent out to scores of papers in the tobacco belt, the pool paying for these. The news favorable to the pool has been "played up." There have been omissions of vital news which was legitimate property for the association members. The view prevails among many of the farmers have been living in a fool's

paradise through the press agency, the blow falling with the Federal Trade Commission's report being rendered more severe as a consequence. For instance, the Raleigh bureau has never sent a prepaid news story pointing out that officials were engaged in redying or that the pool was paying Aaron Sapiro \$98,000 for legal services, or a total sum of a quarter of a million dollars to lawyers to conduct co-op litigation. All that is being revealed at a moment when the

farmer members are in an unpleasant mood and rather exasperated.

The resignation of Tucker Watkins caused no surprise here. Last summer it was reported that the director of warehouses was about to withdraw and take up the oil business, but at that time it was stoutly denied. The rumor has cropped up once or twice since then, so that when it became known that Watkins was out, on the eve of the Person motion liquidate the association, no par-

ticular concern was felt. Other negotiations, it is believed, will do more towards pacifying the farming element than anything else and it is generally thought that any effort to secure a tractable response to the next five year contract is out of the question unless it is based on the question of the association privately, in addition to true salaries, have quit, the rank and file of the growers will not be satisfied.

UNITED STATES TOBACCO EXPORTS DURING MONTH OF DECEMBER

Figures Compiled by Department of Commerce

ARTICLES, AND COUNTRIES TO WHICH EXPORTED	UNIT OF QUANTITY	DECEMBER—				TWELVE MONTHS ENDING DECEMBER—			
		1924		1925		1924		1925	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Tobacco:									
Leaf tobacco—									
Bright blue-cured—	Lb.	29,658,288	\$13,156,520	57,012,833	\$24,192,032	265,514,767	\$108,089,133	278,279,373	\$107,000,000
Burley—	Lb.	512,448	149,087	412,230	77,924	1,737,088	2,115,714	6,016,885	10,000,000
Dark-fired Kentucky and Tennessee—	Lb.	7,554,565	1,355,270	4,953,301	1,166,778	17,028,888	27,672,089	24,961,188	2,810,000
Dark Virginia—	Lb.	2,825,194	921,035	1,662,837	737,126	31,070,542	10,497,203	20,365,238	8,117,000
Maryland and Ohio export—	Lb.	458,301	82,743	1,464,425	236,700	12,830,531	2,687,088	13,912,762	2,222,000
Green River (Pryor) and one sucker—	Lb.	303,920	67,655	812,952	159,722	1,464,147	17,670,691	863,000	1,780,000
Cigar leaf tobacco—	Lb.	25,061	43,357	67,196	87,073	9,886,611	14,088,786		
Other leaf tobacco—	Lb.	3,072,542	856,946	1,389,651	747,042	41,963,925			
Total.	Lb.	44,383,659	16,613,913	68,376,473	27,396,064	546,555,416	163,034,624	468,455,613	154,600,000
Exported to—									
Belgium—		793,683	89,685	1,472,246	203,415	24,441,648	3,217,200	14,255,068	250,000
Denmark—		548,792	133,324	735,717	61,730	4,961,574	1,042,840	6,221,794	120,000
France—		5,738	2,066	724,590	111,467	41,840,162	5,718,941	21,772,089	240,000
Germany—		4,032,928	853,533	981,497	177,973	44,164,140	1,359,143	21,688,066	134,000
Italy—		182,325	47,475	156,235	40,808	16,845,516	3,722,646	11,260,861	134,000
Netherlands—		2,068,643	328,776	1,188,020	194,722	41,623,259	5,670,743	20,803,166	430,000
Norway—		201,820	74,474	239,568	51,355	1,427,156	3,471,534	10,000,000	10,000,000
Portugal—		440,734	39,475	342,630	60,670	6,323,490	718,157	2,395,894	37,000
Spain—		1,312,847	104,258			41,531,032	2,907,330	15,031,400	100,000
Sweden—		26,345	6,684	202,629	62,165	5,964,385	1,381,895	2,080,732	100,000
Switzerland—		195,430	43,562	139,504	41,670	1,919,408	428,674	1,498,690	100,000
United Kingdom—		20,055,959	11,067,263	33,311,558	18,850,227	159,066,779	84,500,118	170,060,021	832,000
Canada—		640,766	204,268	1,428,767	370,436	13,707,387	4,591,047	1,833,514	37,000
Mexico—		129,563	26,802	186,978	39,884	1,226,703	278,767	1,406,302	37,000
Haiti—		427,063	152,663	110,794	20,702	1,525,506	288,446	1,803,822	37,000
Argentina—		5,159,037	1,176,433	17,278,291	3,441,882	72,014,031	17,121,705	2,536,094	100,000
China—		308,289	12,478	170,602	41,587	801,574	1,000,743	2,337,421	18,000
Hongkong—		308,289	12,478	170,602	41,587	801,574	1,000,743	2,337,421	18,000
Japan—		1,803,530	603,280	2,141,546	779,287	20,652,053	5,066,753	7,792,786	30,000
Australia—		853,923	233,025	1,503,206	331,690	9,124,615	2,707,186	22,570,477	30,000
British West Africa—		114,658	304,070			8,805,891	1,464,586	5,718,424	1,800,000
French Africa—		4,326,604	1,093,227	3,817,718	1,370,334	19,855,320	4,822,249	27,648,392	6,000,000
Other countries—									
Stems, trimmings, and scrap tobacco—	Lb.	375,338	17,458	1,162,060	36,373	28,842,778	1,005,121	9,032,007	2,700,000
Manufactures of tobacco (total)—			1,764,200		1,989,053		22,056,520		17,400,000
Cigars and cheroots—	M.	97	3,638	86	3,174	680	25,330	970	2,700
Cigarettes—	M.	837,663	1,500,500	943,108	1,782,160	10,465,883	19,408,248	8,145,639	15,700,000
Exported to—									
Europe—		4,915	16,648	10,960	34,570	87,421	250,295	147,270	1,427,000
Canada—		17,441	52,773	62,985	109,287	220,694	408,786	114,627	1,427,000
Panama—		16,973	46,735	38,697	112,372	237,475	637,983	256,519	1,400,000
Strait Settlements—		108,520	146,767	25,000	34,470	964,770	1,391,458	1,174,965	1,400,000
China—		579,382	986,344	695,015	1,222,961	7,400,448	13,328,021	6,319,261	9,010,000
Hongkong—		10,000	12,000	50	150	23,330	492,446	1,000,000	1,000,000
Philippine Islands—		12,000	10,000	11,000	373,467	741,753	10,380	176	600,000
Kwantung lease territory—		22,500	30,275	10,365	298,042	902,585	385,308	1,845,000	1,845,000
Siam—		66,618	169,419	35,698	109,305	246,600	527,301	302,000	1,000,000
Other countries—						330,136	907,500	380,134	1,000,000
Plug tobacco—	Lb.	380,756	185,787	822,808	141,637	3,811,113	1,933,703	2,734,650	1,174,000
Smoking tobacco—	Lb.	79,488	41,179	91,064	64,905	978,741	1,318,477	3,377,017	1,174,000
Other tobacco manufactures—	Lb.	116,584	23,099	13,921	7,187	709,086	164,567	407,028	564,000

UNITED STATES TOBACCO IMPORTS DURING MONTH OF DECEMBER

Figures Compiled by Department of Commerce. Values Stated in Dollars.

ARTICLES, AND COUNTRIES FROM WHICH IMPORTED	UNIT OF QUANTITY	DECEMBER—				TWELVE MONTHS ENDING DECEMBER—			
		1924		1925		1924		1925	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Tobacco (total).									
Unmanufactured—									
Product of the Philippine Islands—	free.	95,564	13,132	119,533	20,060	1,230,911	169,261	1,163,614	722,000
Leaf, suitable for cigar wrappers—	dut.	527,579	1,271,800	616,490	1,174,289	5,894,191	16,099,732	6,434,763	15,613,000
Imported from—									
Netherlands—		510,494	1,245,772	512,860	1,164,254	5,821,421	14,941,000	6,261,525	14,491,000
Dutch East Indies—						1,155		4,371	315
Other countries—		17,065	26,028	3,630	10,035	71,624	157,608	169,067	1,807,000
Cigar leaf—									
Unstemmed—	dut.	1,467,083	1,208,081	635,741	591,102	11,215,745	11,314,093	8,571,366	8,108,000
Stemmed—	dut.	1,018,943	1,119,064	930,787	1,072,458	11,415,365	14,911,242	12,736,610	14,000,000
Total cigar leaf.	Lb.	2,486,026	2,327,145	1,566,528	1,663,560	22,631,110	26,225,235	21,268,976	22,108,000
Imported from—									
Germany—				260	227	919,002	843,606	37,068	901,000
Netherlands—				1,177	1,700	2,254	1,039	42,911	601,000
United Kingdom—				34,150	11,100	279,379	76,798	6,716	783,000
Cuba—		1,830,104	1,911,970	1,656,168	1,649,870	19,940,045	23,154,371	22,132,608	22,132,000
Other countries—		653,822	415,175	2,553	654	2,990,368	2,170,419	76,675	6,000,000
Cigarette leaf—	dut.	4,077,542	3,847,903	2,319,388	1,423,762	36,965,068	33,134,049	47,026,166	33,700,000
Imported from—									
Germany—		86,921	102,258			1,750,750	2,187,700	892,201	2,968,000
Greece—		1,799,725	2,030,768	370,882	284,554	20,748,100	21,528,374	22,637,326	20,316,000
United Kingdom—		4,041,758	763,979	1,806,501	1,064,130	5,182,712	3,487,042	10,311,890	6,200,000
Turkey in Europe—						1,897,363	1,492,885	1,636,608	6,729,000
Turkey in Asia—		737,892	426,380	130,010	73,177	10,940,045	23,792,491	10,428,599	4,729,000
Other countries—		51,246	14,500	5,995	1,892	2,288,504	1,555,496	1,478,378	6,000,000
Scraps and other unmanufactured—	dut.	159,742	60,147	123,118	30,176	1,868,192	732,736	1,768,713	6,000,000
Manufactures of tobacco—									
Cigars and cheroots (Philippine Islands)—	free.	298,057	441,874	293,000	453,959	1,38,205	4,692,125	3,217,838	4,174,000
Cigarettes (product of Philippine Islands)—	free.	56,048	472,662	46,140	410,131	3,382,763	7,817,442	5,160,500	5,160,000
All other manufactures of tobacco—	dut.			398	812	1,353	2,428	2,398	4,000,000
	Lb.	36,890	40,251	13,720	25,078	324,299	442,059	255,398	4,000,000

Vista of Vital Views of the Tobacco Business From Far and Near

SPRINGFIELD, Ark., Feb. 6.—J. L. Gray has purchased the cigar and confectionery business of W. L. Shaffer.

BUFFALO, Ind., Feb. 6.—Fred Gray has purchased the cigar and confectionery business of W. L. Shaffer.

YONKERS, N. Y., Feb. 5.—Cook & Raskas are remodeling their cigar and confectionery store at Lott and May streets.

SPRINGFIELD, Wis., Feb. 5.—A. H. Benne has purchased the cigar business of M. J. Art.

DAYTON, O., Feb. 6.—Iva C. Brieg has purchased the cigar store at Brown and Oak streets in this city.

HONOLULU, Cal., Feb. 3.—P. E. Graham has purchased the cigar and confectionery business of A. J. & E. S. Beasley.

SPRINGFIELD, O., Feb. 6.—Charles Wright has purchased the cigar and confectionery business, wholesale and retail, of A. J. McConnell, Center and Washington streets, this city.

DAYTON, Ind., Feb. 6.—Samuel Friend has purchased the cigar and billiard room at 1000 Main Building.

DETROIT, Mich., Feb. 7.—Barnett and Co. have discontinued their cigar and confectionery business at 6000 Woodward street.

SAN DIEGO, Cal., Feb. 2.—V. R. Agnew has purchased the cigar and provision business of H. J. Gallagher, 1152 Third street.

PHILADELPHIA, Pa., Feb. 8.—United Cigar Stores Company is to open a branch at the northeast corner of Arch and Chestnut streets, this city, in about two weeks.

AVONDALE, N. Y., Feb. 8.—Avoca Cigarette, Main and River streets, this city, is to open a branch at 1000 Main Building.

WILMINGTON, N. C., Feb. 6.—W. S. Brown has purchased the cigar and confectionery business of W. L. Shaffer.

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billiard business of Frank Morelli, 513 Adams avenue.

PETRO McClees, 300 Washington street, New York, is to erect a two-story tavern and smoke shop on upper Broad street, Red Bank, N. J., to cost about \$30,000. Architects, J. C. & C. A. Delatash, 56 Broad street, Red Bank. Contractor, E. Dey.

BELLEFONTE, Pa., Feb. 6.—Luther Crissman is reported to have filed a voluntary petition in bankruptcy, with liabilities of \$5,000 and assets of \$1,700 on his cigar stock here.

HAGERSTOWN, Md., Feb. 6.—Robert L. Stockslager has purchased the cigar and lunch room of Roy L. Feigley, 16 East Washington street, this city.

WAYNESBURG, Pa., Feb. 6.—Lewis Brothers are to open a cigar store in the Harrison & Cohen Building on High street.

MAX CAHN, 1492 Pitkin avenue, Brooklyn, upon his cigar and stationery stock.

DAYTON, O., Feb. 6.—J. W. Rittenberger has purchased the cigar and billiard room at 757 Troy street.

CORINTH, Miss., Feb. 7.—C. F. Ward has purchased the cigar and cafe business of H. M. Stone, for a consideration reported at \$5,000. Mr. Ward is in the grocery business here.

SPRINGFIELD, Ill., Feb. 6.—T. D. Hogan had a loss of \$10,000 by fire in his cigar and provision stock at the Hay Building.

BALTIMORE, Md., Feb. 8.—Frank Nicholas Company, 307 South Hanover street, this city has been incorporated with a capital stock of \$150,000, to transact a cigar and confectionery business, wholesale and retail. This is an old concern in the business, here.

PENNA., Feb. 6.—Thomas Slater reports a serious loss by fire last Monday to his cigar and confectionery stock and building. Loss estimated at \$21,000, partly covered by insurance. He is also owner of the building.

BALTIMORE, Md., Feb. 8.—Frank Nicholas Company, 307 South Hanover street, this city has been incorporated with a capital stock of \$150,000, to transact a cigar and confectionery business, wholesale and retail. This is an old concern in the business, here.

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Bange and L. S. Myers, at Broadway and York streets.

A. Schulte, Inc., 386 Broadway, New York, announce the opening of a branch on the southeast corner of Broad and Locust streets, Philadelphia, in about three weeks.

HAGERSTOWN, Md., Feb. 6.—Omar H. Small, 419 West Washington street, this city, is reported to have discontinued his cigar and lunch business there.

WAYNESBURG, Pa., Feb. 6.—Lewis Brothers are to open a cigar store in the Harrison & Cohen Building on High street.

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DAVIS, Ill., Feb. 6.—V. E. Bliss has purchased the cigar and confectionery business of W. O. Jennewin.

KENSAL, N. D., Feb. 4.—B. & H. Store has been opened here to sell cigars and confectionery.

INDIANAPOLIS, Ind., Feb. 6.—Thomas J. O'Connor has opened a cigar store at 334 Massachusetts avenue, this city.

BEAVER DAM, Wis., Feb. 6.—National Cigar Store is to be opened in the Odean Building by George A. Beichl.

OWENSBORO, Ky., Feb. 6.—M. M. Clark is to open a cigar and news business in the Empress Annex.

WARSAW, Ind., Feb. 6.—Laad Thomas has purchased the Roberts Cigar Store, and is to open a lunch room department in about one month in the premises 101 East Center street.

SPRINGFIELD, Mo., Feb. 6.—B. A. Carter has purchased the cigar store of Hiram D. Chinn in the Landers Building lobby.

DANBURY, Conn., Feb. 8.—A. E. Bernd, Inc., is to commence business with a capital of \$50,000, one-half of which is paid in. Incorporators are Arthur E. Bernd, A. E. Bernd and Edward C. Moyer, all of this city, and they are to operate a cigar business.

GRAD, Ill., Feb. 6.—Paul J. Finnerty has opened a cigar factory in the State Bank Building. He is to manufacture the Lotus Club and Twentieth Century cigars.

St. Nicholas Cigar and Stationery Company, Inc., 100 St. Nicholas avenue, New York, has been incorporated with a capital stock of \$5,000 to deal in cigars and stationery. Herman Nisenenson is the principal, and Irwin Isaacs, 8870 Broadway, New York, is the attorney.

PITTSBURGH, Pa., Feb. 6.—H. Mayer & Company, 217 Diamond street, this city, suffered damage to its cigar stock by fire to the extent of \$3,000 last Tuesday.

TUPPER LAKE, N. Y., Feb. 6.—Paul Fruchthomme has opened a cigar and confectionery store here on Wawbeek avenue.

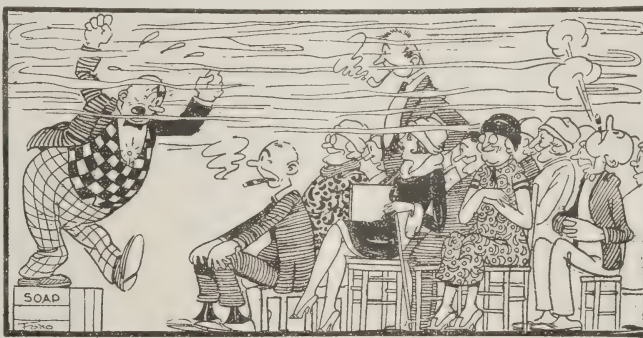
CANONSBURG, Pa., Feb. 6.—Stephen Cieslat has purchased the cigar and stationery business of Roman Krupa, 117½ Adams avenue.

CIGARS HIT BY STRIKE

SCRANTON, Pa., Feb. 8.—Since the pinch of the coal strike has been felt here recently the miners have gradually ceased smoking cigars altogether, and are now using smoking tobacco and cigarettes. Scrap tobacco, both for smoking and chewing, is the popular style of goods used here, and the additional quantity of this material, which the miners receive for their money, actually increases its sale during a time of this sort.

ORLIK IN QUAKER CITY

Dealers in the City of Brotherly Love were greeted last week by Alfred Orlik, the New York pipe importer.



"AN' ALL RIGHT FOR UM TO SET AROUND A HALL FULL OF SHOKE"

A. Schulte, Inc., is to open a branch on the corner of Fordham road and Grand Concourse, New York City.

HAMLET, N. C., Feb. 6.—Hal B. Ingram and M. C. Pote are to open a cigar and confectionery store here in about two weeks.

HAGERSTOWN, Md., Feb. 6.—S. L. Garmong has opened a cigar and lunch room at 816 South Potomac street, this city.

HANOVER, Pa., Feb. 6.—The K. & J. Cigar Store has been purchased by J. L. Klunk and R. Klindinst from W. R.

ing, Sixth and Washington streets. Loss was covered by insurance.

BURBANK, Cal., Feb. 8.—T. A. Dunica has opened a cigar and confectionery business at 139 East San Fernando Boulevard. He was formerly in the provision business on Fourth street.

GRAHAM, Tex., Feb. 5.—Joseph B. Friedel is to open a cigar and news business in the Liberty Theatre building.

BEULAH, Mich., Feb. 6.—Louis Lallea is to move to a new location for his

CIGARETTE PAPERS
IN BOBBINS, REAMS AND BOOKLETS
SO CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS
MA SPIEGEL & SONS CO., Inc., 34 West 17th St. New York

ESTABLISHED 1854
THE JOHN BERGER & SON CO.
PACKERS OF
LEAF TOBACCO
MAIN OFFICE IMPORTERS OF
315 MAIN STREET HAVANA and
CINCINNATI, O. SUMATRA
WAREHOUSES
Germantown, O.
Lancaster, Pa.
South Windsor, Conn.
Havana, Cuba.



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R. T. TANNER, Business Manager C. L. FRANKLIN, Editor

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, FEB. 11, 1926

Making The Sphinx Talk

When the American Tobacco Company recently employed several prominent humorists to write a series of advertisements for two or more tobacco and cigarette brands the company wished to feature, an enormous amount of interest was expressed in trade and advertising circles.

Some people said, of course, that the injection of expert literary assistance was more or less of an experiment which only time could prove. Others, more optimistic, declared the writings of these famous men would immediately inject new blood, new interest, new business, in the brands selected.

Anyhow, at a meeting and feast of the notable Sphinx Club, held the other day, one of the speakers was Irvin S. Cobb, who happened to be a candidate for the glory of this sort of advertising to be used.

Immediately, upon arising to his feet, Mr. Cobb convulsed the advertising men and business men present, among whom were many tobacco trade members, by relating a number of humorous incidents which directly related to the advertising or industrial side of life.

Then, having the interest of the crowd, Mr. Cobb proceeded to tell of his introduction to the tobacco trade. He spoke, first, of his contract lately written by the American Tobacco Company, and here is exactly what he said:

"I called at the offices of the company, and I had what are called the ethics and rules of the game, the code which governs the promulgation of publicity by that institution, explained to me. And what the heads of that business said to me, in brief, was this:

"Do not say, in what you write, that our product is the best that was ever made. Say it is as good as we know how to make it, and as honest. Do not say that our competitor does not make as good wares as we do.

"Say, merely, that we are trying to make ours a little better. Do not say anything that you would not say to a friend, if he asked your honest advice regarding the merits of the particular wares which we manufacture. In other words, just be on the level."

"Now, they say that every institution which succeeds is but the lengthened shadow of an individual—and I believe that. I believe that the American Tobacco Company—to make the example concrete and personal—is today the elongated shadow of one who recently passed over to the realms of shadows, that great captain of finance and giant of industry, the late Percy Hill.

"I believe that what they told me at that office was characteristic of him, and of my

friend here, Charley Penn, the vice-president, and of Mr. Harwood, the advertising manager of the company, and of every man who has a voice in the policy of that institution—but I do not think that concern is at all exceptional.

"I believe, rather, that they are but typical of the average big business concern in America today.

"I believe, with all my heart, that honest business men on this earth today, or who ever have been on this earth, are the representative and reputable business men of the English-speaking world.

"And I believe, further, that much of the honor—that common code of honor—which now prevails in commercial dealings throughout the English-speaking world, was due originally (and I am not trying to soft soap you men), was due originally to the attitude taken years ago by reputable advertising agencies and reputable journals in this country and Great Britain.

"Business is honest, and the advertising man today is the honest mouthpiece of honest business wherever our tongue is spoken.

"It is impossible today, as you know, and as I, as a magazine contributor, both of fiction in the fiction pages—and fiction in the advertising pages know—it is an absolute fact today that no reputable business concern will permit false or misleading advertisements of its wares to be given out; that no reputable advertising agency or advertising agent will handle false or misleading advertisements, and that no reputable magazine or newspaper or periodical will handle or knowingly print an advertisement which is false and misleading.

"And I believe that a large measure of the prosperity which today we are enjoying in this country is due to the fact that readers—which means patrons, which means buyers, which means the public—believe what they read in the printed word about the merits of goods that are advertised and are, therefore, the more willing to purchase them.

"And because I do believe that, I am proud tonight, gentlemen, to be enrolled as a humble novitiate in the ranks of the advertising men of America."

All of which every tobacco man in the country can take to heart as the substantial reason, stressed by Mr. Cobb, for the astounding success of many great houses in our industry.

It embraces, too, all of the fundamental rules for the future success of those who are sincerely trying to accomplish just what Mr. Cobb has indicated.

No other rules will ever make the Sphinx talk—and the Sphinx, in this case, is the buyer of tobacco products.

Burnt Holes

Said a hotel man to a tobacco salesman: "This smoking abuse here is becoming an expensive proposition for my hotel."

"What do you mean?" asked the salesman, much surprised. "Aren't smokers, as a rule, your best customers?"

"That's just the trouble," explained the hotel manager. "I realize we are helpless in the matter, but I want to ask your opinion of how we can prevent wholesale damage to our rooms and our furnishings by careless smokers."

"You see," he went on, earnestly, "guests smoke in bed, of course. First thing we know we have burnt holes in blankets and sheets—sometimes a minor blaze confined to a suite or a single room.

"Again, nearly all our smoking public is extremely careless in placing lighted cigars and cigarette butts on tables and dressers. About every item of furniture in this hotel shows scars and marks of this sort.

"Even pipe smokers place their hot pipes on window sills and furniture, invariably scorching the paint and varnish. All in all, these careless smokers cost us many hundreds of dollars a year in repairs and replacements, and associate

managers of other houses tell me the same thing."

This is true. It is too true, in fact, to the benefit of the industry. It hurts the business. It injures the hotel, of course, but it hurts the tobacco game much more.

Non-smokers are quick to see and to grasp these facts. They then urge regulation, the control of the smoking public through restrictive legislation. Recently, some municipal fire department heads joined the anti campaign to suppress smoking in these public or semi-public places.

This will never do! It will never do, if it is to permit some absolutely careless people to spoil the wide smoking privileges which now exist in public places generally.

And the way to maintain and secured national co-operation of the proprietors and managers of these hotels, restaurants, theatre and so on is to aid them in their desire to curtail the careless and destructive results of the smokers themselves.

One direct way to do this is to secure the sincere assistance of all those engaged in the tobacco business. From retailer right through the line to the grower of tobacco it is necessary for them to urge that all smokers observe the ordinary rule of safety and cleanliness.

Retailers and jobbers can do much in their propaganda direct to the smokers themselves. Manufacturers can do as much, not more, by placing advisory or warning labels with their goods. Leaf men, packers and growers can aid the cause materially by supporting of the entire structure, verbally and financially.

Unless the industry, as a unit, does something such a movement for the protection of the privileges already gained, drastic regulation will doubtlessly soon prevent the enjoyment of smoking in the familiar places indicated.

Everyone in the trade, in fact, must encourage the movement to prevent these burnt holes in the industry. It is a real danger to the business, and it must be stopped before the burnt holes assume the importance of a migration beyond control.

Good Will

In the recent reduction by a cigar company of its listed good will item from \$15,000,000 to \$1 the policy of the company is now similar to that of many other progressive houses which have decided to make a merely nominal statement of its trade marks and established brand value.

This is sound business sense. Fluctuations in good will assets are such that any other valuation is unsafe, unbusiness-like.

There is no doubt that good will has value. There is absolutely no doubt that good will exists in every concern, even though many have brands of little known reputation.

For all customers all sales are other items of good will which require the identical treatment. Trade names have on the books. In fact, if anything, the customer and the sale are more valuable than the brand—as a rule.

Without customers, without sales, brands are useless. To establish good will by hard work, courtesy and advertising, and then have the whole structure upset by the loss of customers in careless handling, is far, very far, from the element of good will which the term indicates.

And, after advertising a group of trade names where they really have an intrinsic value of fifteen millions or fifteen thousands, the good will is fully worth all it is listed for.

But, in a strictly business sense, the pendulum of legal values is evidence of the judgment of modern business men. They realize the tendency of all brands and goods to be the pendulum of trade that they are and they also realize that the only thing which keeps the pendulum of business in full swing is the pendulum of business in full swing at the will—otherwise, advertising.

of this sort is safest, surest, most Good will of friendship is all very ay, but friendships are personal, as personalities change.

product a manufacturer of any sort of products from this possible change, the insurance of advertising has been maintain values.

or not the good will item ever attains the mark is aside of the case. But to rely on the good will of established for quality and reliability—there is

for dollar, no good will survives year out like the good will of ad- may cost millions to make it, ut it becomes greater and greater as

ntly, it may be sound economics to list as a nominal credit. But there is more than a mere nominal value to a good will built upon the rock of an

success. statement is amply proven for itself in the tobacco industry which *believes* in advertising. Unless it does believe in it, it is practiced continuously, persistently, it becomes the worthy good will of

Closing the Sale

men's salesmen have every attribute of a professional attitude—except one. That they lack is the most important

ndp, the personality of trade, is not the requisite the average salesman lacks. or natural ability, enterprise, persis- indtry.

as rule all *average* salesmen seem to have requirements in more or less pro- development.

efore approach their prospect with on of success until—they *close!*

osing argument, then, of what le- aste, entitle the summing up, the av- alman is weak. He is so weak, in hat the customary sale is lost or ham- by his omission of the closing neces- sa.

get the customer on the freckled line, that is the difficulty!

h a meritorious product or proposition, ect interest to the prospect, the way to k se is paved by introduction, explan- tion and summation.

the difficulty in putting the prospect as an actual customer seems to hinge the mysterious closing argument—

as rule, it is when the close is apparent the prospect commences to worry at the sh to bolt! It is right there that the salesman proves his sales ability! And, he goes so at *once*, he has lost the order! do the sale, therefore, is what nine- o salesmen focus upon. And the e they sometimes focus upon that de- fure too soon.

ir n of action is pretty good, no doubt, up to the close. But they either hurry ay a decisive action until the prospec- is lost.

the good salesmen have a plan of stopping the sale argument abruptly in the midst of closing clause of their talk. They do they, to make the buyer talk himself. wa him to make inquiries, to show in-

alyze, in fact, that unless a buyer ev- s a peculiar buying interest, at some of their sales talk, that the sale is lost

simply stop the conversation short the permit the customer to sell him-

is an artful dodge practiced by some of experienced men on the road. Other

salesmen, as fully informed, believe the sales argument should be continued to the very last word, and that the prospect should then be sold with a special offer, an unexpected clincher.

Anyway, almost every man who sells in- doors or out, is aware of the closing problem. And it is a real problem indeed. Many, many customers are lost, temporarily or permanently through the careless or worthless closing clause.

To overcome the buyer's lassitude, to make of him an identity on the sales sheet, is the immediate ambition of every active sales- man. And to obtain this desired condition is what proves the capable man, whether he is selling tobacco products or something else in real values.

In selling soap, for instance, one salesman invariably obtained the instant attention of his prospect at the close, by taking a chipped flake of his product in his mouth and chewing it—to show the customer the purity of ma- terial.

Another man, selling coffee, invariably brought a small coffee pot and miniature heat- ing apparatus with him. This he always man- aged to set up on a prospect's counter some- where, and to brew a convincing cup of coffee for the buyer's taste and curiosity.

Still another fellow, selling pipes, had a very substantial argument which frequently proved an order taker. It was nothing more nor less than throwing his samples down on the floor to prove that they were manufactured with unbreakable bits.

In the cigarette game one old time salesman was in the habit of closing his sale by ignit- ing a long strip of his cigarette paper, burning it to a small white ash, and drumming home the point that the *paper* was the very best of any used for cigarette manufacture.

One man, in the cigar business, had another way of showing his customer what the re- markable feature of his line was. He claimed his brand was full Havana filler, yet mild. And, to make a quick close upon this idea he would split a cigar, abstract the filler rewrap it with a piece of tissue torn from his order book and inhale most of it as a cigarette is inhaled.

Such stunts as these may not be of the most dignified business practice. They may be en- tirely too "circusy," too sensational. Yet they usually center a buyer's attention upon the vi- tal argument of the sale; and, all other things being equal, including the *advertising* of the product, the immediate introduction and sale are doubtlessly aided.

Shedding The Skin

Nailed to the wall of a nearby zoo there are several snake skins. These skins are from the bodies of as many specimens of rattle-snakes. They range from the rather common timber rattlers of New York state to the Arizona rat- tlers of the southwest.

There is nothing remarkable about this dis- play. It is simply an exhibit of rather hand- somely patterned skins, suitable for many manu- facturing purposes, particularly purses.

But it is remarkable the manner in which these poisonous reptiles shed the skins. For, twice a year, regularly as the seasons change from wet to dry, hot to cold, the rattlers obtain their new clothing and cast the old aside.

With as much ease, too, they sleep and eat. To indicate the especial ease with which they eat an attendant placed a mouse in one of the double glass cases, and, in a flash, the forked tongue of a timber rattler impregnated its poison in the rodent, and with a single snap and gulp of its miniature mouth, it had swallowed the thing.

But it is the skin shedding which is of interest to the moment. It is the apparently painless and nonchalant method of the procedure which as- tonishes the observers. And, after the beautiful covering is cast off, the snake evidently has no further interest in it, not even curiosity.

Some such method, perhaps, should be avail- able to business. When a business man wishes to change his methods, his plans, he shouldn't be compelled to go through fire and water to make those changes.

For every departure from an established rule creates conditions which bring about confusion, losses, temper-testing.

And the shedding of the skin is just as neces- sary to business as it is to a snake. Now, im- mediately after the recent inventories, the skin of many concerns has been shed—or broken.

Twice a year for a snake is none too often for a mercantile concern, either. If an inventory is necessary in January it is also necessary in July. Some progressive houses have monthly or perpetual inventories.

Shedding the skin, then, is easy. If a tobacco concern, for instance, keeps constant track of its affairs through the most modern systems of ac- countancy, it really is not necessary for that house to go through with the painful skin shed- ding which affects so many manufacturers and dealers.

Adoption of new ways is easy when the skin shedding is gradual, natural. With the dawn of each day, in fact, the useless skin of the previous twenty-four hours is brazed off in the wear and tear of real action, and not in the vi- olently unnatural manner which affects the aver- age firm.

Skin shedding should be the admitted pro- gress of every house in the trade. Obsolete methods should never be permitted to cover the backs of business men, any more than useless skins should encumber reptiles.

When the great jolts of ordinary business adjustments arrive, then, the daily task of skin shedding will be absorbed like so much rubber takes up the shock of the road. Inflated rubber best resists such shocks, but inflated business is affected with the opposite result.

So, as we go along each day, let us emulate the despised snake. He knows his business—and we should know ours.

Friendly Enemies

Good fellowship in the tobacco industry is general. Everyone seems to know everyone. Everybody boosts everybody—that is, unless he is a close competitor.

Even there, sometimes, the cleft line of sup- port is sometimes patched up, mended in a way, so that these friendly enemies get to- gether, at times, and talk things over like old chums.

This is exactly as it should be. Because, if the tobacco business is ever to become a solid unit for the welfare of the entire trade, it is essential that friends become fast, and that acquaintances develop into friendships.

Occasional get-together dinners and celebra- tions or conventions are helpful to this result. But, to accomplish the greatest good, isn't it possible to make these annual affairs more frequent, more representative of the trade?

Some entirely local associations have ac- complished a great deal in this way. And many valuable connections, aside from the sociability of the affairs, have been established through these contacts.

Looking, then, at the tobacco trade meetings as solely a means for the somewhat selfish in- terest of those assembled, it is evident that the gatherings are of value.

Perhaps, now with the approaching Spring and Summer, many new conventions and meetings will be called for a semi-official pur- pose. No matter what they contemplate, it is usually worth the while of each member of the trade to sacrifice the time and money to attend these sessions.

Let the friendly enemies in the trade become, instead, friendly friends, and let them all come together frequently for the benefit of them- selves and their industry.



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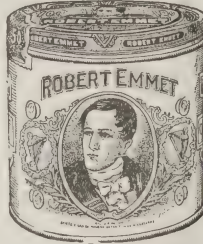
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Makers of Bold-La Tosella-Recall



Philadelphia Plants and Stores Are

Trade Average Better Than Last Year—C. B. Perkins
Acquire La Palina New England Cigar Sales—New
Four Salesmen—Four Horsemen Trot Off—To the

PHILADELPHIA, Feb. 8.—Retail distribution in the local territory has been keeping pace with the betterment which has prevailed in the cigar industry ever since the new year began. The hotel stands particularly, and those well known independent dealers, with well established patronage in high grade cigars and tobaccos, have been enjoying the most activity.

There are numerous travelers in the city, filling the leading hotels, and these, with the several conventions which are booked to be held in this city throughout the coming months, beginning with the early February days, have materially benefited those having stands in the well known hosteleries. Of course, the demand for cigars and other tobacco products has been accompanied with increased business in the accessories such as pipes, holders and numerous other articles for the smoker's use.

Factories Busy

Manufacturers continue to hold their plants to top capacity of operation, and with orders coming from all parts of the country have been well occupied in meeting this business from salesmen on the road, distributors and dealers. The activity, however, is chiefly confined to those nationally known firms among the independent manufacturers and the corporations with chain factories.

Leaf trade, while not as lively as the dealers in the raw products could wish, has been fairly well maintained. The smaller manufacturers are the present day consumers of leaf, but, as they have been doing in the past few years, their orders are confined to the moment's needs, and those needs are, of course, limited to the amount of business on hand. The smaller manufacturers, while having some demand for their smokes, are not running to the full extent of capacity operation, and have orders principally for local consumption.

Perkins Gets Palina

In line with its plans for expansion in the current year, the Congress Cigar Company, Third and Spruce streets, has appointed a New England distributor to look after its interest of La Palina in all New England states, with the exception of Vermont. The distribution in that section is now being placed in the hands of the C. B. Perkins Company, 36 Kilby street, Boston, one of the largest jobbers of cigars in the territory, and for years a leader in the wholesale cigar industry.

From the far coast state of Washington one of the distributors of La Palina journeyed to Philadelphia to talk over the business plans for 1926. He was Sol Spring, of the Spring Cigar Company, Seattle, Washington, distributor for the Congress smokes. The distribution of La Palina has been rapidly increasing under the Spring management, and so there will be needed more goods to meet the growth of business in that far northern state. Charles Bock, of the Bock Stauffer Cigar Company, Pittsburgh distributors of the La Palina, was another caller at headquarters here, and gave glowing accounts of the success of the brand during the past year, and its hopeful prospect for the present year.

While President Samuel Paley, of the Congress Company, was a sojourner in New York during the week general manager Willis A. Andruss, of the Company was packing his kit for a trip to the coast with a view to making a five week tour of the territory. He will be accompanied by Mrs. Andruss.

Garvett Returns

Manager Joseph S. Garvett who, for the past six months, has been accomplishing big things for the Mazer Cressman Cigar Company, returned to headquarters here at 1711 Vine street, much enthused over the Tobacco Show held in New York during the past week, and

with the display made by its results in the exploitation of Counselor, Manuels, Detroit and Miss Detroit.

He was accompanied here by his secretary Jacob Mazur, and this his stopping point en route to his headquarters of the company new invincibles in the market for twenty-five cents, are given in these early days of the year, and their successful launching in the market in the holidays. Mr. Mazur, keeping pace with her twin sister, Detroit Hand Made, in the markets, although the latter is in the Ford manufacturing yard.

In summing up the Janus of his return, manager Garvett said this first 1926 month topped 1925 considerably. A plan planned by the members of the organization, who make up the ship fraternity of the Mazer Company in the Permanent Club, during the month of January. Although no date has yet been advent will be before the closing of the year.

Forty-Four Chances

Several changes have been effected in the sales organization of the B. Wasserman Cigar Sales Corporation, 1212 Chestnut street, where manager Jani has been making business for the last year, and with the initial of sales for Harvesters, Ann George, and 44's. With these changes Albert Goldberg, Mazon, and John B. Bohn have been added to the Philadelphia and vicinity force, and they replace Geigel, I. Sager and F. A. Mar, who are with the Victory Cigar Company.

After a fortnight beneath the skies of Florida, vice president S. Gallagher, of Otto S. Brothers Company, 932 Market is back at his desk, having rounds of the resorts in the combined business and pleasure. Early sales for the new year of Eisenlohr products, including Henrietta, and Henrietta joined with Webster cigars, are typical of the same period of the year. Factories of the Consoat Corporation, in this district,

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and

Distributors

of

Havana

and

Domestic Cigars

boom for the products of the well known chain producer, the Le Delice and Wharton streets branch are being rushed to complement the short handed needs of the 44's and Dutch Masters, also being produced at the Willow streets branch factory. The Le Delice and Wharton streets branch are being rushed to complement the short handed needs of the 44's and Dutch Masters, also being produced at the Willow streets branch factory. The Le Delice and Wharton streets branch are being rushed to complement the short handed needs of the 44's and Dutch Masters, also being produced at the Willow streets branch factory.

Four Horsemen
The year's crusade has been started by the "four horsemen" of the G. H. P. Company, Third and Brown streets, where they are being served by the Daniel Loughran and the Washington distributors. The "four horsemen" are Benjamin Grabosky, Frank P. Will, sales manager, and that templar of the advertising, manager H. who, backed by the merit of profit, has broadcast fame for the product throughout the nation, the week in the southern field over the current year's campaign.

After a brief visit in Baltimore, the tall on the Monumental City of the Loughran Company, where Loughran is in charge, and from the quarters the needs of the in the section for El Producto are met, before making the Balston over they swung around by Richmond, Va., to have a conference with Virginia distributor, the Loughran Company, and they found prospects in advance orders for El Producto, far in excess of those of the year's initial sales. The Loughran Company, and they found prospects in advance orders for El Producto, far in excess of those of the year's initial sales.

For the Ladies
Batters' cigarettes have been

making great headway with the fair sex smoking population in the Quaker City. When Reuben Batt, of the firm, called on the central city dealers last week he was greeted with a well filled order list to replenish the diminished stocks on hand. The Batt Brothers product is a French package, Le Delice ladies' cigarettes, shipped from 24 East Twenty-third street, New York headquarters, are dainty and truly feminine in their appeal to the fair smokers, and they answer that requirement so characteristic of the sex in their search for the "chic" in all their appointments of taste, dress, or habit.

Not only are the standard stocks in the Le Delice, with its French inscription, big sellers with charming femininity, but there is filled another want of the ladies that is met in the desires for exclusiveness of smoking products by Batt Brothers. These are the specially monogrammed, made to order, or gold tipped cigarettes, which are manufactured from imported tobaccos, and are produced in any color to match the gowns or in assorted colors of modish hues to harmonize with individual tastes.

The cigarettes are rolled of tobaccos from Cavalla, Samsoun and Smyrna depots. Foreign offices are maintained by Batt Brothers at 23 St. Mary's Ave., London, E. C., England, while American branches are in Boston, Chicago, Kansas City and San Francisco. The Yahn & McDonnell Company is one of the Philadelphia retailers of the line.

Polish Crop Estimated At About 2,205,000 Pounds

WASHINGTON, D. C., Feb. 8.—The Polish tobacco crop of 1925 is estimated at about 2,205,000 pounds, which amount is approximately 30% less than that forecast. Nevertheless, the production of tobacco has increased considerably during the last few years since larger areas have been planted to tobacco as a result of the monopoly's system of giving premiums for its cultivation. The monopoly frequently furnishes seed free of charge and also grants credit to tobacco cultivators and agricultural societies which plant tobacco. Recently experimental stations have been installed by the monopoly at Bijadyki, near Kolomea and other experimental stations exist at Beniakiemie and Zemborzyce which receive subventions from the monopoly.—L.A.M.M.

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Smoking
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WAITT & BOND

Blackstone
CIGAR

Extremely
Mild

Havana Outlook Big in Crops and Sales

Factory Trade and Crop Prospects Encouraging—Suarez Leads Buying—Americans Get Cigarette Plant Options—Main General—Important Buyers Arrive.

HAVANA, Cuba, Feb. 5.—Again last week several thousand bales of tobacco sections changed hands. The prospects of the new crop seem to influence whatsoever upon the market, but, on the other hand, there is no doubt that the holders of last, and of the year before last, make things easier for the buyers, as far as price is concerned.

The firm of Manuel A. Suarez & Company is again the leading buyer. This week they received during the last week 2,000 bales of tobacco. Abelardo sold them around 700 bales of third Caps and old Gas, and his neighbor, Junco, about 76 bales of old Gas. Vigil & Corzo sold over 100 bales of 8as, and their neighbors, Gonzalez Hno., 160 bales, between 8as and 10ados.

In the warehouse of Travieso & Garcia they are registering large quantities of 8as, firsts, seconds, thirds and fourths. Hernandez y Ca. bought from Antero Gonzalez an additional 120 bales of 8as, and sold to Mark A. Abajo 117 bales of the same grade. Mr. Abajo is still in the market for Remedios, and has added further to his large stock. Const. Gonzalez sold over 200 bales of this grade. Beside this firm bought Remedios picara in several places.

Numerous Sales

Echarrria & Perez bought over 200 bales of old Remedios first and seconds from Se Puente. Him de Smith bought nearly 200 bales of 10ados of old first and second grades; sellers were Cano y Hno. and Const. Gonzalez. H. Duys & Company bought from one party (Manuel Abajo) over 500 bales of Remedios of 11 second caps., among which were 94 bales of Vuelta Abajo. Tamargo & Company bought and received from Menendez y Ca. a little over 100 bales of Remedios third caps for stripping purposes.

Several large sales took place in the market this week. Partagas bought, in the Vuelta Abajo section, several large quantities of fancy tobaccos, and the small quantities left in Remedios are also being bought by the holders there and sent to the new crop without any delay.

Cigarette Factories Option

There are rumors that a North American syndicate has an option during this month, to buy several large cigarette factories, among which were mentioned Partagas, or, rather, Caruncho, La Competidora Gaditana, and Hnos., and others. This syndicate, rather, this second trust, will be the books of these various factories in order to get an idea regarding the possibilities of same.

The prospects of the new crop continue to be good. It has rained in all sections, and every rain a cold spell starts, and the weather conditions for tobacco are improvable.

Crops and Prices

In several sections of Remedios cutting has started, and several farmers have already hundreds of thousand cuges. The Manicaragua section is said to have produced well developed tobaccos with a good proportion of even wrappers. Also in the main section of Remedios and Sancti Spiritus farmers are very well satisfied. There is no doubt that prices for new tobaccos will have to be lower, as our packers hardly made any money last year, and there are several houses which have lost many thousands of dollars.

This week Albert Kaffenburgh returned from the north, and Mr. Ellinger and Mr. Davis arrived in order to look over the market and probably return with some purchases. Another arrival of an old and well known tobacco man, Don Saturnino Miguel, better known as "Casin," and father of our young friend, M. Miguel, from Lobeto y Miguel, arrived from Spain in order to stay with the firm in which he is silent partner a couple of months before going back to Spain.—GALLO.

Belgian Tobacco Market Becomes Listless

WASHINGTON, D. C., Feb. 8.—The year 1925 closed on a quite market in Belgium for leaf tobacco, according to a report received in the Department of Commerce from American Consul Messersmith. Consumers not wishing to accumulate stocks at the close of the year were conservative in their purchases throughout the last months. Operations as a whole were small in volume, and individual transactions rarely exceeded lots of two and three hogsheds. Prices on tobacco of good quality was maintained at previous levels but quotations on ordinary goods were weak.

American tobacco moved slowly. Bright Virginia and Kentucky tobaccos were only in light demand, and other types were practically neglected. The demand for export was quiet, which contributed materially to the dullness of the local market. Prices on good grades of Kentucky leaf have held firm while those on lugs and trash nondescript were at low levels.

Reports from Bahia indicate that the new tobacco crop in that region is not extensive, while prices have held steady. By contrast, the crops in the Rio Grande districts are abundant and the tendency of the market is easier. Prices on Rio Grande tobacco are still high and will have to drop considerably before appreciable increases in the volume of shipments to Europe will be observed. In San Domingo tobacco the market is calm. A few operations were recorded in Mexican leaf at unchanged prices, and the market for Java tobacco was quiet. Sumatra leaf was in fair demand and sales were normal. Chinese tobacco was in demand during November, but offers were scarce.—LAMM.

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Les on Go—Few Road Salesmen—Larrieu to Sell C
Cigars—Sales Bill Defeated in Mississippi.

NEW ORLEANS, La., Feb. 6.—The marriage of Miss Beatrice Roseman, of San Antonio, Tex., to Ferdie Falk, of New Orleans, was one of the recent social events of the Alamo City. It took place January 27. The bride is the attractive and talented daughter of Mr. and Mrs. Ike Roseman, prominent in the social circles of San Antonio, and the groom is the well known and popular associate of his father, in the firm of Arnold Falk & Son, cigar manufacturers and leaf tobacco dealers of this city.

Dr. Leipziger, of the Touro synagogue, New Orleans, who journeyed especially to San Antonio for the purpose, officiated. The ceremony was a brilliant affair. It took place at St. Anthony's Hotel, where elaborate preparations had been made for the nuptials, and was attended by Mr. and Mrs. Arnold Falk, and a large party of friends and relatives from New Orleans. The bridal couple have left for New York and points east, where they will spend some time before returning to New Orleans. They will then be at home to friends at the Bienville Hotel, where they have engaged apartments for the winter.

Leo Trelles on Road

Leo Trelles, son of Manuel Trelles, of M. Trelles & Company, is accompanying his uncle, Macrino Trelles, in going over the territory of that company in west and north Louisiana. Leo has been engaged in clerical work in the factory since his return from college, where he took up a commercial course, which he is still pursuing at Tulane University here. His present ally into the country is to familiarize himself with the selling end of the business under the tutelage of Macrino Trelles, who is sales manager of the firm. They report a good measure of business.

The three Schulte stores are featuring the Edwin Booth cigar, one of the numerous Park & Tilford brands, the first time placed on sale here. The cigars, of various sizes and at various prices, are being handsomely displayed in the windows of the Schulte stores.

Few Travelers

There are very few travelling men in the cigar industry now in town, or who have reached here recently. They seem to be hiding their lights under a bushel. The races are still on, and Mardi Gras, the great ode to attract visitors to New Orleans at this time, is only two weeks off. All the retail cigar stores, both independent and chain, report good trade, and the hotels are doing capacity business looking after accommodations for tourists. Yet the drummers don't show up.

Elaborate exhibits are being made here in the show windows of Katz & Besthoff, Canal street druggists, of the Benson & Hedges products in cigarettes and cigars, La Yerba Havana and Florentia y Alfredo, occupy a conspicuous place in the display, which includes the Benson & Hedges cigarettes, in all sizes and at all prices, put up in attractive containers.

Lionel Larrieu, of University Place, has been named local distributor for the products of Francisco Capitanio & Company, of Tampa, Fla. They are being sold under the name of Lionel's Special. It is a five cent seller, made from seed Havana, and is fast working its way in popular favor. The Francisco Capitanio & Company people make but one size cigar at the uniform price of five cents per smoke to the consumer. Lionel's sales of this product are now averaging about 20,000 per month.

Sales Tax Defeat

The Mississippi sales tax bill on cigars, cigarettes and the manufactured

products of tobacco, has been thrown down by the Mississippi legislature in the closing days of the session. This is the second defeat that the bill has suffered in Mississippi. A similar bill was knocked out by the Mississippi legislature at a previous session of the body.

The Louisiana cigar and cigarette people therefore feel greatly encouraged at the result achieved by the Mississippi opponents of the sales tax, and are now quite confident the effort to be made by Superintendent Harris, of the public school system, to have the Louisiana legislature meet with a similar result. The work of organized opposition to the measure, by the interests affected, is not being relaxed, however, though the subordinate members of the legislative committee named by Chairman Thompson, not yet been announced.—CIGAR

Italian Leaf Favored By Swiss Order

WASHINGTON, D. C., Feb. 8.—On Jan. 11, 1924, the Swiss Federal Council issued an executive order permitting a special rate of duty for Italian tobacco grown in the regions of Toscana, and Naples, which appears to be what discriminatory and which gives to the Italian producers advantages in the Swiss market for tucky tobacco, according to a statement received in the Department of Commerce from Consul Calvin M. Hittell. The tobacco is grown from seedlings from Kentucky and is known as "Kentucky Tobacco."

Up to the present time Italian Kentucky tobacco has been marketed in Switzerland, but considerable quantities are exported to Holland, Belgium, and Spain. It is said that tobacco is inferior in quality to Kentucky tobacco, but in view of the lower customs duties, freight and cost of production, there is a possibility that it may in the future become a strong competitor of American grades in this and other markets. Italian tobacco grower has a very considerable advantage in production on account of the low cost of Italian labor. In addition to this the Swiss customs duty is lower on Italian than on Kentucky tobacco if used for the manufacture of chewing and snuffing tobacco and snuff.

Under the Swiss Federal act of July 1, 1921, as amended by the law of October 10, 1923, American grown Kentucky tobacco for the manufacture of cigarettes is assessed at Swiss Frs. 170 per 100 grams (\$15 per 100 pounds) of the same tobacco, if used for the manufacture of chewing and snuffing tobacco and snuff is assessed for duty at Swiss Frs. 260 per 100 kilograms (\$2 per 100 pounds), while Italian grown Kentucky tobacco for any use, except cigarettes, is assessed for duty at Swiss Frs. 170 per 100 kilograms (\$15 per 100 pounds). This gives Italian Kentucky tobacco a considerable advantage in the duty in customs duty of Swiss Frs. 80 per 100 kilograms (\$7 per 100 pounds) for the manufacture of chewing and snuffing tobacco and snuff.—CIGAR

PRINCE
ALB.

—no other tobacco is like

Connecticut Elated With Large Sales

Buyers Seek Vanishing Crops—The '23 Grades Going—
Te '24 Next, While Waiting for '25—Prices Up 15 to 20
Ft Cent—Shade Increase Small—Numerous Visitors.

Feb. 6.—The opening week of the month proved as good as any in the history of the industry. Sales records are being broken at a point almost beyond extension, and many inquiries have been received from several sources for goods that are no longer to be had.

While there are still left a few odds and ends of the 1923 crop, there is no possibility in excess of what will be needed in the near future. On many farms, buyers will have to resort to the 1924 crop to supply their needs, and the 1923 is about all taken and the rest will not be ready to work for some time to come.

Larger Shipments

Shipments have been going out in larger quantities than usual. Many full car shipments are being made, not only from this point, but from the country warehouses as well. This all points to the fact that the cigar business is on an upward trend, in a general way. The season manufacturers who had heretofore sold only a small proportion of their Connecticut tobacco in their output of the year, have doubled their previous purchases.

It is intimate that they will want still more supplies if the increase in production of the brands continues. They have no reason to sustain the thought, for the prices are better, though costs are a little more than when they used other grades. The lowering of the cigar tax in the near future will more than make up for the extra cost and allow the smok-

able five cent cigar to be made at a profit.

New Crop Buying

Buying of the new crop continues unabated, and several new buyers are in the field. Prices ruling are 15 to 20 per cent higher than four weeks ago. Unsold crops are further and fewer between so that belated buyers have to spend more time in locating unsold crops, and they usually get some good crops at high prices and some poor ones at what they are worth.

Up to the present time there is no news of any great increase in the shade grown for 1926. So far the writer has learned of only 235 acres more than last year, but chances are that this will be considerably enlarged by the time the seed beds are sown. Established shade producers are not inclined to increase to any extent, having in mind some of the things experience teaches; while on the other hand, the itinerant grower has also had his lesson and should profit thereby—but will he?

Good Roll Call

Among the visitors and buyers in town the week were: Jack Marqusee, L. Leopold, A. I. Mendelsohn, Jos. Arens, Jerome Kohlberg, H. Klorfein, A. Siegel & Son, H. Cohen, S. Lefkowitz, Sam Summers, Sam Roberts, A. Leblang, C. R. Goldsmith, all of New York; A. Loeb, of K. Straus and Company, and C. M. Hipple, Philadelphia; Leo Taussig, George Schnaith, N. Elson, of Chicago; A. Kuttner, Tampa; L. Trelles, New

Orleans; F. D. Graves' Son, New Haven and several others.

Many more are expected next week, with some large deals "in the making," with good prospects of being closed, and which should take some good sized blocks of old leaf off the market.

Association Notes

While no reports of sales are given out, yet we learn on the street from "Dame Rumor" that some very large deals have been closed whereby entire grades and pools are sold. But there are no confirmation of prices, as the buyers of same will be the fellows to make the prices, should they ever be offered for resale later on.—NUTMEG.

Swiss Dealers Would Cut Out Price-Cutters

WASHINGTON, D. C., Feb. 8.—The reputable tobacco dealers of the United States are not alone in their efforts to stop the demoralizing effects of price-cutting.

Cigarettes and Smoking Tobaccos in Switzerland

There is an Association of Tobacco men in Switzerland who are banded together in an agreement to job and retail tobacco products at the same prices. But there are tobacco retailers, at least one in every town of importance and several in the larger centers, who are not members of this organization and who sell tobacco products at from 20 to 30 centimes lower than the regular organization members. A book published by the Association lists these non-union members, and from time to time calls upon all members to refuse to sell tobacco to such outsiders. But somehow the outsiders do obtain the products. Only recently a wholesale member of this organization was convicted of selling to a "scab." He was fined 5,000 Swiss francs and had to put up a guarantee of 10,000 Swiss francs more against a sec-

ond similar offense. The incident will probably prove effective among the members.

Imported manufactured tobacco products are selling at twice their pre-war gold value. This of course is reflected in retail sales. The most popular of the American cigarettes sold in Switzerland seems to base its popularity largely on its lower price. American cigarettes will not go well in Switzerland at a high price.

The British-American has its own manufacturing plants in several European free trade tobacco countries, and thus avoids the payment of import duties on manufactured products. This company has its own factory at Geneva. It turns out packages of cigarettes that sell for 50 to 60 centimes per packet of 20, the highest price being the Westminster which retails at 1.20 Swiss francs for 20 cigarettes. (A Swiss franc in 1925 was worth \$0.193, and a centime, \$0.00193, or about 1/5 of a cent).

The Burley taste in our cigarettes has not been fully developed among the Swiss. Maryland tobacco is preferred for the average cigarette and Turkish tobacco for the better grades. One of the best selling cigarettes in Switzerland is composed largely of mild Maryland tobaccos manufactured by Barrus at Boncourt, Switzerland. (He is the largest buyer in Switzerland of Maryland tobacco). It sells at 50 centimes per packet of 20. Other manufacturers have tried to imitate these Maryland cigarettes, but have not had much success. One firm, however, is now concentrating on the Maryland type and in the recent past has made satisfactory progress with it. Most of the cigarettes sell at around 50 to 60 centimes per package of 20.

Switzerland would no doubt be a better market for American cigarettes if it were investigated and developed personally by an American cigarette export manager. Even though the European

(Continued on page 32)

The best cigars contain

Connecticut
Valley
Tobacco

The CONNECTICUT VALLEY
TOBACCO ASSOCIATION, INC.

Headquarters · 225 State St · Hartford, Conn.

HATHEWAY AND STEANE
GROWERS OF CONN. SHADE
And Packers of Leaf Tobacco
235 State Street Hartford, Conn.

Steane, Hartman & Co., Inc.
 GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
 96 COMMERCE STREET HARTFORD, CONN.
"After all, nothing satisfies like a good cigar."

HIPPLE BROS. & CO., Inc.
 HATFIELD, MASS.
GROWER AND PACKER OF
BROAD LEAF and HAVANA SEED Tobacco

E. L. KOHLBERG & SON
CONNECTICUT TOBACCOS
 144 WATER ST., NEW YORK
 Telephone John 3821

MANNING & KAHN, Inc.
Growers and Packers of
CONNECTICUT SHADE AND BROADLEAF
 MANCHESTER, CONN.

M. J. GANS PACKER AND DEALER IN
 Connecticut, Havana and Broad Leaf Tobacco
 219 State St., Hartford, Connecticut

HUNTTING BROS.
 Growers and Packers of Connecticut Shade, Primed,
 Broadleaf and Havana Seed
 East Hartford, Conn.

L. B. HAAS & CO., Inc. Established 1855
 Growers, Packers and Dealers
CONNECTICUT LEAF TOBACCO
 146-152 State Street HARTFORD, CONN.

R. J. WHALEN
 HATFIELD, MASS.
GROWER AND PACKER OF
BROAD LEAF and HAVANA SEED Tobacco

SILBERMAN & KAHN, Inc.
Growers of Shade-Primed Connecticut.
Packers of Connecticut Broadleaf and Havana Seed.
 109 COMMERCE STREET, HARTFORD, CONN.

S. A. Fassler

W. L. Katzenstein

S. A. FASSLER & CO.
 GROWERS OF SHADE AND PACKERS OF
CONNECTICUT TOBACCO
 148 STATE ST., HARTFORD, CONN.

San Francisco News

SAN FRANCISCO, Cal., Feb. 2.—Continuance of abundant rainfall giving promise of another prosperous year, puts the great bulk of the dealers in a rather optimistic frame of mind, notwithstanding stormy weather somewhat curtailing immediate trade. There are indeed some exceptions. There are some clouds ahead not sent by the weather man. Biggest among these is the price-cutter. The price-cutting inroads both in San Francisco and on the east side of the bay have during the past year increased rather than diminished. The quantity of the goods these people handle precludes the idea that their purchases are from other than the factories themselves or from very large jobbers. One jobber on the east side tells how some of his small customers living out of the center of the city tell him that they can buy of a certain chain store cheaper than he can sell the goods, and they prove the case by buying.

Yet the increasing volume of business promises enough for all for the coming year. The Charles Blethorn jobbing house of Oakland, one of the oldest on that side of the bay, states that the retailers seem to be doing very well, though some of them are complaining, just as they always do. There is so much cut-rate jobbing in the downtown districts that they have ceased crowding on that trade, and have given their efforts to the suburban dealers, asserting that they believe smaller sales with more profit, are more sure and desirable. Yet there is another jobber in the city who has declared he will give ten and two off if necessary to get the trade.

Vicente Nieto, the distributor of his own Tampa brand in San Francisco, reports that the trade for January has been very good. They sold out all special numbers for Christmas, and find the trade in January not much different from other months. They sell no "long shots" but sure shots, as they are very careful to see that the Vicente Nieto is handled only by the most reliable dealers who have the right kind of trade to appreciate a good Havana cigar.

Bob Blaine Pleased

Bob Blaine is out among 'em hitting harder than ever. He is quite enthusiastic over the word he has received that his Garcia y Vega will be neither raised in price nor reduced in size; but that the factory will absorb the wage increases. Having finished the biggest year yet, he is hot on the trail to make 1926 a bigger one.

D. Acuna, factory representative for the La Insular and the Yerbana is all smiles over the handsome increase in distribution they have had during the past year. He has just sent in an order for two million, and states that they will go out as soon as they arrive. Heavy orders from their jobbers come with every mail. In view of this showing, they expect a liberal allowance from the factory for the coming year to back up their dealers both with popular and trade paper advertising.

Michilitschke Bros. & Company are taking on the Y. B. and the Soan-Cuba. This is in pursuance of an arrangement with H. & S. C. Berovich of Oakland, by whom these brands are distributed. In return H. & S. C. Berovich will take on the distribution of Henry the Fourth in the East-Bay territory. The arrangement looks good for all the brands.

Sam Goss of E. Goss & Company, has been on a buying trip, in the east, and reports being disappointed in finding the cheaper they want higher this year than last.

E. Goodman has a new electric sign

over his attractive place of Market telling the world that Goodman and that his fine goods is right there. The sign announces that he thinks the Old the Navidades are the finest smokes.

Fred Martin, manager of the Tobacco Company, made a trip to the city. His concern is in a new building altogether up to allowing them plenty of room.

Ted Warshawer Buys Cigs

Ted Warshawer, who has time conducted a cigar stand lunch counter in the rear at 105 street, in Oakland, has bought a corner near by at Fifteenth and Franklin, and fitted the stand up in plaid fashion. An orangeade and a counter has been added. Bow counter facing the street is a plaid display arrangement for periodicals well lighted from above. Large transparent signs above are blue electric bulbs for night use. All exterior of the stand not otherwise is beautifully tiled. It is a fine job what can be done with a narrow with plenty of street front.

News of the death of Ed Skinner the jobbing house of Skinner & Co. of Los Angeles, has been received of feelings of great regret by the San Francisco who knew him.

Dan Whalen of Berkeley reports business is very good, thank you. The cigarette business is not in proportion of the sales to satisfy preference. In his neighborhood, cigarette has gained greatly on cigar trade. Among cigars Dan is partial to the General lines. He worked for the General for 10 years, they seem more like his own, also states that he has an aversion for liking them, in that they never found on the counter of a retailer.

Winston Sales Pass 38 Million Mark

WINSTON-SALEM, N. C., Feb. 2.—Market has sold to date 38,448,040 pounds of tobacco for \$6,616,180.63, an average of \$17.21.

The week's sales totaled 1,015,000 pounds, 96 per cent of which was low, nonde-crypt types. Those heavy good tobacco went away highly rated with their prices, many of them ranging from \$31 to \$45 a hundred. Piles of fancy tobacco brought from \$85 to \$87. One small pile sold for \$100 and another for \$100.

It is expected that by next Friday night the market will have added nearly 40 millions pounds, and air the sales will in all probability go up small each day, as only a few millions pounds is left in this territory to sell.

No date has as yet been set for the closing of the Old Belt market. They will probably close March 1st, McFarland.

Springfield Average, \$15.50

SPRINGFIELD, Tenn., Feb. 6.—Sales of the Springfield loose leaf tobacco market are reported as follows:

Sales for week..... 740,395 15.
 Sales for season..... 3,884,170 17.
 Sales last season..... 4,740,195 19.

QUOTATIONS

Trash	.....	\$10.00
Common lugs	.....	10.00
Medium lugs	.....	10.00
Good lugs	.....	10.00
Fine lugs	.....	10.00
Low leaf	.....	10.00
Common leaf	.....	10.00
Medium leaf	.....	10.00
Good leaf	.....	10.00
Fine leaf	.....	10.00

—J. W. HAYES TOBACCO Co., Springfield, Tenn.

The Home of Connecticut Broadleaf
J. E. SHEPARD
 Grower and Packer of
Connecticut Broadleaf Tobacco
 South Windsor, Conn.

**J. D. ROGERS, Vice Pres. &
General Manager.**

PERSONAL SUPERVISION
Rocky Mount, N. C.

ESTABLISHED 1870

RICHMOND OFFICE
100—Shockoe Slip**PEMBERTON & PENN, Inc.****Packers, Dealers and Exporters of Leaf Tobacco**

DANVILLE, VIRGINIA, U. S. A.

Buyers on All Important Markets in Virginia and CarolinaCABLE ADDRESS: "Penn," Danville, Virginia
CABLE ADDRESS: "Penn," Richmond, Virginia

CODES USED: Western Union, Arnold's 5 and 15. Benth's

GLASS-STAPLES TOBACCO CO.

SMITHFIELD, N. C.

Leaf Tobacco Dealers

Tobacco Redried and Stored on Contract. Bonded Warehouse Under Government Regulations. Correspondence Solicited.

**PERSON-GARRETT COMPANY, Inc.
LEAF TOBACCO DEALERS**Rehandlers of and Dealers in all Types of Carolina and Virginia Tobaccos. Modern Redrying Plant Equipped with Latest Improved Machinery and Ample Storage Facilities.
SAMPLES SUBMITTED UPON REQUEST
Domestic and Export Types

R. M. GARRETT, Pres. GREENVILLE, N. C., U. S. A. R. P. WATSON, Vice Pres.

SMOKE

DILL'S BEST*"It's A Mighty Fine
Pipe Tobacco"*

If your jobber is unable to supply you, write us direct and state size desired. Give us the name and address of your jobber.

10c 15c 25c 75c \$1.50 (Sizes)

J. G. DILL CO.

Richmond, Va.

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760

Rail Road Mills Snuff, Est. 1825

Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccobys—Rappees—High Toasts—Strong, Salt, Sweet and Plain
ScotchsMANUFACTURED BY
GEORGE W. HELME COMPANY

111 FIFTH AVENUE, NEW YORK

more than those of other staple crops.

The Federal Trade Commission's report dealt largely with the redrying activities of the association, it being alleged that much money had been lost by the refusal to sell more than two per cent of the 1924 crop in a green state, and that R. R. Patterson, general manager, and T. C. Watkins, Jr., who was a director until May 1, 1925, and warehouse manager until this week, and 27 other officials had profited greatly by these operations. Citing this report as authority, Colonel Person charged that the association had spent \$7,000,000 in these operations, and that of this a total of \$827,000 had been profits for the officials involved.

Judge Calvert ruled that this practice might have presented a "grave question in ethics" had it not been discontinued, but was unwilling to take Colonel Person's view that a receiver-ship could be used to "bury the dead" as well as preserve property.

Colonel Person also alluded over and over to the fact that deliveries had shrunk from 180,000,000 pounds in 1923 to 57,000,000 pounds in 1925. He relied further upon the showing in the exhibits that warehouses purchased had cost \$3,000,000; that the annual rentals on warehouses leased were \$284,000; that attorneys' fees had totaled \$252,000; that salaries paid 16 high officials had been \$576,000; and that ten directors had drawn \$202,000.

The association countered with charges that Colonel Person, who delivered tobacco in 1922, 1923 and 1924, but who rented his lands for cash rentals in 1925, had breached his contract, and that Colonel Person made several personal references to the fact that the attorneys' fees included \$98,000 paid to Mr. Sapiro and \$53,000 paid to Mr. Joyner and his firm.

Mr. Sapiro stated to the court that it was the second time that he had ever appeared personally in a North Carolina court, but the exhibit as to attorneys' fees showed that he had been paid for 16 appearances in the Supreme Court and numerous appearances in trial courts through his assistants, and Judge Calvert held that such continuous practice was "straining the comity which permits a special appearance in a special case."

The exhibit filed by the association, in accordance with the preliminary ruling of Judge Barnhill showed that between February 9, 1922 and December 31, 1925, the association had, through its legal department, secured \$298,256.45 in judgments, compromises and collections from contract-breakers, of which \$45,756.29 has not yet been collected. It also showed that 115 warehouses had been purchased and 144 others leased. The exhibits list the warehouses bought and leased in the "Old Belt" of North

Carolina and Virginia, and the former aggregate \$95,121, the latter \$114,932.04 annually force, some leases having been cancelled. The exhibits also show of \$50,838.08 spent for newspaper advertisements and publicity.

The last exhibits show how many times or another ten directors been on the payroll, five and five as employees, all received salaries aggregating \$20,000. Three directors are now receiving salaries, while the only other receiving salaries are George wood, of Goldsboro, president, Oliver J. Sands, executive, who was appointed as the director by the Governor of Virginia.

The affidavit of William C. Sapiro, associate general counsel, that the association has ten to 1,736 lawsuits, of which 1,578 and defendants. Of the suits brought by the association, 834 have been settled and are pending.

Sapiro is shown to have been \$98,000, of which \$48,625 prior to June 30, 1923. A number of special attorneys were fees, ranging from \$400 to \$1,000.

Last Thursday, the day before the hearing in Raleigh before Judge Calvert, the association announced the resignation of T. C. Watkins, South Boston, Va., as warehouse manager of the association. Watkins stated that Mr. Watkins was leaving with much regret because he recently became connected with the business which will take all his time. Mr. Watkins is a former officer of the association and the recent Federal Trade Commission report, and in Colonel Person's Mr. Watkins served as director of the association from its inception in February 9, 1922, until Mr. Watkins' resignation. Mr. Watkins, who is director of warehouses, has received \$18,000 a year since July 1, 1925, had received \$14,000 a year for 1924 and since July 1, 1925, had received \$10,000 a year. He and R. P. Watkins, manager, are alleged to have received \$100,000 in redrying association over and above their salaries.

**Indiana Smokes More
Twenty Million Cigarettes**

INDIANAPOLIS, Feb. 8.—The business bureau of the University of the State of Indiana, which is the state's school of commerce, has announced that the state smoked 20,700,000 of tobacco last year, divided into quantities of cigarettes, cigars and smoking tobaccos. This statement was furnished for the benefit of the Development Council, which is in the tobacco situation as to the consumption of manufactured products.

CHAMBERLAYNE LEAF TOBACCO CO.

RICHMOND, VIRGINIA

VIRGINIA
CAROLINA
SEED LEAFKENTUCKY
CLARKSVILLE
SPRINGFIELD
HOPKINSVILLE
WESTERN DIST.BURLINGTON
CHICAGO
MAINTENANCE

Virginia Sales Handicapped By Snow

Tobacco Marketing Made Some Strides Despite Adverse Weather—Co-op Holding Center of Stage—The Industry n Edge Awaiting Outcome of Affairs.

Norfolk, Va., Feb. 8.—While to-day's marketing made some strides in most sections of the dark region, the very heavy snow of Wednesday and Wednesday night in the southern sections prevented considerable selling for part of the week. With all the tobacco sections of Virginia stirred as perhaps never before by the tremendous sensations of the co-operative Association activities and toils. A local paper on Friday contains material which indicates some of the matter under consideration and which covers the general topics of conversation.

Officials of Tobacco Growers' Co-operative Association here are inclined to attach importance to the hearing scheduled in the Superior Court at Farmville, N. C., today, in which the Tobacco Growers' Association is cited to show why it should not be dissolved and its affairs placed in the hands of a receiver.

Finances Good

It is more fact that the association shows better financial condition than ever in its history is said by officers to be sufficient answer to the attempt to secure its dissolution.

The hearing in the Superior Court held brought before Judge Thomas an order secured by Wiley P. Pen, of Franklin County, on Jan. 12, in December County, which is returned in Raleigh today.

Mr. Person charged that there had been waste and extravagance in the management of the organization to the detriment of the farmers and cited as charges the alleged redrying profits of Tucker C. Watkins, Jr., director of warehouses, and R. K. Patterson, general manager.

Mr. Watkins tendered his resignation of director of warehouses yesterday, and a motion to be placed before the directors Feb. 16 at their next meeting.

It is learned today that Mr. Watkins has become interested in a different line of business last November and at that time stated his desire to resign his position with the association. The request of the directors, it is said, withheld his resignation at the time and when the Federal Trade Commission undertook its investigation of the association's affairs and management he felt that he could not well resign until the commission had made its findings.

The nature of the business engaged in by Mr. Watkins, who has been with the Tobacco Growers' Co-operative Association since its organization, was made public, but it was stated that he is interested in a company which was formed last fall and of which he at present is agreed to take the management.

Commenting on the court action pending in Raleigh today, officials of the association contended that a receiver would result in the sacrifice of the assets of the association and that the members due to the fact that the holdings of tobacco would have been disposed of rapidly and the assets liquidated at a sacrifice in value.

The case is the outgrowth of inter-district disputes extending over a period of years which have beset the association, these culminated recently in the report of the Federal Trade Commission that there was mismanagement of the association and in which criticism

was directed at its redrying policies. The association answered the charges of the Federal Trade body with a statement defending its redrying policies.

The Richmond News-Leader, Friday evening of last week, contained the following editorial which was read and commented upon throughout the dark tobacco region of Virginia:

Mr. Watkins Resigns

"The resignation of Tucker C. Watkins as director of warehouses for the Tobacco Growers' Co-operative Association happens to come at a time when this newspaper is conducting an investigation of the association's general policy of redrying tobacco, and particularly of its action in permitting employees in 1923 to embark in that business. It would not be fair to anticipate the conclusion of a detached inquiry by attempting to review today the full story of Mr. Watkins' connection with a venture that has done more than anything else to dishearten many members of the association and thereby to becloud the organization's future.

"On the measure of unwisdom displayed in the decision of the Tri-State to sell no green tobacco in 1924 the News Leader frankly is unwilling to pass judgment until it has taken further counsel with those qualified to advise on so technical an aspect of a complicated business. It is apparent, however to all who have given any thought to the affairs of the association that the retirement of Mr. Watkins removes from the Tri-State the man who has been the center of the sharpest controversy. In the opinion of this newspaper, it would have been far better for the cause of the co-operative marketing and for the well-being of this association if Mr. Watkins had resigned before he went into redrying in 1922 as a partner in the Edmondson Tobacco Company.

Trusteeship

"Whatever may be the result of the suit instituted against him and R. R. Patterson for the recovery of all, or a part, of the profits made by these two men from redrying, the Tri-State ought never again permit any paid official to be a director of the association or to engage in any business dealings with it. The conduct of a co-operative marketing association represents a trusteeship that must be kept above any possible suspicion of self interest."

Everything is upon a strain awaiting the outcome of the trials and tribulations.—PLUMMER F. JONES.

Richmond Sales Very Small

RICHMOND, Va., Feb. 6.—The week's sales were not large nor of any particular interest. Some very fine light red and ripe leaf sold at 27½ cents to 30 cents for export. Common grades seem to be easier, but very little tobacco of any description selling under 8 cents. Total sales for week were only 154,000 pounds, sold at \$15.73 average.—R. C. MORTON & Co.

Oxford Offerings

OXFORD, N. C., Feb. 6.—Our market sold the past week 416,946 pounds of tobacco at an average of \$13.85, which brings our total sales for the season to 8,648,604 pounds, at an average of \$20.93. Friday, February 26 has been set for the closing date of the Oxford market.—W. A. ADAMS Co.

Cable Address: WILTOBAC, Wilson, N. C.

WILSON TOBACCO COMPANY

Dealers in **LEAF TOBACCO**

Strips, Scraps and Stems Samples submitted on request


WILSON, N. C., U. S. A.


Reliance Tobacco Co.

Dealers and Exporters

LEAF TOBACCO

DANVILLE, VIRGINIA, U.S.A.





DUNNINGTON & COMPANY

(Successors to W. G. DUNNINGTON)

Leaf Tobacco Dealers, Packers and Exporters

Our facilities are ample to buy, handle and redry in the best manner, any Quantity of Tobacco in any way desired. Branches on principal market of Virginia.

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Specialize Eastern Carolina bright tobacco, all grades, lowest to highest. In position by reason of close touch with entire trade to furnish on short notice any type tobacco from Bright or Old Belts Carolina or Virginia and all districts Kentucky.

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The largest bright leaf tobacco market in the world.

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All types of bright flue cured, sun cured and dark fired Virginia Tobaccos.

We sell to the trade either in green warehouse order, or redried.

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The Largest Tobacco Seed Growers in the World SOUTH BOSTON, VA., U. S. A.

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Buyers and rehandlers of all grades of Bright Leaf Tobacco. Domestic and export types bought on order or contract. Modern re-drying plant equipped with improved machinery and ample storage facilities.
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We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.
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Samples sent on request.
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Packers & Exporters All Grades of
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REIDSVILLE, N. C.

Java and Madura Statistics Lack

Estate Production Figures Held Back Until Crops Have Fully Been Harvested—Bladtak Is Superior Java Leaf in Cigar Making—The Harvest in 1925.

WASHINGTON, D. C., Feb. 9.—It has been pointed out before that for fear of the price being adversely affected it is very difficult to obtain accurate estimates of tobacco production in Java and Madura until after the crop has been actually harvested says the Department of Commerce. After the harvest has been completed the estates release production statistics which, it must be remembered, include not only the tobacco grown on their own plantation but also the tobacco they buy from the native growers and which may be processed into Bladtak or Krossoks.

"Bladtak" is the superior Java leaf which is used for cigar whippers. "Krossok" is that tobacco of a quality inferior to "Bladtak." It is produced both by natives and by estates.

Estate Production

According to statistics recently released by the Central Statistical Bureau the number of tobacco estates in Java and Madura during 1924 was 52. In addition there were 50 buyers owning godowns but not owning plantations. Forty-five of the estates produced tobacco exclusively on 37,694 bahoes (66,115 acres). The total harvested area under tobacco was 39,246 bahoes. The estates produced 31,426,474 pounds of Bladtak and 19,269,538 pounds of Krossok. Estates and buyers without plantations bought 2,062,947 pounds of Bladtak and 21,754,254 pounds of Krossok from natives. Thus the total so-called "Estate production" of Bladtak was 33,490,420 pounds and of Krossok 41,023,792 pounds; a combined total of 74,514,212 pounds. This total does not include the small quantity of Bladtak which may have been produced by natives and not delivered to estates or buyers without plantations, though it is said that any such quantity would be so small as not to seriously increase the above data. Neither does the total include Krossoks or other grades of tobacco produced exclusively by natives and not delivered to estates or buyers without own plantations.

Native Production

Tobacco was harvested by natives in 1924 from 278,674 bahoes. This includes the areas devoted to growing Bladtak and Krossoks ultimately delivered to estates or other buyers and to the domestic cigar industry.

Native production is generally calculated at four piculs yield per bahoe but according to tobacco experts four and one half piculs would be a more accurate figure for last year's crop. On this basis the native crop of tobacco of all kinds in 1924 was approximately 166,786,000 pounds, nearly double the 1923 crop.

The annual review of the imports and exports of Java and Madura during the year 1924 gives the following information:

Exports of so-called Deli-leaf were 29,566 pounds with a customs valuation of 13,411 florins. The average value of the florin in 1924 was \$0.382. The entire amount cleared through the port of Semarang and was destined to the Netherlands.

Exports of leaf other than the so-called Deli-leaf totalled 37,432,554 pounds. The entire amount which was destined to Netherlands ports cleared through Semarang, Panaroekan and Tandjong Priok (Batavia's harbor).

The following table shows the quantities of Krossok exported, and destinations:

Krossoks:	
Destination	Pounds
Netherlands	56,437,741
Netherlands for orders	5,117,170
Germany	127,880
France	379,075
Algiers	332,147
Singapore	2,501,016
China	13,316
Total	74,189,984

In addition to the above, three classifications 213,899 pounds ("gekora") cut tobacco with an average valuation of 126,132 florins were exported chiefly to Singapore.

Thus the total amount of "Bladtak" (leaf) exported during 1924 from the crop was 37,462,768 pounds and the total amount of "Krossok" 74,889,000 lbs., a grand total of 111,651,968 lbs.

Exports in 1925

Shipments of Bladtak during the period January to October 1925 totalled 25,516,041 pounds practically the same quantity being destined to the Netherlands. Shipments by months follow:

January	18,777
February	270
March	777
April	254
May	232
June	120
July	64
August	78
September	18
October	18

Apparently there are at present practically no stocks on hand from the 1925 crop.

Shipments of Krossoks during the period January to October 1925 totalled 120,607,052 lbs. distributed as follows:

Netherlands	9,922
France	1,633
Spain	435
Singapore	25
Other Countries	25

Harvest and Standing Area

According to provisional statistics the Division of Agriculture has reported that tobacco was harvested from 112,144 bahoes during the ten months ended October 31, 1925. The standing area at that date was 101,144 bahoes. Due to unfavorable weather conditions it will not be harvested from the entire area. Roughly it would seem that the year's native crop will be about 30 to 35 per cent below last year's.

It is rumored that the estate crop will be 40% smaller than last year's. present no data are available to support or disprove these rumors, nor undoubtedly the entire crop will be much below last year's record.—L.A.M.M.

Low Grades Predominate at Lynchburg

LYNCHBURG, Va., Feb. 6.—John Oglesby of the Lynchburg Tobacco Warehouse Company, makes the following report of leaf tobacco sold in the Lynchburg "open" market:

Sold this week	36,875
Sold to Feb. 5, 1926	784,170
Sold to Feb. 6, 1925	647,810

Increase for 1926 Receipts the first part of the week were fairly large but heavy rain and snow Wednesday, kept the people home and the latter part of the week was light, though on the whole amount was sold as was expected.

Never in the history of the market was as large percentage of common tobacco seen; in fact nearly all was common, there being hail-beaten, frost-killed tobacco that had not reached maturity.

Naturally, with so much inferior tobacco such grades would be low in price as they are decidedly lower than the average before the Christmas holidays; yet, the quality is considered, they are bringing much below value.

All of the better grades are in good demand, however, and anything of good quality and color is eagerly sought after and bringing prices that are profitable to the producer. It is not so much that tobacco is lower in price as it is that it is lower in quality for the type of tobacco is very much "off" from what it was some weeks ago.

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OUR OWN DOMESTIC AND FOREIGN PACKING
PLANTS ENABLE US TO MEET ALL REQUIREMENTS.

Universal Leaf Tobacco Co.

21 EAST 40TH STREET NEW YORK CITY
CABLE ADDRESS: ULTOCO~NEW YORK

Exports to Germany How Decline

NEW YORK, D. C., Feb. 8.—In 1925 the United States exported 21,587,066 pounds of leaf tobacco to Germany, reflecting a decline of about 42 per cent from the exports for 1923, to the Tobacco Section of the Department of Commerce from Mr. Terry, special tobacco representative of the department at Brussels during this situation, Mr. Terry

of these stocks, of course, many dealers suffered losses.

Before the world war Germany was a great distribution point for tobacco from all parts of the world, importing an average of about 165,000,000 annually, about 70,000,000 pounds of which were transit shipments destined to various countries of Europe and even to South America. Although Germany has not entirely regained her position as a leaf market, continued efforts are in progress toward this end.

Heavy trade with Germany is in demand for cured tobaccos, with dark Kentucky and Tennessee and dark Virginia ranking second and third, respectively. The main drop in exports in 1922, however, was on the flue cure, exports of which decreased 75,56 pounds in 1923 to 5,201 in 1925, or about 64 per cent. This decrease is made up somewhat in 1925 of nearly 43 per cent on the 4,400 fired Kentucky and Ten-

nessee. The accumulation of large surplus stocks of American tobacco in 1923 and 1924 is just now being disposed of, mostly in part for the decline during 1925. In the absorption

Exports of Leaf Tobacco from the United States to Germany 1923, 1924 and 1925

Type	1923 Pounds	1924 Pounds	1925 Pounds
Red	16,752,366	16,742,847	5,987,626
Dark	262,797	443,071	33,135
Kentucky and Tennessee	3,785,795	3,585,422	3,621,420
Virginia	8,032,588	17,806,454	11,471,317
Ohio export	1,542,307	591,491	297,489
Other	483,327	672,430	52,605
Flue	90	75,531	.....
Flue	5,860,035	4,248,294	123,074
Flue	36,719,305	44,164,540	21,586,666
Flue	11,676,949	9,411,303	1,775,286

Willard to Expand Whitlock Branch

NEW YORK, Feb. 7.—Plans for the construction of a six-story addition to the Whitlock branch of the P. Lorillard & Co. are in the hands of the architect. It was learned today, however, that the addition on which it is being worked will begin as soon as the construction estimated have been approved, will cost about \$500,000, and will be located in the northwest corner of Twentieth and Cary streets, directly across from the company's present

building. It will be of the factory type, built of brick and concrete and steel. It is estimated that the first unit in the proposed buildings that are to be added to the Lorillard tobacco plant here.

The new building will be devoted entirely to the manufacture of little cigars and cheroots, it is said, considerably augmenting the production facilities of the Whitlock branch here and giving to Richmond what will be the largest factory of its kind in the country.

The announcement that plans for the proposed addition are now in local contractor's hands follows close upon rumors that have been current in the financial district here for the past week to the effect that the Lorillard Company is contemplating the expansion of its cigarette manufacturing field. Confirmation of this report could not be secured from local officials of the company, but in brokerage circles it has been stated for the past ten days or more than the Lorillard Company has recently purchased a large quantity of Virginia tobacco of the kind used in blended cigarette manufacture and this report, coupled with the new building plans and the recent rise in the company's securities

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Specialty:—VIRGINIA DARKS
Your Business Solicited Correspondence Invited

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LEAF TOBACCO BROKERS
Durham, N. C., U. S. A.
ALL GRADES OF LEAF TOBACCO AND STRIPS

Cable: Monk Codes: J Arnold's Nos. 5 & 15 (Western Union)
A. C. MONK & CO. Farmville, N. C.
A Large Supply of Leaf Tobacco Always on Hand.
We buy all grades Bright Tobacco, Virginias, Darks and Burleys, Steam and Natural Season. Samples Furnished.
Branch Factories: Wilson, N.C.; Wendell, N.C.; New Bern, N.C.

ANDREW JAMISON, President Established 1885; Incorporated 1910
W. A. ADAMS COMPANY
—BUYERS AND EXPORTERS OF—
ALL GRADES OF OLD BELT
LEAF, STRIPS, SCRAPS AND STEMS
OXFORD, NORTH CAROLINA, U. S. A.

E. K. VIETOR & CO., Inc.
Leaf tobacco, strips, scraps, stems, siftings
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E. V. WEBB & CO. Cable "IRVINE"
Kinston, N. C.
LEAF, STRIPS, SCRAPS AND STEMS
ORDER OR CONTRACT COMPLETE FACILITIES
CORRESPONDENCE SOLICITED SAMPLES ON APPLICATION
KINSTON, N. C., U. S. A.

KINSTON TOBACCO COMPANY
Incorporated
DEALERS IN LEAF TOBACCO—EXPORT AND DOMESTIC TYPES
Buyers and Rehandlers of all Grades of Bright Leaf Tobacco on Order or Contract
Complete Redrying Plant and Ample Storage
CORRESPONDENCE INVITED—SAMPLES ON APPLICATION
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KINSTON, N. C., U. S. A.

Cable Address: "CLARK" Code: "ARNOLDS NO. 5"
Largest Loose Leaf Tobacco Market in the World **W. T. CLARK & COMPANY** Dealers in All Grades of Bright Leaf, Strips, Stems and Scraps
Established 1887
Packed for Export and Domestic Trade
We operate in North Carolina, South Carolina, Virginia and Georgia
Head Office: WILSON, NORTH CAROLINA, U. S. A.
Packing guaranteed. Samples submitted on application.

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Western Union, A. B. C. 5th Edition
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CHINA AMERICAN TOBACCO CO., Inc.

Packers—Dealers—Exporters

ALL TYPES OF

LEAF TOBACCO

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New York, N. Y.
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DIBRELL BROTHERS Inc.

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All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

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E. B. FICKLEN TOBACCO CO.

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All Grades of North Carolina and Virginia Leaf Tobacco and Strips
BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT
Apply for Redrying by Steam or Natural Season
Samples Furnished Cable "FICKLEN" Correspondence Solicited

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Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

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Cable Address "GWYNCO"

C. W. WALTERS CO., INC.

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Packers and Dealers in

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LEAF TOBACCO

Specializing in

Virginia, Eastern Carolina and South Carolina Tobaccos

J. E. SEARS & COMPANY

APPOMATTOX, VIRGINIA, U. S. A.

VIRGINIA DARK TOBACCO

Bought on order or contract for domestic, or foreign account
Ample facilities for steam and air drying

We manufacture hoghead shooks. Stock on hand at all times

G. R. GARRETT COMPANY, Inc.

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LEAF TOBACCO

Codes A. B. C. 4th & 5th Editions
Bentley's

Clean, Uniform Strips a Specialty

ROCKY MOUNT, NORTH CAROLINA, U. S. A.

on the stock exchange, gives color to the rumor.

The proposed large addition to the Lorillard factory here makes the third large addition that has been undertaken in the local tobacco industry in recent weeks.

Other Building Expansions

The \$500,000 addition to the Allen & Ginter branch of the Liggett & Myers Tobacco Company, at Sixth and Cary streets, was begun with the new year and the contract calls for its completion within six months.

The American Tobacco Company recently completed the remodeling of the old Mayo Brothers' factory and is now running a number of its units. The five-story building was completely remodelled at an unstated expense and will be devoted entirely to the production of "Lucky Strike" cigarettes, the manufacture of which has been brought back to Richmond.

Richmond's tobacco industry has undergone more expansion during the past two years than any of its numerous industries and the tobacco factories now employ more than 30 per cent of the city's working people. According to reports all of the tobacco industry's numerous plants are working on full time and look forward to one of the heaviest production years in the history of the local factories.—JACK.

Legal Lore

How and When a Partnership Business Is Responsible for the Members' Personal Debts

Another of the letters received in my recent article on "A Case in Which Everybody Made Mistakes," asked for more information about my statement that the partnership business involved in the article was responsible for the individual debts of the partners. Here is the letter:

"I have read with a great deal of interest Mr. Buckley's article on page 497 of your October 31st issue. Under the caption 'A's Mistake' he makes a remark which I'd like very much to have him bring out some time shortly in a special article, because I believe a great many business men with rather limited knowledge of business law are rather ignorant on this point, which is that in this particular case the business was liable for personal debts of the partners as well as for business debts. If you get him to run such an article will you be sure to call my attention to it?"

Now a partnership business is responsible for the personal debts of the parties in two ways. Take John Jones, who owns a half interest in the business of Jones & Brown. Jones is an extravagant chap, and while he sticks pretty close to the line in what he does in connection with the business, he runs up some personal

debts. Or he may endorse for somebody. His creditors demand payment. Jones has but small resources. He can't pay. What can the creditors do?

They can levy upon Jones' interest in the partnership and have it sold for other personal property. Of course, his interest can be interfered with. The interest of Brown remains intact. The trouble is that if a third party levies Jones' interest when the sheriff comes to close the partnership, Brown must accept as a partner the Jones interest, all well as long as the business goes on, but if he is the only thing that the buyer gets an interest in the net assets of the partnership after it is wound up, the debts paid.

So you see that while nobody on Brown's half of the business Jones' debt, Brown's half is interfered with and may even be lost. The things that the buyer of the net can legally do. Of course, he may himself buy the interest, in case he would be the sole creditor.

Consider the thing from another angle. Suppose the business as it was in the case which I mentioned in a recent article. The facts are as follows: Jones has private debts. The bulk sales law in the State of Virginia takes place, Jones must buy the Jones & Brown business of those personal debts, get the debts of the business. He must hand over the name of the partner who can come down on him in the business, and that he has explained, both business and personal creditors. If he doesn't, any of his personal creditors can come down on the buyer of the business, the extent of Jones' previous in it.

The Uniform Partnership Law is now in force in most States, the following procedure which has gotten judgment against me in a partnership. It is intended to be unnecessary to sell a partnership, but the creditor wouldn't be able to use it if he didn't wish to. So the partnership interest at once.

"On due application to the court by any judgment creditor of the partner, the court which entered the judgment, order or decree, or at all times may charge the interest of the partner with payments of the amount of such judgment by interest thereon; and may then appoint a receiver for his share of the profits, and of any money due to him in respect of the partnership."

You therefore see that a partner of the sort would be sure to be with great disturbance at the largely destroy the business. Another of the pains and penalties of partnership.—Copyright, 1925, by Buckley.

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We air and steam dry on most of the loose leaf markets and have the latest improved Philadelphia Steam Dryers in our Lexington and Louisville factories for handling Leaf and Strips.

Windsboro Outlook

Lexington, Ky., Feb. 6. — Regarding the market on this market, Moreland, (Hicks say: "any deliveries gave us an aggregate of this week of Green River 145,000 pounds, average \$7.40; Burleys, 145,000 pounds, average \$11.00. There is no report in prices and contracts generally. The week's sales were 145,000 pounds of the season and following week deliveries we expect the market to gradually decrease in volume." Kentucky and Virginia Leaf Tobacco Company says: "The market is quiet at unchanged prices, no heavy offerings of contract, is history of market this week."

estimate 70 to 75 per cent of the crop has been sold to date." The Tobacco Company makes a prediction: "The market is quiet at unchanged prices, no heavy offerings of contract, is history of market this week."

expect this market to sell 4,000,000 pounds more during February. March and April will run around 3,000,000 pounds, which will make the aggregate for the season 27 to 28 millions."

Lexington Burley Prices Down a Bit

Lexington, Ky., Feb. 6. — Sales of tobacco on the Lexington loose leaf markets the past week totaled 2,201,365 pounds, which sold for an average of \$19.18, the average of any week for the season. Sales since the opening of the season in December are reported at 21,205,935 pounds, or more than 10 million pounds in excess of the entire season last year. The past week were as follows:

	Pounds	Money	Avg.
Jewell	468,460	\$84,435.19	\$18.02
Geary	No sale held.		
People's	558,345	112,878.16	20.21
Virginia	558,845	104,895.21	18.77
New Indep.	615,715	119,922.96	19.48
Totals	2,201,365	\$422,131.52	\$19.18

W. L. Burford & Co.
LEAF TOBACCO BROKERS
1000 W. Main St. LOUISVILLE, KY.
Factories on Loose Leaf Markets in Both Burley and Dark Sections.
Orders and Correspondence Respectfully Solicited

R. BLANKS TOBACCO CO.
LEAF AND STRIPS Handled on Order or Contract
FOR DOMESTIC AND EXPORT TRADE
All Grades of Fired, Air-Cured and One-Sucker
and Contracts Solicited. MADISONVILLE, KY.

Monday

	Houses	Pounds	Money	Avg.
Jewell	92,520	\$15,556.46	\$16.81
Geary	126,940	27,390.66	21.58
People's	145,685	23,137.65	18.35
Virginia	103,215	18,350.42	17.82
Totals	468,460	\$84,435.19	\$18.02

Wednesday

	Houses	Pounds	Money	Avg.
Geary	172,805	\$39,355.32	\$22.66
People's	151,330	28,706.88	19.10
Virginia	138,885	26,865.28	19.35
Jewell	95,225	17,990.68	18.89
Totals	558,345	\$112,878.16	\$20.21

Thursday

	Houses	Pounds	Money	Avg.
Jewell	94,545	\$15,566.47	\$16.46
People's	115,140	22,976.56	19.91
Virginia	136,960	24,638.28	18.00
New Indep.	212,200	41,704.80	19.60
Totals	558,845	\$104,895.21	\$18.77

Friday

	Houses	Pounds	Money	Avg.
People's	98,485	\$18,276.16	\$18.57
Jewell	49,610	9,810.94	20.01
Virginia	111,770	19,480.35	17.43
New Indep.	151,930	29,189.93	19.23
Geary	203,910	43,165.58	21.12
Totals	615,715	\$119,922.96	\$19.48

Lumbermen's Association Endorse Burley Pool

LEXINGTON, Ky., Feb. 6. — James C. Stone, president and general manager of the Burley Tobacco Growers' Co-operative Association, was one of the speakers before the convention of the Kentucky Lumbermen's Association here this week, and following his address the lumbermen unanimously adopted a motion endorsing the Burley Association and its work.

"I notice that you gentlemen, though you are active and earnest competitors in business," said Mr. Stone, "have an organization of your own for the benefit of the trade as a whole, to work out problems of common interest, and in that respect we tobacco growers are like you."

Mr. Stone reviewed briefly the accomplishments of the Burley co-operative in the past five years and said:

"We want you business men to understand us, to know what we are doing and how we are doing it. We do not believe in..."

(Continued on page 32)

CABLE ADDRESS "ROSSAFRICA" LOUISVILLE, KY

Ross Tobacco Company

AFRICAN BRANCH

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LOUISVILLE, KY., U.S.A.

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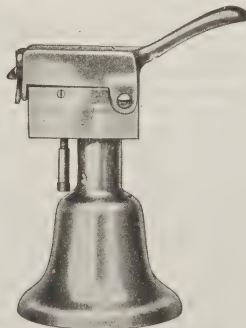
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LEXINGTON, KY.

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GUINCO CIGAR LIGHTERS

Easily filled, odorless, ignite everytime. Made in various forms for home, office or individual use.



GUINCO BELL LIGHTER

Paper Weight

The small bell lighter is especially designed for individual use, made of bronze, enameled in any color desired. Sold separately or with cigarette jar and trays to match.

S. E. GUINN MANUFACTURING CO.
JOHNSON CITY, TENN.

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Arnold's No. 5 and 15

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Correspondence

Cable: "Barker," Carrollton

Codes: "Arnolds, No. 15"

R. M. Barker Tobacco Co.

INC.

CARROLLTON, KENTUCKY, U. S. A.

Buyers and Dealers in Burley Leaf Tobacco

We have our own factory located in the heart of the Kentucky Burley Districts.

We have the latest improved Proctor Re-Drying Machine, and our Storage capacity is unlimited.

We solicit your orders and will give same prompt and efficient attention.

SEND FOR OUR WEEKLY REPORTS

Rudolph, Hach & Co., Inc.

REHANDLERS, DEALERS AND BROKERS IN

LEAF TOBACCO AND STEMS

Main Office and Sample Rooms

CLARKSVILLE, TENNESSEE

OPERATING IN

Clarksville, Tennessee, and Springfield, Tennessee, Districts
Western Kentucky Districts

Upper Cumberland and Air-Cured Districts

Reliable Packing, Correct Inspection, Efficient Arrangement
for Exports. Storage at Low Rates.

Correspondence Solicited.

SPECIALTY—BURLEY AND ONE SUCKER

BUYERS AND HANDLERS
ORDERS SOLICITED

Operating on markets at Franklin, Tenn.,
Mt. Pleasant, Tenn., and Hartsville, Tenn.,
and Scottsville, Kentucky.

Head Offices: Nashville, Tenn.

Established Tobacco Company
DEALERS IN LEAF TOBACCOCABLE ADDRESSES { U. S. A.—Command, Owensboro, Ky.
{ ENGLAND—Intrade, Liverpool.

ROSS TOBACCO COMPANY, (Incorporated)

(Formerly called ROSS-VAUGHAN TOBACCO CO.)

BUYERS, REHANDLERS AND REDRYERS OF

LEAF TOBACCO AND STRIPS ON ORDER

FOR HOME TRADE AND EXPORT

Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying
U. S. A. Offices—Owensboro, Ky.
British Offices—John Ross & Co., No. 27 King St., Liverpool, Eng.
Factories—OWENSBORO, KY., LOUISVILLE, KY., PRINCETON, KY., SEBREE, KY., ERIN, TENN.
Buyers on all Hoghead and Loose Leaf Markets in Burley and Dark SectionsNorfolk, Va. Baltimore, Md. New Orleans, La. Paris, France
C. A. SULLIVAN CO., Inc.

44 WHITEHALL STREET, NEW YORK, N. Y.

Export Freight Agents

Specialists in the Handling of Tobacco for Export. Highest financial
and Business References.

Baltimore Market

BALTIMORE, Md., Feb. 4.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

MARYLAND:—The receipts this week totaled 148 hogheads, against sales of 248 hogheads. Nothing of interest to report.

OHIO:—No receipts or sales.

Association Data

Leaf Tobacco Associations of Baltimore City issue these statistics for the week ending February 3:

Receipts, Including Reinspections		This Week		Previous Week		Total		Net to Same	
		Only							
Maryland	156	835	991	710	194				
Ohio	1	...	1	...	...		
Total	157	835	992	710	194				

Reinspections this week: Maryland 8, Ohio 1; to date, Maryland 281, Ohio 1.

Deliveries

Coastwise and For-		Domestic		Foreign		Total		Net to Same	
This week	42	803	845	38	883				
Previously	61	3,485	3,546	2	3,548				
	103	4,288	4,391	40	4,431				

Stock in Warehouses

		Maryland		Ohio		Total	
Stock Jan. 1	11,451	680	12,131				
Receipts since	710	...	710				
Delivered since	12,161	680	12,841				
Stocks today	4,391	40	4,431				

Sales

		Maryland		Ohio		Total	
This week	248	...	248				
Previously	603	15	618				
	851	15	866				

Groundleaves to date, 764 hogheads.

Paducah Prospects

PADUCAH, Ky., Feb. 6.—During the past week conditions were favorable for the movement of tobacco and loose floors over the district report one of the heaviest weeks of the season. Condition of the offerings has improved some, which is largely due to the fact that farmers are re-ordering their tobacco, they realizing the discrimination against soft stock.

Prices have been irregular and somewhat lower on all grades of leaf, and

especially on low and common grades. The bulk of the offerings is of common grades, with a percentage of the better grades. Prices on lugs have come

Distressed Over Low

Farmers are in distress over prices prevailing on low grades (and the greater part of these grades). No doubt the present condition is the worst seen for years, and as the bringing cost of production, and planting for this year will be reduced. It is also apparent the greater effort to make better crops.

The weather during the past week has been unfavorable for the movement of tobacco, but too wet for farm work preparation has been made for crop.

Wet Weather

The Association is still by and making deliveries of the tobacco sold the French Republic. In the meantime it is making use of old stocks of common to keep the prices have not been as high as—W. B. KENNEDY & SON.

Hopkinsville Market Sales Increase

HOPKINSVILLE, Ky., Feb. 6.—Orders for the season in the tobacco handled were broken last week, when 2,034,930 pounds over the nine local floors and price of \$9.99.

This is a distinct drop from the weekly average, which has been around \$11 per hundred pounds, but causes a drop from last week in the general average for the week which now stands at \$11.03. The low average for the week has some good leaf on the market, bringing \$39 per hundred pounds, the highest price it season.

Sales this week bring the total season to 12,036,795 pounds, a total for the same period 12,734,835.

Quotations for the week are \$3 to 4; Lugs, common, \$40 to \$45; \$5 to \$8; good to \$8; to \$15; Leaf, low, \$5 to \$8; \$8 to \$15, medium, \$15 to \$18; to \$30; fine, \$30 to \$39.—B.

W. R. NAGEL & CO

Dealers and Brokers on All Western Markets

Western District, Clarksville and Springfield Tobacco

OFFICE AND FACTORY:

NINTH & FINDLAY STS.,

PADUCAH, KY.

W. B. KENNEDY
Cable: Kennedy

Codes: Arnold's 5 and 15, A. B. C. 5th Edition

W. B. KENNEDY & SON

PADUCAH, KY., U. S. A.

Leaf Tobacco Broker and Handler of All Grades of Leaf and Strips

Business Solicited on Orders for Commission

Factories: Paducah, Ky., Murray, Ky., Mayfield and Martin, Tenn.

A. F. Moreland

B. L. Withers

E. B. Hicks

Cable Address: "Moreland"

MORELAND, WITHERS & HICKS, Owensboro, Ky.

(Successors to J. S. Phelon)

Leaf Tobacco Brokers, Dealers and Rehandlers

Can handle all grades in any way desired, on Order or Commission, Person can call all business, with special attention to Green Rivers and Burley

THE TOBACCO TRADING CORP.

All Kinds Kentucky-Tennessee & Virginia
— LEAF TOBACCO —
Louisville, Ky. Richmond, Va.

Plants and equipment f

H. S. McGriffin, President; F. J. Stewart, Vice-President; L. J. Harper, Sec & Treas.

HARPER TOBACCO COMPANY

INCORPORATED
Packers of NORTHERN WISCONSIN TOBACCO
CHOICE FANCY
NORTHERN BULKED SWEATED
BINDERS TOMAH, WIS. B's

ANDREW JENSON & SON

Packers of Wisconsin Leaf Tobacco
EDGERTON, WISCONSIN
Latest Equipment for Resweating Seedleaf Types of Tobacco

J. U. FEHR & SON

Packers of Fine Grades of
OHIO TOBACCO

135 to 141 Maple Street

Reading, Pa.

LA FLOR DE LA ISABELA

FACTORY, MANILA, P. I.

New York Office:
COMPANIA GENERAL DE TABACOS
DE FILIPINAS
80 Wall Street

San Francisco Office:
J. B. HAYRE & CO.
200 Bush St.

J. K. LONG

MANUFACTURER OF
CIGAR SCRAP FILLER
Pennsylvania—Zimmer—Little Dutch
VERSAILLES, OHIO

Fine Burley Tobacco Seed

Three Standard, Hardy and Colory Varieties

Grown by us in 1925, under expert supervision on land that a plow had never turned before. Virgin soil, now growing starve, produces vigor, purity and color which old land will not do.

Every tobacco grower knows that no fine tobacco can be produced without good seed. We are prepared to furnish fine seed for every type of soil in the Burley Belt.

No. 1. "HALLEY'S SPECIAL"—This is the colory disease resistant type—developed first on our own land by a representative of the Experiment Station of the University of Kentucky eleven years ago.

This tobacco is vigorous, colory and has plenty of weight, and is the safest tobacco to grow on any kind of soil. It is the only variety to plant in land that has grown much tobacco, insuring a crop when other varieties fail. This type of tobacco is the great contribution of the Experiment Station to the tobacco trade, and this autumn it took first prize at the Greendale, Fayette County Community Farm Produce Show.

No. 2. "COLORY TWIST BUD"—This is the old fashioned type of Burley crossed with color—the best weighing tobacco grown with sufficient color to command a good market price. Many sections of the Burley Belt are especially suited for this type and any grower who has used it has been pleased with the net return in dollars per acre.

No. 3. "IMPROVED HALLEY"—This type of tobacco was developed by us in 1918. It is the pioneer as a strictly smoking tobacco and the forerunner of several famous Burley cigarettes. It is a stand-up type, producing color on old land and new. This tobacco, smokers from top to bottom, commanded the leading prices on the Kentucky markets the first three years it was introduced.

FOR SALE BY

The Halley Tobacco Seed Co.

Fayette Warehouse No. 1, Lexington, Ky.

PRICE RECLEANED AND GUARANTEED, \$1.50 PER OZ.

that this second payment on 1924 would be made at an early date, and that if the growers needed money on their crops they could obtain loans, without sacrificing their interest in their participation certificates, either from their local banks or from the Burley Tobacco Growers' Credit Corporation, recently organized by the Burley association to take care of such loans.

"We do not want our members to give away any part of their hard-earned money," Mr. Stone said. "The local banks have been very liberal in taking care of our members' financial needs. If, for any reason, local banks are unable to take care of this situation members can borrow from their own credit corporation up to 25 per cent of the first advance on their 1923 participation certificates and up to 50 per cent of the first advance on the certificates for the crops of 1924 and 1925. We urge our members not to sell their participation certificates at all, but to retain their equity in them and borrow what they want of their local bankers, or, in case the local bank cannot lend, then from the credit corporation."

Reports of department heads and of President Stone featured the meeting. The president's report showed sales for the past sixty days of approximately 125,000,000 pounds of tobacco of the various crops, including a fifth purchase by the Italian government Regie.

The legal department reported the situation in Indiana clearing up as the result of the recent decision of the court of appeals on the validity of the contract and that the Ohio law is now up to the Supreme Court of that state, having been argued recently. The field service reported 125 new members the past month and 275 since the opening of the season.—J. S. P.

Large Leaf Offerings At Various Marts

MAYFIELD, Ky., Feb. 6.—Offerings during week at practically all markets were the largest of the season, with common to medium grades largely predominating, which offerings of lower grades account for a continued downward tendency in averages. Medium to good tobaccos continue in a firm position with new buying interest entering the market weekly for the grades, especially at this point.

Auction sales for the week are as follows:

MAYFIELD: Sales for week 1,098,005 pounds at an average of \$7.76; for season 5,077,840 pounds, at an average of \$8.25 against an average year ago of \$10.42 on approximately 4,100,000 pounds. Week's average 62c lower than preceding week.

PAIDUCH: Sales for week 740,615 pounds at an average of \$7.33; for season 4,352,575 pounds, at an average of \$7.76. Week's average 53c lower than preceding week.

MURRAY: Sales for week 357,620 pounds at an average of \$8.33; for season 2,227,775 pounds at an average of \$9.53. Week's average 31c lower than preceding week.

HOPKINSVILLE: Sales for week 2,034,930 pounds at an average of \$9.99; for season 12,036,795 pounds at an average of \$11.03, against an average year ago of \$12.80 on 7,344,835 pounds. Week's average 33c lower than preceding week.

CLARKSVILLE: Sales for week 1,482,040

pounds at an average of \$13.18, against an average year ago of \$14.10, against an average year ago of \$15.57 on 6,528,865 pounds. Week's average 62c higher than preceding week.

SPRINGFIELD: Sales for week 1,000,000 pounds at an average of \$15.54; for season 3,884,170 pounds at an average of \$17.38 against an average year ago of \$19.39 on 4,740,195 pounds. Week's average 68c lower than preceding week.

OWENSBORO: Sales for week 1,000,000 pounds at an average of \$7.40, against an average year ago of \$8.00, against an average year ago of \$8.50. Week's average on Green B's 68c higher than preceding week; B's \$2.60 lower. Largest week's sale of season reported at this market.—SMITH & COMPANY.

James West Comes Untimely End

HOPKINSVILLE, Ky., Feb. 5.—James West, proprietor of West's Livery and one of Hopkinsville's most prominent and successful business men, his life this morning at his well-known Twelfth and Railroad street shooting himself with a pistol.

Mr. West suffered a nervous breakdown some time ago and was ill for several weeks. Eventually he came better and since the first of the year had been able to come down occasionally, though still apparently very poor health and despondent his condition.

So far as was known he had no special worries. He was for many years leader in the tobacco business of the city and was very successful. When the Tobacco Growers' Association organized he sold his valuable real property to the association and took the position of sales manager, but resigned last fall to go back to his loose floor business, renting a house he formerly owned for \$100.00.

This business was at once put on a prosperous basis, as Mr. West was popular and widely acquainted throughout the country. This morning he was at his home on Walnut street across his warehouse, where the tragedy occurred a little later.

Near Hopkinsville

James West was born in Harrison county, a few miles north of Hopkinsville, February 11, 1861, a son of H. M. West. He was educated in the high school and was married to his wife in 1887. A son and a daughter were born to this union.

The son, James West Jr., died of reaching manhood. The daughter, now Mrs. H. H. Harned, of Old Springs, Ky., some years after the death of her first wife, Mr. West married Miss Ella Black, a daughter of late Judge W. P. Black, of Lincoln County, Ky. She survives him with three sons, William B. West, now a student at Center College. He is a fine young man and a brilliant student, a graduate of Hopkinsville high school.

Mr. West had long been a prominent leader in affairs.

He was a member of the city council.

PURE TESTED BURLEY TOBACCO SEED

Kelley's, Judy's Pride, Root Rot Resistant of the standing-up varieties; Kentuck Leaf of the spreading-over variety, the kind our fathers raised. Machine cleaned and packed at \$1.00 per ounce. The famous slick stalk, one-sucker dark seed, the finest yet grown weight, color and price. Does well for both air and fire curing. Also improved c-grown seed at \$1.00 per ounce, or 3 ounces \$2.50.

ARTHUR A. HOWELL,

Route 4, Bethpage, Tenn.

Cable Address, Smith

S. B. SMITH & COMPANY


FIRST ESTABLISHED 1907
MAYFIELD, KENTUCKY, U. S. A.

Codes Used


Arnolds 5 and 15
ABC Improved 5
Union Liebers

LEAF TOBACCO DEALERS AND EXPORTERS

Well equipped in every respect to handle all fire-cured dark grades in any manner (natural or artificial drying) and to supply specialties in any quantities. Also efficient in handling export orders to any foreign port. Equipment coupled with geographical location enables best of services and strictly first hand source quotations.



MADERA TOBACCO COMPANY
PORTO RICO TOBACCO
DEALERS IN ALL KINDS
OF LEAF TOBACCO
SAN JUAN, P. R., and
165 WATER STREET, NEW YORK
OUR SPECIALTY



ORTIZ HERMANOS
AIBONITO, PORTO RICO
Growers, Packers and Strippers of Exclusively INLAND
PORTO RICAN TOBACCO

ALFREDO ALONSO
Grower, Packer and Stripper of
PORTO RICAN TOBACCO
Coamo,
Porto Rico

SANTIAGO IGLESIAS SILVA
Grower and Packer of
BEST SAN LORENZO TOBACCO
San Lorenzo
Porto Rico

of trade and the chamber of
 merce for years, and was an elder in
 the Presbyterian Church. He was a
 everything, looking to the up-
 of the city, and was in every
 a man of the highest type of citi-
 zenship.—BURCH.

Porto Rican Outlook

SAN JUAN, P. R., Feb. 4.—During the
 days we have had some very
 in showers throughout the to-
 lts, and I can say this will make
 a change in the yield of the tobacco,
 for many fields rain came too
 e.
 seen some tobacco of this crop
 and I must say that as for qual-
 as good as that of last year.
 if it now have too much rain it may
 drying of tobacco in the barns
 curing in the warehouses, but it
 look as if that will happen, as
 all was just in showers.
 Rain all during week ending Jan. 30:
 Inches
 .065
 .033
 .177
 .035
 .023
 .045
 .000
 —MIRAMONTES

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Tobacco from Porto Rico		Stern, Mendelsohn Co.	
S. S. Coamo	—Feb. 1	R. Becker	15
Barrels		Tobacco from Havana	
Kohlberg-Gonzalez	10	S. S. Siboney	—Feb. 3
I. Klorfein	22	Barrels	
Cohn Co.	10	E. Rosenwald & Bro.	92
Consolidated Cigar Corp.	633	Strouse & Holzman	3
Durlach Bros.	206	Schwarz Leaf Tobacco Co.	2
Rosenstadt & Waller	24	S. L. Goldberg & Son	6
Bales		E. P. Cordero & Co.	19
Porto Rico American Tobacco Co.	2	M. Rodriguez	10
H. B. Lichtenstein	108	Sartorius Co.	182
Durlach Bros.	147	Stern, Mendelsohn Co., Inc.	48
Madera Tobacco Co.	97	E. Ellinger Co.	20
Cohn Co.	9	S. Ruppel, Inc.	110
Bundles		Hemover Cigar Co.	10
H. Duys & Co.	34	Heinrich, Neuberger	5
I. Lewis Cigar Mfg. Co.	—Feb. 2	Wait & Bond	150
S. S. Ponce	8 cases	M. A. Andre	32
I. B. Lichtenstein Co.	100 bales	F. Miranda & Co.	10
J. Klorfein	64 barrels	M. B. Pendas	10
S. S. Tachira	—Feb. 5	H. Duys & Co.	49
Barrels		Bales	
H. Duys & Co.	12	General Cigar Co.	250
Hamburger Bros. Co.	21	H. Duys & Co.	15
Stern, Mendelsohn Co.	70	E. Ellinger Co.	20
R. Becker	12	S. Ruppel, Inc.	34
Rosenstadt & Waller	100	I. Kaffenburgh Son	10
Bales			
Congress Cigar Co.	509		

Packages		Tobacco from Manila	
General Cigar Co.	243	S. S. President Harrison	—Feb. 1
P. Lorillard Co.	197	Bales	
Schwartz Leaf Tobacco Co.	2	S. Freider & Sons	17
S. Goldberg & Son	10	Determann & Co.	5
Edwin Cigar Co.	20	S. Castillano & Co.	50
American Cigar Co.	148	Tobacco from Rotterdam	
S. S. Orizaba	—Feb. 6	S. S. Blommersdyk	—Feb. 6
Barrels		Bales	
Greenhall Bros.	18	American Cigar Co.	171
H. Oppenheimer & Co.	3	Cullman Bros.	30
E. Rosenwald & Bros.	25	E. Rosenwald & Bro.	46
J. Cosio	13 packs.	Herzog & Sarluy, Inc.	35
		H. Duys & Co.	90
		A. Bornholdt & Co.	10
		W. Van Doorn	11 cases
		Tobacco from Glasgow	
		S. S. Caledonia	—Feb. 1
		Faber, Coe & Gregg	1 case

(Continued on page 32)

Porto Rican leaf succeeds —based on facts!

LAST year more than 1,500 cigar factories closed their doors. But it is significant that those manufacturers who have used more Porto Rican tobaccos in their cigars have increased their sales and shown the most satisfactory earning statements.

One after another the most progressive manufacturers have cast aside their ancient beliefs in the efficacy of other types of tobacco—and have purchased Porto Rican leaf.

In 1926 your books will show a red, or a black balance figure, depending on whether or not you give a fair trial to this remarkable, tropical, economical tobacco.

*We can tell you more about
 Porto Rican cigars and tobacco.
 Write for information.*

Government of Porto Rico
TOBACCO GUARANTEE AGENCY
136 WATER STREET, NEW YORK
F. LINARES, Agent

To protect buyers of
 Porto Rican tobacco
 the Government re-
 quires the affixing of
 a Government Guar-
 antee Stamp to every box
 of cigars and every
 bale or barrel of all-
 Porto Rican tobacco
 leaving the Island.
 Look for these stamps.



STERN-MENDELSON CO., INC.
HAVANA & PORTO RICO TOBACCO
165 FRONT ST., NEW YORK

FRANCISCO BUXO
Grower, Stripper and Packer of
SAN LORENZO FILLERS OF PORTO RICO TOBACCO
San Lorenzo is located in Porto Rico's best tobacco section.
SAN LORENZO, PORTO RICO

KOHLBERG-GONZALEZ CO., INC.
Nothing Satisfies Like a Good Cigar.
PORTO RICAN TOBACCO
144 Water Street, NEW YORK Tel. John 2821
Warehouses & Plantations: AIBONITO—COMERIO—GURABO

CARRO HERMANOS & CO.
Sen C
Growers, Strippers and Packers of Porto Rican Tobacco
BUY DAMIAN FILLERS (The Porto Rican Vuelta Abajo)
Barros, Porto Rico

Warehouses Plantations Office and **JUNCOS FRANCISCO MUJICA** Cable Address MUJICA P. O. Box 36.
Grower & Packer of
HIGH GRADE PORTO RICO LEAF TOBACCO
STALK TOBACCO ONLY from JUNCOS and SAN LORENZO
SECTIONS EXCLUSIVELY
JUNCOS, PORTO RICO

RAMON MORAN & COMPANY
Growers, Packers & Strippers of
Porto Rican Leaf Tobacco—Exclusively Inland
MANATI, PORTO RICO

CENTROSA CIGAR FACTORY
Manufacturers of
PORTO RICAN CIGARS FOR JOBBERS
5c, 10c and up
P. O. Box 502, Caguas, Porto Rico

PEDRO VILLAFANE CUEVAS
P. O. Box 44, San Lorenzo, Porto Rico
Grower, Stripper and Packer
SAN LORENZO FILLERS of PORTO RICAN TOBACCO

JOSE LOPEZ
Stripper of Porto Rican Tobacco
P. O. Box 323, Manate, Porto Rico

E. ROSENWALD & BRO.
145 WATER STREET NEW YORK

IMPORTERS
EXPORTERS &
PACKERS OF

TOBACCO

Germans Normally Cigar Smoking People

Climate Not Conducive to Pipe Smoking—Formerly Preferred Cigars, Cigarettes and Pipes, in Order Now—Tobacco Types and Blends Vary in Different Sections

WASHINGTON, D. C., Feb. 8.—Special Representative, Prentiss M. Terry, at Brussels, reporting to the Department of Commerce, says that according to German tobacco dealers, Germany does not possess a climate conducive to pipe smoking. Discussing the German market for American leaf tobacco he continues:

"The Germans are normally a cigar smoking people. Before the war their first preference was cigars, second cigarettes, third pipes. Today cigarettes are more popular, with cigars and pipes following in the order named. Due to recent developments, with especial regard to the increased duties and excise taxes, it is believed that the tendency will be to keep the cigarette in first place but that the pipes may replace the standing of the cigar. This trend is based upon the comparative increased usages of the different types of manufactured tobacco. If this does come to pass we shall have within a period of ten years a reversal of form in the uses of tobacco in Germany.

Bright Virginia is now looking up. This is expected due to the absorption of large stocks during the past two years. It is reported that some 12 months ago one German firm held approximately 4,000 hogsheds of Bright Virginia tobacco. This amount has now been reduced to about 400 hogsheds, a large part of the sales having been made at a loss to the original owners of the tobacco. A goodly portion of this stock was sold to Poland.

It is stated that 95% of them are intended for smoking purposes. The German smoker prefers tobacco originating from the Balkan area for his cigarette, but a large part of the better grades of pipe tobaccos have a fair share of Bright Virginia in them. The usual composition of the lower grades of pipe tobaccos in Germany comprise 50% German grown tobacco (largely due to the preference granted to home grown tobaccos in excise duties) 20% Virginia and the remainder Java.

In the first few years following the war Virginia was used in Germany for cigarette manufacturing because the price of the Balkan type was high, due to lack of stocks. During 1923 there arose in Germany a demand for the Balkan type of tobacco for cigarettes. In 1924 the Virginia leaf brought high prices, while large stocks of the Balkan types were available at a lower figure. This was one of the factors which contributed to the falling off in the use of Virginia tobacco in Germany.

It is reported that there are 132,276,000 pounds of tobacco stored in Greece, 99,207,000 pounds of which are of European grade intended principally for Germany. This represents more than a year's supply of this type of tobacco for Germany.

There is still a very unsettled condition in the sale of Virginia tobacco in Germany. One dealer told me that he has several hogsheds of Bright Virginia on hand which he offers at 14 cents. A German manufacturer was offered a parcel of the same grade of

Bright Virginia at 9 cents. Such price discrepancies as this tend to demoralize the market. Some manufacturers are offering 15 cents for the new crop while 18 to 20 cents being asked.

The new Bright Virginia crop is thought of in Germany. It is said recently one of the largest German manufacturers of Virginia leaf bought on the open market, and perhaps to share with them some 3,500 hogsheds of this year's crop. This purchase was made possibly on favorable credit terms extended by one of our largest exporting dealers.

The demand in Germany for Kentucky tobacco is more or less normal. Wholesale sales are being maintained at the normal level. There is an important tobacco manufacturing industry located in the central part of Germany which is the chief source of supply for this form of tobacco of which Germany is a large consumer. Kentucky's favorite type used for this purpose.

It was the custom in pre-war days for several German manufacturers to join together in purchasing the supplies of Kentucky tobacco through local dealers and thus maintain a steady, dependable business. But due to mismanagement and other causes this method of purchasing has been abandoned more or less by the tobacco dealers in Germany. As a rule the German tobacco manufacturer today is supplied from hand to mouth, thus embarrassing the middle man.

There is little demand for Maryland and Ohio, the prices for these tobaccos considered too high. One firm reports that it has periodical inquiries for Maryland tobacco but in the absence of consignments or offers from America it has no goods to sell. The general opinion is that the Regie has taken the greater share of this type of tobacco for Europe.

One German manufacturer is reported to put across a Burley smoking extension, but his clientele found it too strong, preferring for their smoking extra Dutch, German, and some little bit of tobacco for coloring purposes. Different localities demand different types of blends. In spite of its alleged taste Burley can be used in Germany in fair quantities, but due to the difference in excise duties on rough cut smoking tobaccos, the retail price would be too high at present.

Honeymooners at Pazo

Registered at the Hotel Plaza, New York, last week, were Ferdie and his bride, of New Orleans. Ferdie tried to forget all about A. Fall & Co. until after the Mardi Gras, anyway.

Ben Bey in Havar.

All the surrounding leaf markets were examined by Nathan Elson, of Nathan Elson & Company, Chicago manufacturers of the Ben Bey cigars, since his recent return from Havana. Mr. Elson reports his New Orleans factory is extremely busy, and general business excellent.

BENIGNO DIAZ
Grower, Packer and Stripper of
PORTO RICAN TOBACCO
Exclusively Inland
CAGUAS, PORTO RICO

"Better Than the Play"
THE 5c
COVERED WAGON
CIGAR

Direct All Inquiries to Either
Codorus Cigar Co., Codorus, Pa.
OR
A Doll Cigar Co., Mt. Wolf, Pa.

EL TUTOR
SQUARE DIAMONDS

Mild 5c Cigars
Also Manufacturer of
La Saramita 5c Cigar
YORKANA CIGAR CO.
York, Pa.

WEB FOOT
INVINCIBLES
Two 5c Quality Cigars

Manufactured by
D. FRYE & SON
R. D. 1, Red Lion, Pa.
COGNAC

HAVA
POCKET PIECE 5c
SELL ON THEIR MERIT
INVINCIBLES PERFECTOS
TRIANGULARIES
LONDRES CROOKS
Manufactured by
G. A. STROBECK
RED LION, PA.

PAY DAY
JENNIE LIND
PRIDE MARK
FAMOUS PLAYERS
5c CIGARS
Manufactured by
SUPERIOR CIGAR CO.
RED LION, PA.

York County
Cigar
Manufacturers

THE CASTLE



The Best in 5c Cigars
W. H. MYERS & CO.
RED LION, PA.

JOBBER WANTS TO BUY
CLASS A AND CLASS C
CIGARS

to job in Oklahoma. Must have
exclusive sale in Oklahoma.

C. M. DALE
Oklahoma City, Okla.

STATE BOND
WHITE ORCHID
ARROW SMITH

Mild Quality Cigars
Manufacturer

The P. E. REICHARD CO.
RED LION, PA.

"The House of Reputable Merchandise"

County News

Feb. 8.—The H. S. Schmidt, a five-story brick structure of construction, on the southwest of Continental square and Market street, in the heart of the business section of the city has been leased to D. A. In 386 Broadway, New York the building concern will remodel the floor of the building to accommodate a car and tobacco store of the conducts in various cities United States.

Schmidt, owner of the building, is negotiating for the lease of the building he has vacated the building which he has conducted a clothing and furnishing business for several years, as soon as possible the lease call for the building by the first of the year. The Schmidt building is 32 feet on Market and 108 feet on Continental. It is on the Lincoln Highway, Market street through the

an amendment to the revenue bill now before the government legislative bodies, placing an internal tax of \$1.50 per thousand on tobacco cigarettes or small cigars weighing eight pounds or under per thousand.

The fact that Mr. Johns was spent fifty years in the tobacco business, which he entered at the age of sixteen years, and that he has engaged in almost every phase of the industry himself, planting tobacco, buying it in different stages of growth, selling to the largest manufacturers in the United States and foreign countries, engaged in making and packing the cigars, and as a manufacturer putting out as many as 40,000,000 a year, at one time having been in touch with producers and consumers in thirty-six states of the Union, should lend weight to his appeal.

Having lost about two-thirds of his vision, Mr. Johns has had to depend upon his memory for many of his facts. He urges those persons interested in the raising of tobacco and dealing in it, the makers of cigars in York, Lancaster and Adams counties, to communicate with their congressmen and senators, asking them to support the measure.

Death Follows Brief Illness

Charles H. Falck, a member of the firm of William H. Falck & Son, cigar manufacturers, Mackenzie street and East Cottage place, died last Thursday morning at his home, 1234 West Market street, West York. Death was caused by pneumonia and followed an illness of a little over a week. He took sick at Marion Ind., January 26, while

on a business trip. He started the same day on the return trip home, where he arrived two days later. The deceased was 47 years old. He leaves his widow, his parents, Mr. and Mrs. William H. Falck, 27 West Jackson street, and a number of brothers and sisters. The funeral was held this afternoon. Burial was made in Prospect Hill Cemetery this city.

Wedding Bells

Mervin Kaltreider, son of Mr. and Mrs. D. Curvin Kaltreider, Red Lion, and Miss Ruth Pickel, Collinsville, were married recently in the parsonage of St. Paul's Evangelical Church, Red Lion, by the Rev. Kenneth L. Benfer. They were attended by Miss Helen Kaltreider, sister of the bridegroom, and Mrs. John E. Walker, of Collinsville. The bride is a graduate of the Red Lion high school and West Chester State Normal School. She was a teacher in the Lower Chanceford township school. The bridegroom is the junior member of the firm of D. C. Kaltreider & Sons, cigar manufacturers, Red Lion. Mr. and Mrs. Kaltreider will reside in Red Lion.

The equipment for the factory which is to be opened at Cly by J. B. Hostetter, York, was installed last week. It is expected soon to start operation.

A large number of cigar manufacturers of Red Lion have come to the aid of A. Scott Frey & Co., whose cigar factory was gutted by fire recently. Through the courtesy of these manufacturers, the Frey company is enabled to supply its regular trade with cigars.

The Sig Meyer cigar factory which was in operation the past seven years, has closed and will not re-open. The stock and fixtures have been moved to Red Hill, Lancaster county, where a new factory will be opened.

Crows Did Not Leave Without Caws

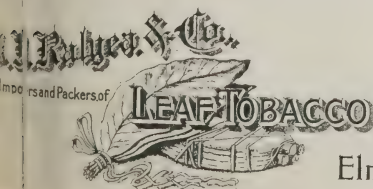
W. M. Gemmill, a member of the firm of Gemmill & Roseman, tobacco packers and dealers, Red Lion, while on a trip recently through the country, saw many crows in different fields. He made the remark that if he had his gun he would try his luck shooting at them. After returning home, the more he thought of the crows the more anxious he became to get a shot at them. He arranged with a neighbor to take him out into the country Saturday a week ago and told several of his friends to watch for his return and see the kind of a marksman he really is. Mr. Gemmill and his neighbor started early in the morning and scoured the entire lower end of York county, but without getting a sight of a crow. Becoming disgusted, he returned home, and when met by his friends, who inquired anxiously as to his luck, Mr. Gemmill replied: "Judas Priest! There are no crows in York county! They all crossed the river into Lancaster county."

Lewis Makes Record

The I. Lewis Company factory, York Haven, Tuesday of last week turned out 21,150 cigars, establishing a record. For many months this number was the output of the factory for a whole week. With the addition of new employees, the factory has been able to greatly increase its production.

Curvin E. Kline, Hanover, has resigned his position as packer foreman in Harrisburg, to accept a similar position with Eisenlohr & Brother, Inc., this city.

Leroy Smith, Seven Valleys, who was employed in the General Cigar Company factory, has been transferred to Harrisburg, to become foreman of the packing department of the General's plant in the state capital.—YORKAD.



Elmira, N.Y.

JAMES R. REYNOLDS
Leaf Tobacco
CONNECTICUT ALABAMA SHADE
314 Carroll St.
ELMIRA, NEW YORK

MT. JOY FARM PRODUCTS CO., Inc.

Growers, Packers and Dealers in

PENNSYLVANIA TOBACCO

All Lancaster County Grown

MT. JOY, PA.

Correspondence Solicited

AARON B. HESS

Packer of
and Dealer in

Domestic Cigar Leaf Tobacco

Box 1084, LANCASTER, PA.

Warehouses: 630-636 No. Prince St., Lancaster, Pa.

CHESTER CIGAR & TOBACCO CO.

MANUFACTURER OF HIGH GRADE

PENNSYLVANIA SHORTS

Pennsylvania Scrap our Specialty

RED LION, PA.

E. L. NISSLY & SONS

Growers and Packers of

CHOICE CIGAR LEAF TOBACCO

Packing Houses, LANCASTER & FLORIN

Main Office, FLORIN, Pa.

Critical Buyers always find it a pleasure to look over our samples

Samples cheerfully submitted upon request

K. STRAUS & CO., Inc.

Importers and Packers of

HIGH GRADE LEAF TOBACCO

301 to 307 N. Third Street

Philadelphia, Pa.

MANUFACTURED WEATHER FOR TOBACCO

Carrier Engineering Corporation

NEWARK, N. J. NEW YORK CHICAGO BUFFALO BOSTON PHILADELPHIA
LOS ANGELES

CRESCENT MAPLEINE

A flavoring agency that modifies the pungency of tobacco without destroying the full tobacco flavor.

Manufacturers of scraps, plugs and cigarettes find Mapleine a great aid in blending and sweetening.

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CRESCENT MANUFACTURING CO.

SEATTLE, WASHINGTON

OFFICES: NEW YORK - CHICAGO - CLEVELAND - PITTSBURGH - MONTREAL



Read Tobacco Weekly

Wisconsin Stripping Season Near

Delivery of 1925 Tobacco Goes Ahead Rapidly at All Independent Growers Facing "Roseate World" Continues in Northern and Southern Sections.

EDGERTON, Wis., Feb. 6.—There has been more case weather the last week, and the writer doubts whether there is still a crop hanging on the poles in the state. The crops that came down off the poles in the last block are not entirely stripped out yet, but the incoming week should wind up the stripping of the '25 crop of hammer tobacco. It will be a crop that the growers will remember a long time, and its quality will be the goal the growers will strive to equal in after years.

Delivery of the '25 is going ahead rapidly at all points and the tobacco is filling up available storage space. Docking and quibbling are not heard of, and the independent grower is wending his way homeward with fat checks and a smile on his face. With eleven cents straight for a base price for the stemmers to work on for the grower's stemming portion, and binders bringing in the high prices they are, the independent grower is facing a roseate world.

Buying of the new continues unabated in both the northern and the southern sections with prices showing no slackening of vigor. If any chance has appeared in the prices, they are stiffer than ever. More firms are now in the field after the crack '25 than at any time since the buying started, and no one is acting as though they have met their requirements. William McIntosh said that the month of January saw the biggest business he has ever transacted, as he received over three million pounds of tobacco of all types that month, or over 100,000 pounds of tobacco a day throughout the month, Sundays and holidays included.

The northern buying is a pretty stiff proposition, with any number of buyers riding hard every day. Prices are still hanging at twenty-five cents for good crops, and others slightly off in quality are going at twenty cents or better. Stemming is holding firm at eleven cents straight, and there is no weak point in any type of tobacco.

The southern growers outside the pool are finding it apparently impossible to depress their market for binders or stemming crops. The American Cigar Company, Harper Leaf Tobacco Company, Fendrich, Spitzner, Lorillard, Soulmann, William McIntosh, the General Cigar and others are active in the southern fields, while Jefferson, the General Cigar, William McIntosh, Nelson, Smith & Son, Sweeney, Frank McIntosh, Harner, American Cigar, Lorillard, Haskins, Soulmann, and others are active in the northern sections.

Shipping out of old tobacco in cases enjoyed a big spurt lately also, over a thousand cases going out of this market last week. Old tobacco is being bought from farmers whenever it is found, and the market is an exceptionally active one.

The Pool announces that it is going to appeal the so-called David Dunn case to the State Supreme Court. It lost this case in the Dan County Circuit Court last week, the jury being out less than an hour. They held that the agreement Dunn made with his two major sons was not for the purpose of evasion of the Pool contract, and that he did not have an interest in that tobacco.

"The position that is taken by the management of the Pool with reference to breaker cases is that wherever there is any doubt about the good faith of the contract by which the grower claims that

the tobacco raised on his land was raised by or for him, it either require settlements at once or will go to court on the matter to a jury determine the case. Pool bulletin. If the trial is conducted in such a manner that reasonable ground on which an appeal should be taken, it will appear to the Supreme Court.

The Pool also announces the settlement of the case of Chas. Vernon county grower sue for payment of Pool money, who obtained a permanent injunction from him.

The Tobacco Pool Bulletin will write up against the proposed the Pool. The Bulletin calls for a divorce of the northern id sections a provincial idea, id provincial instinct. The Wisconsin tobacco are cigar each needs the other in the competition between two pools same type of cigar leaf was found, and if two pools were found one with provincial pride will high and dry with their goods other pool cut prices, or to aggressive tactics.

Many Visitors from

Representatives of great stories have been numerous in Wisconsin the last fortnight. The Edgerton operators spent of the month of January in sections, and Edgerton they every year in the last decade, up more northern binders to in the state.

Herman Cohen, New York company with Eddie Hainsville, received a large quantity of tobacco last week.

S. R. Morrow, Wheeling, president of Bloch Brothers, was in the market last week.

Spitzner's Wisconsin partner, Jensen, started assorting at Edgerton.

Warehouses all over the state at assorting the new crop. The Pool has ten warehouses going in the section, and will have as many in the southern districts by the time the print.

Warehouses in Viroqua, Coonburg, Independence, Coon Valley, Soto, Cashton, Soldiers Grove and Soto Falls are among the now.—BADGER.

Arrives From Havana

On his way to his Chicago George Schnath stopped at New York, for a few days last week, on a quick trip to Cuba.

Gone to Cuba

Booked for passage to Wednesday was D. Medford Winter & Company, New York.

Trelles in Metropolitan

In New York for a local market, L. Trelles, New York manufacturer, also said he was over to the Connecticut field for two.

Milwaukee Has Holiday Headache Yet

Wishes of New Year Slow—A. T. Offers Another Lucky-Boar Deal—Brunton's Blizzard—Dealers Carry Wid Cigar Assortments—Waldmann to Make Initial Call.

Wis., Feb. 6.—January is a slow month, and sales of the business done in the city are slow. Many dealers state the cigars were given for gifts that the smoker is usual purchases. The first week does not show improvement. Price-cutters stimulate trade by offering discounts at greatly reduced prices.

A. T. Deal
The Tobacco Company announced on February 22 that it will take orders for Lucky Strike cigarettes, packed in tins of 25 to sell for twenty-five

cents. The dealer must pay the amount of Blue Boar to the fifty cent tin with which the smoker, one Wemby, is a deal was in effect for the Lucky Strike cigarettes for twenty-five cents, free, as is being up in three days. The company is now with the trade, well known to the trade, and now with the E. C. Company, of Key West, is a contributor to the Cream City, Cressida brand with the new brand.

Ariel Jobbers
The brothers are featuring the Ariel brand. It is reported that Cinco, that have sold here for some time, have been transferred to another

dealer. Showing several sizes of cigars, mild Havana cigars, the Schwab-Davis & Company, Pancho Arango for the Havana cigar, has always been following here, and was formerly by the William J. Seeger company who retired from the city in 1925.

Other Coming
The other is the copy of the billboards featuring the Havana cigars are well known to the Lewis-Leidersdorf brand. At all the downtown

dealers of the Cavalla Tobacco Company, a visitor to this week.

Other Coming
The other is due to arrive. You will see it's time for "Cut" in the store windows and with Ben Bey posters. The company has a good call for the Danby and Corina cigars they act as Milwaukee

Other Coming
The other is, head of the Cavalla Tobacco Company says the Ben Bey brand, and better each day. In all the Milwaukee stores in the city, Chicago, and from the Cream City

Other Coming
The other is, in the store, step lively these ten cents during this short smoke at the store windows.

Other Coming
The other is, in the store, step lively these ten cents during this short smoke at the store windows. The cigar signs are being put up. Brunton Sees Snow
The snow is cleared of snow, and Robert Brunton says when he arrived in the book orders for Revelation Barking Dog Cigar. These three brands are being sold here. The company distribute the cigars. They are also known Tom Palmer Havana cigars in the city. Brunton serves much credit for

the distribution and sale of the Webster cigar. There is hardly a case in Milwaukee that does not show a row of Websters.

Harry L. Harris, with F. Garcia & Brothers, of New York and Tampa, spent several days here this week booking orders for their F. Garcia clear Havana cigars.

Francisco G. Baucés, while high in price, an all Havana cigar from the Preferred Havana Tobaccos Company, is sold by the better stores. Some fancy shapes are seen in the cases.

W. D. Fleak, of the Hesson Pipe Company, was a recent visitor. He showed the trade his forty-one shapes of Hesson pipes that retail for \$7.50 each.

All Brands
The Baer Cigar Company, 201 Second street, feature one of the biggest assortments of cigars that can be found in any store. Among the leaders are La Palma, Iris, Tom Palmer, Ben Bey, Henry the Fourth, Aresco, Cuesta Rey, La Vega, Cortez, Epoca, White Heather, Lavenga, Cyrilla, Liederkranz, Cabinet, Perfecto Garcia, Tom Moore, Robert Burns, and Beringo. If a smoker can't find his favorite brand at this store he does not know what is good.

While I did not have the pleasure of seeing Maurice Rothschild, the La Palma sales star, I hear he has fully recovered from his accident of last summer. Well, M. P. has La Palmas leading the field here.

The new Mi Lola shapes, retailing from ten cents up to 25 cents, have been placed by the newly reorganized Mi Lola Cigar Company's sales force. A Java wrapped cigar, full of Havana filler, Mi Lola has long been a standard bearer for quality.

Otto Hunt is still as active as he was thirty years ago when he managed the Allanson Company store in the old Plankenton Hotel. Otto now owns a busy retail store up on Grand avenue, and he carries all the well known sellers.

The day of the three for 55 cent cigar has arrived, and little complaint, if any, is being registered by the smoker. Recent advances on Tampa-made cigars have caused many sizes of popular sellers to climb upwards.

Emil Block in Town
Emil Block, representing S. M. Frank & Company, the New York pipe house, was a visitor. He booked some fine orders for so early in the year.

Star Green, a five cent Sumatra wrapped cigar, is being placed by A. S. Goodrich & Company for the Deisel-Wemmer Company, the makers, of Lima, Ohio.

The Baer Cigar Store features a high grade Turkish cigarette that is made for them by Batt Brothers, of New York. The Baer Brand comes in gold, silver, cork, and plain ends, and retails at ten for twenty-five cents.

First Visit
On his first visit to Milwaukee for E. P. Cordero & Company, of New York, William Waldemann placed several sizes of Mi Hogar clear Havana cigars with the Loop cigar shop.

Adding to the several accounts handling F. Garcia & Brothers cigars, Harry L. Harris, the factory representative, sold five sizes of F. Garcia to the Baer Cigar Company, and closed with the Milwaukee Club to make a special label of clear Havana cigars.

Revelation tobacco in fifteen and twenty-five cent tins, is in much demand.

Dunhill cigarettes are also hitting on all sixes and the Continental Tobacco Company is cleaning up in the Cream City with these brands.

The local branch of The General Cigar Company, Inc., is at 312 Broadway. From here the trade is supplied with Van Dyck, William Penn, Robert Burns, and White Owl, and you can find these four national sellers in all the local stores.

Tom Moore Distribution
Tom Moore has a one hundred per cent distribution. Good results are obtained, on this brand for the manufacturers by D. Kurman & Company, whose jobbing house is at 612 East Water street.

The Jos. Schletz Beverage Company, formerly makers of the nationally known Schlitz beer, is about to enter the cigar jobbing field. It is reported that they may secure the Cinco distribution.

Over at 127 Sixth street are the busy offices of the El Producto Cigar Company. At present many fine El Producto displays are seen in the windows.

Ruscus All Over
It can safely be said that John Ruskin five cent cigars are the leaders in the nickel field. The Cavalla Tobacco Company who have the distribution of John Ruskins, has left no stones unturned. You can find this former eight-center in every place that handles cigars.

The Lewis Leiderdorf's retail store feature full displays of Harvester and Perfecto Garcia cigars, besides various packings of Porto Rican cigarettes.

The hotel Pfister cigar stands show their usual run of popular brands. All the boys get a show from the Hotel Pfister.

Somebody asked what had become of Ernest McKenzie. Well, let's say that Ernest is back with his old love, John Ruskin, and is covering the middle west for the I. Lewis Cigar Mfg. Company.

Weil Sells 'Em All
Looking over the cases at the Fred Weil Cigar Company's store, 369 E. Water street, we find on sale Cuesta Rey, Perfecto, Garcia, LaVenga, Cyrilla, Ignacio-Haya, La Palma, Ben Bey, Pancho Arango, Webster, Nottingham, Planco, F. Garcia, La Comporita, Tom Moore, Robert Burns, El Producto, Mi Lola, and other brands.

You will have to go a long way to find as many well known brands displayed in one case as you can find at the Fred Weil store.

Dad Mallon, at his combination cigar and haberdashery, shows a large window display of El Producto cigars.

Camel cigarettes are shown in half page advertisements in the Milwaukee newspapers.

When Jack Anderson comes here for La Vega the boys all treat him well. His new cigars are taking good with the trade.

At the local Walgreen drug stores most all of the popular brands are on sale. La Palma and John Ruskin are two leaders with this firm.—H. L. H.

Tobacco Crop Outlook

WASHINGTON, D. C., Feb. 9.—Discussing the agricultural outlook for 1926, the Department of Agriculture has the following to say regarding tobacco:

"The outlook for tobacco is that there will be no significant change in the demand for the 1926 crop. The constantly increasing consumption of cigarettes throughout the world has helped to maintain prices for cigarette types at a fairly high level, which in the absence of increases in production should continue for the crop in 1926. Chewing, snuff and dark export types are, as a rule, bringing unremunerative prices at the present time, and improvement in the situation will depend largely upon readjusting production to the manifest decrease in consuming needs. Cigar types are proving profitable except in the Connecticut Valley where stocks are excessive.—L.A.M.M.

Off For Cuba

After a long swing southward, Emil Judell, of H. L. Judell & Company, San Francisco jobbers of Manila cigars, will sail for a hurried trip to Cuba.

Canadian Vacation Over

Putting away his skis, snowshoes and toboggan, Howard Cullman returned last week from his vacation in Montreal. He saw almost as much snow as he has already observed right in New York since the recent blizzard.

Florida and Georgia

PACKERS AND DEALERS

I. Gardner, Pres. S. Spitz, Vice-Pres.
Jos. Wedeles, Sec.-Treas.

MAX WEDELES TOBACCO CO.

DEALERS IN
Fine Florida and Georgia Shade
Tobacco

Our Specialty
Shade Grown Round Tip
Quincy, Fla.

JAMES J. LOVE

Leaf Tobacco
QUINCY, FLA.

Plantations
MALONE-OSCEOLA

F. Perry May Fountain H. May
Fred L. May

MAY TOBACCO CO.

Growers and Packers of Shade
Tobacco
York, Pa. Quincy, Fla.

B. Ottinger Henry Weinberg

B. Ottinger & Co.

Fine Florida and Georgia
Wrappers
QUINCY, FLA.

A. E. Fraleigh Tobacco Co.

**GROWERS—
PACKERS—
DEALERS—**

PLANTATION 7 - HARSHOUSE
MADE IN FLA.

Florida Shade
Grown Tobacco
MADISON, FLORIDA

Tobacco Merchants' Association Of The United States



Officers and Executive Committee:

Jesse A. Bloch, Wheeling, W. V., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
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Julius Lichtenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Harvey L. Hirst, New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, counsel and managing director.

Senate Strikes Out Part of Revenue Bill

(Continued from page 4)

ufacturers, or in inducing them to use cheaper tobacco to meet this new competitor who is to pay less than half the tax that the manufacturer is paying, the real effect would be hurtful to the tobacco grower.

"So that whether from the viewpoint of protecting the tobacco manufacturing industry and the enormous revenue it produces to the Federal government, or of saving tobacco farming from a serious situation, we respectfully submit that this new and last minute amendment should be stricken from the revenue bill."

—L.A.M.M.

Mrs. Scharlin Distributes Fortune

(Continued from page 5)

the street and broke a rib, resulting in complications which caused her death four days later. Four rabbis intoned the psalms at the Pike street synagogue, and thirty children, her wards, sang the Tiliim. Twenty-five years ago Mrs. Scharlin herself made the funeral swath which encased her body, from genuine Jerusalem linen imported for the purpose.

Lumbermen Endorse Burley Pool

(Continued from page 23)

lieve that you will be willing to deny to the farmer, your best customer, a right to do what you find necessary to do yourselves to get the best results out of your businesses.

"We want the good will of the business men and in every case in which they understand our plans and purposes we have that good will. That is the reason I am glad to tell you today what we are trying to do and just how we are planning to do it. What helps the farmer helps you, too, and the co-operative marketing idea, in so far as it relates to the benefit of the farmer, no longer is an untried theory, but an established fact.

"Like you, too, we are endeavoring to develop friendly relations with our customers and with the public generally. We promise no millennium, we expect no millennium, but our association seeks the common good in the tobacco industry—the good of grower, dealer, manufacturer—just as your association is doing so much for the common good in the lumber industry, and we who buy your lumber are glad of any prosperity that may come to so large and so necessary an industry as yours in Kentucky."

Imported Tobacco, Cigars, Cigarettes

(Continued from page 27)

Tobacco from Puerto Plata

S. S. Karma —Feb. 2
V. Schall & Co.10 bags

Tobacco from Sweden

S. S. Drottningholm —Feb. 3
G. Ekstrom1 case

Tobacco from London

S. S. London Commerce —Feb. 3
Metropolitan Tobacco Co. 3
Faber, Coe & Gregg 3
United Cigar Stores Co. 8

Tobacco from Southampton

S. S. Ausonia —Feb. 3
F. Murray Hill, Inc.4 cases
S. S. Olympic —Feb. 4
Downing & Co.1 case

Tobacco from Buenos Aires

S. S. Brazilian Prince —Feb. 5
G. W. Helme & Co.100 bags

Cigars from Porto Rico

S. S. Coamo —Feb. 1

Cases	Bid	Asked
Bosch Bros. ....36	152	154
J. Klorfein .....32	100	103
Porto Rico American Tobacco Co. ....9	12 1/2	13 1/2
F. Bonilla .....3	89 1/2	118 1/2
C. Schavirin .....3	120 1/2	121
Porto Cuba Corporation .....2	107 1/2	108 1/2
I. Lewis Cigar Mfg. Co. ....40	119 1/2	119 3/4
S. S. Ponce —Feb. 2	63 3/4	64
Madera Tobacco Co. ....5	97	100
Infanzon & Rodriguez .....11	112 1/2	112 1/2

Cigars from Havana

S. S. Siboney —Feb. 3

Cases	Bid	Asked
Central Union Trust Co. ....10	92 3/4	93
General Cigar Co. ....4	39 3/4	40
M. J. Dalton Co. ....1	113	116
D. Frank Co. ....2	110	140
Charles & Co. ....4	95 1/4	95 1/2
United Cigar Stores Co. ....5	98	98 1/2
J. B. Moors Co. ....3	108	110
H. W. Allison .....2	85	85 1/2
B. Wasserman Co. ....5	116	119
T. H. Hart & Co. ....5	59	61
J. Wagner & Sons .....3	112	...
Park & Tilford .....7	...	...
Faber, Coe & Gregg .....2	...	...
R. Ross, Inc. ....3	...	...
J. T. Snyder .....1	...	...
C. B. Perkins Co. ....1	...	...
S. S. Pierce Co. ....1	...	...
G. S. Nicholas & Son .....2	...	...

Cigars from Manila

S. S. President Harrison —Feb. 1

Cases	Bid	Asked
General Cigar Co. ....2	115	118
Cohn Bros. Cigar Co. ....7	97	99
United Cigar Stores Co. ....8	43 1/2	45
Meritas Commission Co. ....20	102	102 1/2
J. S. Freeman & Sons .....12	25 1/2	26 1/2
Austin, Nichols & Co. ....11	14 1/2	15
Hamilton, Harrison & Co. ....22	18	20
Perflectos Co. ....2	93 1/2	94 1/2
Hamilton, Harrison & Co. ....5	114	117
F. A. Davis & Sons .....13	126	130
S. Frieder & Sons .....62	103	109
United Cigar Stores Co. ....201	24	25
Crance Cigar Co. ....3	75	75
Hamilton, Harrison & Co. ....5	80	80
F. A. Davis & Sons .....13	188	192
S. Frieder & Sons .....62	100	102
United Cigar Stores Co. ....201	46	49
Crance Cigar Co. ....3	21	22
Hamilton, Harrison & Co. ....5	70	79
C. G. Wilson, Inc. ....18	71	74
Philippine Tobacco Co. ....21	99	101
Hotthorn, Litrodt Corporation .....15	...	...
Hensel, Bruckmann & Lorbacher .....1	...	...
Charles & Co. ....2	...	...

Cigarettes from Glasgow, Scotland

S. S. Caledonia —Feb. 1
Faber, Coe & Gregg1 case

Cigarette Paper from France

S. S. President Harrison —Feb. 1
P. J. Schweitzer, Inc.97 cases
S. S. Independence Hall —Feb. 2

Cases	Bid	Asked
American Tobacco Co. ....700
R. J. Reynolds Tobacco Co. ....700
De Manduit Paper Corporation ....428
S. S. La Savie —Feb. 6
F. P. Gaskell .....20
General Leaf Tobacco Co. ....1

Cigarette Husks and Paper from Holland

S. S. Blommersdyk —Feb. 6
A. B. Newman Company3 cases

Pipes from France

S. S. Vincent —Feb. 1
F. Murray Hill Co.20 cases
S. S. Savioe —Feb. 6
Cases
F. W. Woolworth Co.16
On order3

Pipes from Southampton

S. S. Ausonia —Feb. 3
F. Murray Hill, Inc.4
S. S. Olympic —Feb. 4
A. Oppenheimer & Co.3 cases

Pipes from Rotterdam

S. S. Blommersdyk —Feb. 6
American Clay Pipe Works198 cases
Smokers' Articles from Southampton
S. S. Olympic —Feb. 4
Murray Hill & Co.6 cases

Listed Tobacco Stocks

Closing Prices Monday
Reported by Marketwyse

Cases	Bid	Asked
American Snuff .....152	154	103
American Snuff pfd .....100	103	13 1/2
American Sumatra .....12 1/2	13 1/2	89 1/2
American Sumatra pfd .....89 1/2	118 1/2	107 1/2
American Tobacco .....120 1/2	121	119 1/2
American Tobacco pfd .....107 1/2	108 1/2	63 3/4
American Tobacco "B" .....119 1/2	119 3/4	97
Consolidated Cigar .....63 3/4	64	112 1/2
Consolidated Cigar pfd .....97	100	114
General Cigar .....112 1/2	112 1/2	114
General Cigar deb. pfd .....114	115	115 1/2
General Cigar pfd .....114	115 1/2	93
Liggett & Myers .....93	94 1/2	120
Liggett & Myers pfd .....120	123	92 3/4
Liggett & Myers "B" .....92 3/4	93	39 3/4
Lorillard, P. ....39 3/4	40	113
Lorillard, P. pfd .....113	116	110
Reynolds, R. J. Co. pfd .....110	140	95 1/4
Reynolds, R. J. "B" .....95 1/4	95 1/2	98
Tobacco Products .....98	98 1/2	108
Tobacco Products "A" .....108	110	85
United Cigar Stores .....85	85 1/2	116
United Cigar Stores pfd .....116	119	59
U. S. Tobacco Co. ....59	61	112
U. S. Tobacco Co. pfd .....112	...	...

Inactive-Unlisted Stocks

Closing Prices Monday
Reported by Stone, Prosser & Doty

Cases	Bid	Asked
American Cigar .....115	118	97
American Cigar pfd .....97	99	43 1/2
Bayuk Cigars .....43 1/2	45	102
Bayuk Cigars 2nd pfd .....102	102 1/2	14 1/2
British-American Tobacco .....14 1/2	15	18
Continental Tobacco Co. ....18	20	93
Eisenlohr & Bros. pfd .....93	97	69 1/2
G. W. Helme Co., new .....69 1/2	69 3/4	114
G. W. Helme Co., pfd .....114	117	126
J. S. Young .....126	130	103
J. S. Young pfd .....103	109	24
Imperial Tobacco .....24	25	75
International Cigar Machine .....75	75	80
Johnson Foil .....80	80	188
McAndrews & Forbes .....188	192	100
McAndrews & Forbes pfd .....100	102	46
Mengel Co., com. ....46	49	21
Philip Morris .....21	22	70
Porto Rican A. T. Co. ....70	79	71
Universal Leaf com. ....71	74	99
Universal Leaf pfd .....99	101	...

Foreign Exchange Rates

In the subjoined table the quotations on sterling represent dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint except in countries with the silver standard, where parity fluctuates with the price of silver.

Closing Rates Monday

STERLING—Par \$4.86 1/2 per sovereign.
Demand, \$4.86 1/16 Cables. \$4.86 7/16
FRANCE—Par 19.3 cents per franc.
Demand, .370 Cables. .370 1/2
ITALY—Par 19.3 cents per lira.
Demand, .402 1/2 Cables. .403 1/2

EDGEWORTH



TWO STANDS for dealer

Send us a trial order for satisfaction.

LARUS & BR.
Richmond, Va.

Belgium—Par 19.3 cents per franc.
Demand, .454
Germany—Par 23.8 cents per franc.
Demand, .23.81
Austria—Par 14.07 cents per franc.
Demand, .14.125
Denmark—Par 26.8 cents per franc.
Demand, .24.59
Greece—Par 19.3 cents per franc.
Demand, .1.44
Holland—Par 40.2 cents per franc.
Demand, .40.08
Hungary—Par 20.3 cents per franc.
Demand, .00144
Norway—Par 26.8 per krona.
Demand, .20.30
Poland—Par 19.3 cents per franc.
Demand, .14.00

Swiss Dealers

(Continued from page 24)

market may be of interest to the standpoint of absorbing supply and for advertising purposes study of its possibilities is indicated.

It is said that one of the making propositions in Switzerland is the possible increase in a certain low-priced American cigarettes which has come to the comparison with foreign brands.

The regular type of smoking that is now being consumed in the land is put up in a package of little more than two ounces of 1.20 Swiss francs. This is a foreign company operating in the factory.

The market in Switzerland for smoking tobacco is appreciated, due chiefly to the preparation of which are no longer in Switzerland.

Pipe smoking in Switzerland is enjoyed chiefly by the farmers and similar folk. Its indulgence is not in restaurants. Amateurs who are given to pipe smoking, it is on the increase.

Weitnauer & Company, Ltd. are the largest importers of foreign manufactured tobacco products.—L.A.M.M.

CLASSIFIED ADVERTISING

FRIEDMAN TOBACCO CO.
CORP. 469 Kent Ave., Brooklyn, N. Y.
sells cuttings, scraps, stumps, any quantity.

"COULSHAW" RUM MAURITIUS
Agencies are to be appointed in Canada for the "Coulshaw" Pipe. The outstanding success of the National Tobacco Exhibition, 1920 Oshawa, Ontario, has led to the purchase of the "Coulshaw" Pipe Company, care Commodore's Office, New York, who, together with his family, will be leaving England for Australia by the Aquitania.

ington, Ky., Feb. 13.—Since L. S. Briggs, who was elected to the presidency of the Bradley-Brown Company of this city three years ago, the presidency of the company has been vacant until a few days ago, when Mr. W. E. Briggs, who has been active head of the business, was elected to the office designated as president. W. E. Briggs, who has been secretary-treasurer, has remained in the same position, and the company to enter the coal field, and factory superintendent. Mr. W. E. Briggs has been elected to the position formerly held by Mr. Culbertson, who has been elected to fill the position formerly held by Mr. Culbertson. The election was caused by the resignation of Mr. Culbertson.

of the local house will be looked after by Morris Frieder and Herbert Frieder.

Just Like That!

"Day by day, in every way, business is getting better and better," said the genial Frank Rohde, of Rohde & Co., paraphrasing the celebrated Dr. Coue. "It takes work to keep things moving in these days of keen competition, but it can be done. As I have said before, big fish are eating up the little fish who venture out into deep water, but that is a law of nature, and there is no use of complaining about it. We have been working at normal capacity right along and I believe it safe to predict that business conditions will continue to improve."

Illness Releases Its "Grip" on Max

Max M. Guggenheim, jobber, who has been laid up at home a few days with a mild case of the grip, is once more back at his desk. "We are still making some gain," he explained, "and even though it is not as large as we would like to see it, it is enough to show that general conditions are getting better."

Demand Increasing Gradually

Samuel D. Hachen, of the Hachen & Rothert Cigar Company, makers of Marguerite and Gath brands, left a few days ago on a business trip to St. Louis, Chicago and other cities in the west. In the meantime Oscar W. Rothert is looking after affairs in the office and factory. The demand is increasing gradually, he reported, and their production is normal for the season.

In Again

At the annual meeting of the directors of the Cigar Makers Co-operative Company, Fred G. Schnabel was re-elected president. The following officers were also chosen to serve another year: Joseph A. Kroger, vice-president; H. Huemeyer, treasurer; O. L. Knopf, secretary, and Eugene Merg, assistant secretary. A dividend of \$1 a share was declared on the common stock of the company.

Preparing for Expansion

Joseph Knecht, cigar manufacturer, is at present spending much of his time in looking after the remodeling of his new building at 705-11 Sycamore street, into which the plant will be removed as soon as the work is completed. He reports that business is good, with a satisfactory demand for his Tampico and El Rico brands. More room is needed for the production department, he stated, and for this reason he hopes to be able to move the business into its new home very soon.

To Bask with the 'Gators

Edward F. Ibold, president of the Peter Ibold Company, cigar manufacturers, has gone to Florida, accompanied by Mrs. Ibold, to spend the remainder of the winter. Peter M. Ibold, vice-president and treasurer of the company, has just been honored by being made president of the Cincinnati Gym Boat Club.

Output Increasing Right Along

Samuel Besuner, who about a year ago re-entered the cigar manufacturing business in a small way, after having retired for several years because of ill health, reports that he is increasing his output right along. He is confining himself to two brands, Information, retailing at five cents, and Argument, retailing at three for a quarter, both of which have clear Havana filler. "I have great success in selling my product," explained Mr. Besuner, "because I can offer each prospect both needed 'information' and excellent 'argument' for buying." Mr. Besuner is a very interesting character, and his neighbors at Court and Vine streets frequently drop in to chat with him. Information and Argument are always forthcoming as desired, either in the shape of a "smoke" or in words, or both.

In the Regular Advance Guard

A gratifying increase in business in the past two weeks is reported by Adler & Pollock, the Court street jobbers. Dutch Masters is one of their leaders and another is the Henry George. Many

retailers of the city are featuring one or both of these brands in their show windows.

A New Roby Invention

Drawings for a new automatic scrap-feeding machine have just been completed by H. L. Roby, inventor of the Roby cigar machine and other devices. It is to be attached to the Roby pressing and shaping machine, enabling one girl to produce from four to five thousand scrap bunches per day, these being shaped, pressed and ready for the rollers. An exhibit of Roby appliances is at 627 Walnut street.

DeBrul Soon to Be on Desk Duty Again

Clarence J. DuBrul, president of the Miller, DuBrul & Peters Manufacturing Company, has just returned from a trip to New York, where he went to visit the Tobacco Show. He has almost regained his usual strength, after a prolonged illness, and he expects to be able very soon to be back at his office regularly.

Window Display Genius

The Peter Ibold Company, manufacturer of cigars at Ninth street and Central avenue, which also has a retail store at the same address, has discovered that it has in its office two expert window dressers, these being Misses Sue Beischel and Alma Forste. These two young ladies arranged a "crowd-collecting" display of the Original Ibold and Pico Cino brands a few days ago, and as a result of their artistic success they will be asked to dress the windows from now on.

Richard Bruning is on an extended trip through Michigan and Illinois, in the interest of John Staun & Company, leaf dealers. William Staun, of this firm, returned a few days ago from a successful trip through Ohio.

Playing a Safe Game in Florida

Charles Krohn, of Chas. N. Krohn & Company, the Walnut street jobbers, who has gone to St. Petersburg, Fla., for a stay of several weeks, writes back that the golfing is fine and he is making record scores. Gus Nuhall, cigar broker, of Altoona, Pa., is also in St. Petersburg, and he and Mr. Krohn often form a twosome on the links. Eugene Clark, formerly with J. Blaufeld & Sons, Knoxville, Tenn., has just become chief clerk and window trimmer in the Krohn retail department. Maurice Rubin has joined the Krohn city sales force, succeeding O. A. Betz, who has gone into another line of business. Mark Kloter, of the Deisel-Wemmer was a recent visitor at the Krohn establishment, stopping a day here while en route to Florida. Another caller was I. R. Snyder, of J. J. McCauley & Sons, Uricksville, O., who was here this week, in the interest of Double Dutch stogies.

Fear Results of Proposed Kentucky Sales Tax Law

Manufacturers and jobbers are very fearful of the proposed tobacco-tax law which is before the Kentucky legislature. "At first glance it may seem that Ohio people should not concern themselves about this affair, but as a matter of fact it is probable that the enactment of the law would affect us very much, and also members of the tobacco trade in other states," said a leading Cincinnati jobber. "It would probably affect us because if Kentucky, which is a leading tobacco state, should pass the law, other states might follow its example and do likewise. For this reason we can with propriety make an effort to defeat the bill."

"The proposed law is bad for the tobacco interests from every standpoint. It imposes a high tax, but this is not the worst feature. The worst thing about it is the manner in which it proposes to impose the tax, which is by means of stamps. These stamps must be affixed by the persons who bring the cigars, cigarettes or other tobacco products from another state. Why, if a man should buy a box of cigars or even a package of cigarettes here in Cincinnati, and then crosses the bridge into Covington, he would have to get a stamp and affix it to the package. This is only one of the many unreasonable

hardships it would impose. The retailers would have to stamp every package they receive from another state. As I see it there would be so much 'tobacco bootlegging' that the cost of enforcement would be greater than the revenue."

Outlook Seems Favorable

The Henry Strauss Company, the Sixth street jobbers, have just received their first shipment of the new William Penn packages, these being boxes of fifty, with the cigars hand. "These packages have already become very popular and they are moving rapidly," said Bert Cunningham, sales manager. Chas. L. Strauss, vice-president, has just returned from a visit to Lexington and Frankfort, Ky. "The first two weeks of February have shown an increase," stated David L. Strauss, president, "and the business outlook seems to be favorable."

Jobbers Organize

Local jobbers in the tobacco trade now have an organization, known as the Credit Bureau. This was formed at a meeting held the evening of February 10. It started off with a membership of ten concerns, these being leading jobbers who handle approximately ninety per cent of the city's business, and others have expressed the intention of joining. F. H. Elsnor, manager for Chas. N. Krohn & Company, was chosen as chairman and R. K. Chapman, of the Cincinnati Credit Bureau, was made secretary.—WALT.

Tobacco Situation

(Continued from page 3)

air cured, and Virginia sun cured types. Almost without exception they have suffered decline in prices for the 1925 crop compared with 1924, notwithstanding the fact that the supply of the group has declined about 22 per cent during the past two years. The demand for chewing and snuff, if not actually declining, is at least not growing. Furthermore, the greatly increased production of similar types of tobacco in foreign countries has made serious inroads on the foreign market for the American dark fired types. Italy, which in the past has been an annual purchaser of 38 to 40 million pounds of dark fired tobacco, is not only producing practically all of its own tobacco, but to some extent is competing with American leaf in other foreign countries. Great Britain has greatly stimulated production in her colonial possessions by giving them the benefit of differential import duties. Also, in practically all countries the cigarette habit is taking the place of other forms of tobacco use. The result of these influences is shown by the declining exports and lower prices paid to growers. Green River exports show an increase over 1924, and the present low prices are partly due to the poor quality of the crop.

The prospects for improvement in either foreign or domestic demand are far from encouraging. Rather, it is logical to expect a further decrease in market needs, at least until such time as new markets can be found and developed. It is still true, however, that wrapper grades of dark fired tobacco are bringing remunerative prices, but unfortunately only a small percentage of the crop runs to the higher grades.

Two objectives should, therefore, be kept in mind by the growers for 1926—to readjust their total production in accordance with the undoubted decrease in demand, and strive for betterment of quality. Both objectives can be accomplished by restricting plantings to such an acreage per man as can be given intensive care during the cultivation and curing of the crop.

One sucker has become one of the least profitable types to grow. The consumption during 1925 reached the lowest point since the war, and stocks are higher than for several years past. Its foreign trade is unimportant, the principal use being for plug, twist and snuff. This type is, therefore, being crowded out by the swing of popular taste to cigarettes.

Virginia sun cured, a plug type, is likewise on a decreasing scale, both of

production and consumption are the lowest on record, although a crop was produced in 1925.

Virginia fire cured has maintained a high average price per pound compared with western fire cured types, understanding the fact that consumption has been on a downward scale, and prices are unusually high. The factors are adversely affecting the western may be expected ultimately also against Virginia dark.

Cigar Types

The cigar trade has lost many recent years due to the increasing popularity of the cigarette. The favorable signs for its revival appear as a noticeable trend toward 5-cent and a prospective reduction in price on cigars.

The past year witnessed an increase in the number of new nickel brands, considerable in part by economies in manufacture. Class A cigars, selling at 10 cents, show slightly increased sales, whereas Class B, two for fifteen cents, have decreased, and Class C, fifteen cents, have remained about the same. With further attention to production of low priced quality cigars, there should develop a broad market for cigar leaf, at fair prices, for the types grown in Pennsylvania, Miami Valley, and Wisconsin.

In the Connecticut Valley, the production of the tobacco growers is acute. Abnormally large stocks have accumulated and the price has declined sharply. Stockholders to consist to a large extent of the middle grades such as go in C cigars, two for fifteen cents, the price of which are declining. Material of tobacco production in this area appears inevitable.

United States Tobacco Company's Show

Report of the United States Tobacco Co. for 1925, showing record earnings of \$5.01 a share on 381,125 of no par common, the first of results of snuff manufacturing companies from last year's operations indicates conditions were favorable to the industry; this in spite of a decline of 3% in the total production of 1925. Net income of \$2,298,300 compares with \$2,197,082, equivalent to a common share, in 1924. The previous year, says the VII Journal. In 1923 the net was \$580, or \$4.52 on common.

Balance sheet as of December 1925, shows the company to be in financial shape. Cash totals \$781,201. Bills receivable were \$1,000, and accounts receivable under \$3,500,000, while payables only \$64,956. Reserve for advertising, insurance, etc., was \$1,092,735.

There was carried to surplus \$1,092,735, bringing profit to \$4,044,084 from \$3,276,803 from operations in 1924 was 60%.

Applications to List

Applications to list the following securities on the New York stock exchange are pending before the committee on stock list:

Schulte Retail Stores Co. 639,375 additional shares of common stock without nominal or par value.
Liggett & Myers Tobacco Co. 401,325 additional common stock (\$25 par value).

Loeb in Connecticut

Passing through New York City to Hartford, A. Loeb, of K. Straus Company, Philadelphia leaf dealer, marked that the Centennial City was improving every day not

1905
HARVESTER 104

Glass Covers— Display Cabinets

FOR

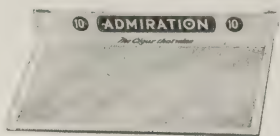
Cedar Box, Round and Square Cans that will be a fitting companion for your merchandise.



Robin Skall Display Case Co.

183 Wooster St., N. Y. City

Service - Quality



Also Made for 2 & 3 Box Displays

Aggressive Methods More Effective Than Super-Salesmanship

Wash., Feb. 9.—Central Cigar Store, 1207-160 North La Salle street, is to open a branch at 1207-160 North La Salle street and install new front near future.

Ill., Feb. 13.—Cliff Supply Co., 1207-160 North La Salle street, has been incorporated as a cigar, tobacco and confectionery business, with a capital of \$8,000. Partners are Israel Gorindar and Abner Gold-160 North La Salle street.

Mass., Feb. 15.—Gaetano M. 22 Main street, must vacate his and confectionery store here by Feb. 15. The store is to be razed, and new store not yet decided upon. Previous sites are being investi-

PA., Feb. 15.—Samuel 29 East Third street, has purchased the Cigar Store, at this place, the estate of the late G. M. Mr. Rubin is to remodel the premises thoroughly. Will be in the market for new fix-

N. J., Feb. 13.—M. Irwin, 100 East Broad and Saint streets, has opened a cigar and confectionery store here.

N. Y., Feb. 15.—D. A. 11, is to open a branch here at the Prager Building, Third and Third street, next month.

Vt., Feb. 15.—Verne Blodgett, 11, has purchased the cigar and confectionery business of L. E. Weinle.

Pa., Feb. 15.—Mati Kott, 11, is opening a new store on North street, at the corner of 11th street. The building will be completed in about 10 days.

Mass., Feb. 15.—Clarence D. has purchased the cigar and confectionery business of Johnson at the Sanford Hall Block. The building is now being incorporated as a News Company, with a capital of \$5,000.

Feb. 13.—Thomas Armbruster, 11, has opened a cigar and billiard store here.

OKLA., Feb. 12.—R. F. 11, has purchased the cigar and confectionery business of M. C. Poyner.

STON, Pa., Feb. 15.—Jacob 11, has purchased the hotel, cigar and confectionery business here of T. Calhoun. The building is to be remodeled into a modern tourists' inn of an attractive type.

PHILADELPHIA, Pa., Feb. 15.—D. A. Schulte, Inc., is to open a branch at Broad and Arch streets, this city.

HARRISBURG, Pa., Feb. 15.—Charles H. Koch, Second and Walnut streets, this city, suffered a loss by fire to his cigar stock last week, Wednesday, to the extent of \$600.

STATESVILLE, N. C., Feb. 13.—Ira Hefner has purchased the cigar and lunch business in the Hoben Building in about two weeks.

Wash., Feb. 9.—Central Cigar Store, 1207-160 North La Salle street, is to open a branch at 1207-160 North La Salle street and install new front near future.

NORTH PLAINFIELD, N. J., Feb. 15.—Henry Dreier, 11 Prospect place, is to open a new cigar store at 227 West Front street, Plainfield, N. J., in about three weeks.

PHILADELPHIA, Pa., Feb. 15.—Morris Rosen, 1213 Jefferson street, has purchased the cigar business of George Abrams.

BOONE, Ia., Feb. 13.—O'Connell & Gadd have opened a cigar and billiard business at 810 Keeler street.

DAYTON, O., Feb. 13.—John Hanos has opened a cigar and confectionery store at 702 East Monument street, this city.

SHREVEPORT, La., Feb. 13.—John Hanos has opened a cigar and confectionery store at 702 East Monument street, this city.

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EAST ST. LOUIS, Ill., Feb. 13.—Melba Cigar Store is to open in about one month at Thirteenth and Lynch streets.

CUMBERLAND, Md., Feb. 13.—Harry Miller is to open a cigar and provision business at 239 Virginia avenue about April 1.

WILLIAMSPORT, Pa., Feb. 15.—H. Bert Jackson has purchased the cigar and billiard business of T. J. Donovan, 2 East Market square.

NORMAN, Okla., Feb. 13.—J. E. Halbert is to open a cigar and confectionery business at 102 East Main street.

BETHLEHEM, Pa., Feb. 15.—Peter W. Rau has purchased the cigar and billiard business of John H. Miller in the Kurtz Building.

SHELBYVILLE, Ind., Feb. 12.—H. W. Becht is to retire from the cigar and confectionery business on South Harrison street in about one week.

Forty More Machines for Swisher Plant

JACKSONVILLE, Fla., Feb. 13.—With the recent visit here of Carl Swisher, Sr., and Carl Swisher, Jr., it has been announced that the local King Edward cigar factory is to have forty more cigar machines. These machines will increase the total in the Swisher plant to an even hundred, all to be set up and in running order by July at the latest.

Night shifts have been the rule at the Swisher factory since October, and this condition will not be much relieved by the addition of the new machines, because orders are accumulating faster than cigars can be made.

In November of last year the Swisher shops made a record gain, and in December they produced 2,600,000 more cigars than they did a year ago. More than a fifty per cent gain was registered by the Swisher factories in 1925. Superintendent Horace B. Coulter is responsible for the manufacturing success, and the Swishers, father and son, look after the administration of the business.

Sumatra Inscriptions Soon

March inscriptions in the Amsterdam market are of present interest to the New York importers. L. Schmid & Company, Inc., 138 Water street, report a growing demand for light colors of good yield, and they say trade far surpasses that of last season.

John Duys to Sail

In order to be at the opening of the Spring inscriptions in Holland, John Duys is to sail shortly for Amsterdam. He reports both Sumatra and Java sales far above those of last year, and he looks for much interest in the forthcoming auctions.



The Super-Salesman Who Thinks He Can Sell Anything from Suspenders to Suspension Bridges.

WILIAMSPORT, Pa., Feb. 15.—Theodore Gohrs, 1170 West Fourth street, has purchased the cigar and lunch business of Edward Betts.

PORT CHESTER, N. Y., Feb. 15.—Sava & Halligan, 112 Westchester avenue, have opened a cigar and stationery business here.

COALDALE, Pa., Feb. 13.—Harry J. Piliak is to open a cigar and lunch business in the Hoben Building in about two weeks.

KINSTON, N. C., Feb. 13.—John T. Sutton is to open a cigar and provision business on Rhodes avenue in about two weeks. He is in the market for fixtures.

FARMINGDALE, N. Y., Feb. 15.—M. Nitzberg has purchased the cigar store, including United Agency, of Harry Newman on East Main street.

TOBACCO SEED

Slate Seed Company

Largest Tobacco Seed
Producers in the World

SOUTH BOSTON, VA., U. S. A.

ESTABLISHED 1854 THE JOHN BERGER & SON CO.

PACKERS OF
LEAF TOBACCO
MAIN OFFICE
IMPORTERS OF
315 MAIN STREET
CINCINNATI, O.
HAVANA AND
SUMATRA

WAREHOUSES
Germantown, O.
Lancaster, Pa.
South Windsor, Conn.
Havana, Cuba.

Wisconsin Weed Moving Out Rapidly

Thousands of Tons Recently Weighed Up and Paid for by Buyers—Prices Stick Near Peak—Pool Suing Members and Others—Edward McDonough Dies in Accident.

EDGERTON, Wis., Feb. 14.—The weather the past week was favorable for the delivery of the money weed of the state, and thousands of tons were weighed up and paid for by the buyers. The tobacco is coming in in good order, and the farmer is "pulling down" better checks for it than he has in years.

The buying of the new is still on full clip, and it is beginning to get pretty scarce. Prices are as stiff as ever, if not stiffer, but more crops have gone in the south for fifteen and five than in previous weeks, because the fancy crops are well bought up, and the buyer seldom runs across a crop unsold these days that makes his mouth water to look at it. Those have all gone. In the north too, more common crops are about the only kind to be found, and eighteen to twenty-three cents have been the running prices this last week.

Activity in Tobacco Fields

Lorillard, Cullman, General Cigar, American Cigar, Fendrich, Harper, and William McIntosh, are among those who have been the most active in both the northern and southern binder fields. While Rose & Wobbe, Frank McIntosh, Haskins, Eckhart, and Weil & Son-Meyer & Mendelsohn, have bought only in the northern areas.

The most popular subject now being discussed among operators of the trade is the percentage of the 1925 crop that will be delivered to the Pool. Notwithstanding the fact that no payments are being made to the grower of the promised money realized on the huge sales last December of the '24 crop until his '25 crop is safely tucked away in a Pool warehouse, there is no disputing the rumor that more farmers have sold away from the Pool this year than ever before.

Opinions Vary

It may be possible to find a man in the trade that thinks the Pool will receive more than 40 per cent of the state's crop, but many state that the Pool will not receive more than 25 per cent in either north or south. There is no disguising the fact that the Pool officials have been compelled to at last go into the courts to hold their farmers in line, and this is in spite of the fact that the Pool, for the first time, has been holding up all payments on the old tobacco until the '25 crop shall be delivered. The fact that the Pool has been compelled to sue many growers for the first time in their history, shows that the big "whip," holding moneys, has not fully succeeded in holding the hard-pressed growers in line.

Pool Issues Statement

The Pool issued the following statement to the press after announcing suits against John Dahle, until last July a director of the Pool since its inception, and Ole Olson Fosheim. These two men are two of the biggest and wealthiest farmers in the entire tobacco belt. Fosheim is among the first half dozen growers of tobacco in the state, in the amount raised. The Pool statement follows:

"Several suits have been started against members of the tobacco pool, in which the members have been temporarily enjoined from selling or delivering their tobacco to others than the Pool. Several of those to be sued have already agreed to deliver their tobacco to the Pool. Temporary injunctive orders were issued recently by Hon. Rufus B. Smith, court commissioner of Dane county, against Ole T. Oleson (writer's note, better known as Fosheim), and John Dahle. Mr. Dahle was formerly a director of the pool, but was not elected. He heretofore has delivered all of his tobacco to the Pool, but

the Pool was informed that he intended to deliver his tobacco to Bloch Brothers this week and was compelled to resort to injunction to prevent him from doing so.

"Ole T. Oleson is the father of Irwin Olson; he raises tobacco on a large number of farms in Dane county. The son is a buyer for Bloch Brothers Company. With full knowledge that the tobacco came from his father's farm, Irwin received one of the crops from one of his father's farms.

"Irwin Olson (writer's note: Irwin worked for the Pool for over two years in an important capacity in Madison), has done a great deal of loose talking about the Pool, and he has gone so far in his efforts to induce members of the Pool to break their contracts with the Pool that a suit has been started against him to enjoin him from further interfering with the contracts of the Pool. He is in the employ of Bloch Brothers, and in spite of repeated protests to Bloch Brothers that Oleson was taking crops with full knowledge that they were pooled crops, he has been retained in their employ. Because of that fact that he was employed by Bloch Bros., it was necessary to make them a party to this suit, and this action is now pending in the circuit court of Dane county. Irwin has been subpoenaed to appear before Hon. Smith for examination, Monday, February 15, at which time he will be called for a full disclosure of all his transactions with pool members.

Action Against Bloch Bros.

"The Pool has started an action against Bloch Brothers to replevin from them all pool crops which have been purchased from by Irwin, or any other buyer, and in that suit Mr. Oleson has been subpoenaed to appear before Court Commissioner Smith, and tell all about these transactions.

"Mr. Olson has claimed to know a large number of pool members have broken their contracts by delivering their tobacco to him for Bloch Brothers, and he will be called upon at this adverse examination to give the names of those from whom he has purchased.

"Several of the suits started by the pool are against Vernon county growers.

"Perhaps the most interesting phase of the legal action to the members of the trade will have to do with the test of the replevin action against Bloch Brothers.

The Legislature of '23 of the State passed a law whereby the Pool was empowered to register contracts with the town clerks of the various townships much the same as a mortgage is registered, and the blame was thereby put upon the buyer, and if any crop went away from the Pool by the action of a dissatisfied grower, the Pool could recover the crop from the company that bought by replevin action.

This fight will be as spectacular as the famous Pool-Bekkedal suit, but will be more bitter, as it is strictly between the Pool and its members. The disintegrating of the Pool morale may be easily realized by the prominence of those involved in the suit in Dane county. Irwin Oleson, formerly was one of the most important officers of the Pool; John Dahle was a director of the Pool since it began, until his resignation took place last August. Ole Olson Fosheim is one of the most prominent pool members, and one of the biggest land holders in the state.

Killed in Auto Accident

The tobacco trade of the state was startled by the death of Edward McDonough in an auto accident last Thursday afternoon. He hit a telephone pole while traveling at a high rate of speed

in a heavy coupe, and was instantly killed. It happened at a corner on a concrete highway. Mr. McDonough for 28 years was a foreman of McIntosh Brothers, and since the dissolution of that famous firm, he was acting in the same capacity for William McIntosh. All warehouses in Edgerton will close down Monday in his honor. He was known throughout the trade of this state and others, and was universally rated as one of the best warehouse experts in the entire business. Many famous operators thought he was about the best they knew of. He will be long missed by everyone, and his widow has the sympathy of everyone.—BADGER.

Greenville Mart Closes Successful Season

GREENVILLE, N. C., Feb. 12.—The Greenville tobacco market, which closed today for the season, has experienced during the past twenty-one weeks, during the time the market was open, the greatest and biggest selling period in its history. The market has sold for the season 46,162,602 pounds, for an average in price of \$26.02, which represents \$12,009,796.55 that has been paid out to the growers marketing here, which include farmers from twenty-six counties of North Carolina, and several from three adjoining states.

Never since the birth of the Greenville market thirty-four years ago has there existed such a spirit of co-operation among the warehousemen and representatives of the various buying interests as has been shown this season, and this one factor has been responsible for much of the growth that the market has enjoyed in the number of pounds sold. R. M. Garrett, recognized as one of the leading tobaccoists of this and other states, who has served in the capacity as president of the Tobacco Board of Trade, has directed his efforts untrigingly to the end that Greenville might acquire the reputation as the best market in the State.

Several times during the season just closed there has been need of an additional set of buyers, but with continuous sales, when occasions demanded it, the three sets employed have handled the situation very satisfactorily. But the warehousemen and buyers alike have already begun to agitate for the fourth set of buyers for the coming season, and a committee has been appointed from the board to confer with all the executives of tobacco concerns buying here for the additional set, which there is almost a certainty will be in existence at the opening. The three sets of buyers have during the season bought and handled more than 15 million pounds of the "golden weed" for each set, which is considered as possibly a record for the same number of buying force.

Plans have already been perfected for a considerable increase in the capacity of the sales houses as well as the re-drying and other buildings necessary for the handling of the tobacco, and some of the plants expect to even double their former capacity.

There was approximately eighteen million more pounds sold on the market this season than there was for the season of 1924, when there was a total of 28,064,126 pounds offered for an average of \$24.23 and a total sum of \$6,799,861.93.—K. W. COMB, Secretary and Treasurer of the Greenville Tobacco Board of Trade.

The Winston-Salem Season Average, \$17.05

WINSTON-SALEM, N. C., Feb. 13.—With the week ended yesterday, this market almost reaches 40,000,000 pounds; and prices are firm on all cigarette and pipe tobaccos with color. During the first part of the week sales were rather heavy for this season of the year, but on account of the harsh weather of the past few days they were rather light.

About five per cent of the offerings were of the better grades, about thirty per cent of the common grades and about sixty-five per cent of the nondescript, common types. Sales for the

week, 1,290,596 pounds. Sales for the season, 39,738,643 pounds, which is the sum of \$6,770,273.69, making an average for the season \$17.05.

Only a few million more pounds sold, or less, remain to be sold.—McFARLANE.

Lexington Sales

LEXINGTON, Ky., Feb. 15.—Tobacco sales on the five independent warehouses here last week brought 1,863,335 pounds, which brought 916.20; an average of \$18.06 per dried pounds.

Sales the week before totaled 4,510 pounds for \$461,429.49, at an average of \$19.21 a hundred.

Total sales to date for this season are 23,230,415 pounds for \$497,078.41 at an average of \$21.39 a hundred, according to figures of Ben Boon, supervisor of sales for the Lexington independent houses.

Tobacco warehousemen Saturday the independent loose leaf houses remain open as long as tobacco is brought into town. The season usually ends about April 1.

The Geary house Saturday reported the week's total sales were 9,000 pounds for \$95,408.60, at an average of \$19.89 a hundred.

The Jewell house last week dried 238,400 pounds for \$46,736.43, at an average of \$18.78 a hundred.

The New Independent house sold 372,290 pounds for \$67,028 at an average of \$18 a hundred.

The People's house sold 29,000 pounds for \$64,610.75 at an average of \$17.75 a hundred.

The Virginia Avenue house dried 372,220 pounds for \$65,123.52 at an average of \$17.22 a hundred.

Sales started this morning at 10 o'clock at the New Independent and Virginia Avenue houses.—J. S. McFARLANE.

Clarksville Average, \$18

CLARKSVILLE, Tenn., Feb. 13.—Sales on the Clarksville Loose Leaf Tobacco Market have been as follows:

Sales for week	18
Sales for season	18
Sales last season	18
Average for this week	18
Average for this season	18
Average for last season	18

—HENRY M. LUPTON, Secretary, Clarksville Tobacco Board of Trade.

Farmville Season, \$26.1

FARMVILLE, N. C., Feb. 11.—Tobacco sales to date of 1925 crop, 12,508 pounds; average price per 100 pounds, \$26.11.

The market closed for the season February 5, with prices holding very good on all grades. The prospect for another crop would indicate no change in acreage. Plant beds are sown but a little late on account of weather.—L. P. THOMAS.

Hopkinsville Average, 35

HOPKINSVILLE, Ky., Feb. 13.—Tobacco sales for the week, 1,896,225 pounds, average price per 100 pounds \$35.00. Sold to date of 1925 crop, 13,330,000 pounds; average price per 100 pounds \$10.75. Sold to same time last year, 8,730,740 pounds; average price per 100 pounds, \$12.91.—J. W. HANCOCK, president, Hopkinsville Tobacco Board of Trade.

Wendell Average, \$12.32

WENDELL, N. C., Feb. 13.—Tobacco sales for official week ending Friday, 10,150 pounds; average price per 100 pounds, \$12.32. Sold to date of 1925 crop, 3,490,902 pounds; average price per 100 pounds \$21.38. Sold to same time last year, 2,317,418 pounds; average price per 100 pounds \$21.54.

Market closed today for the season.

Home From Cuba

All his work completed in Cuba, G. H. P. Cigar Company. Grabosky returned from the Philippines recently, and on his return proceeded to the Philadelphia home of G. H. P. Cigar Company.

These 3 words -It's Ripe Tobacco! can mean a lot to you

"IT'S ripe tobacco" . . . how *many* times have you seen it in print? Bayuk has invested thousands of dollars in this one three-word sentence—to make it valuable to you. "It's ripe tobacco" is a real, basic reason for the distinctive quality and goodness of Bayuk cigars. A *selling* reason! Use it!

How many brands do you carry on which you can *give* a real selling reason? Havana tobaccos, Porto Rican tobaccos, domestic, imported, Sumatra tobaccos may be claimed by any cigar-maker—but "It's ripe tobacco" belongs to Bayuk alone.

So when customers ask you (and whether they do or not) why Bayuk cigars are better, why they sell so well, why you recommend them—

tell them "It's ripe tobacco!" Get a *selling* reason into the sale! Explain why Bayuk's policy of using only the perfectly ripened leaf makes a finer, fresher smoke. It'll show them that you *know* your end of the job.

It will take but a few seconds to really sell that customer. And those few seconds will be among the most profitable you ever spent. For you will have converted him into a steady, satisfied customer—one who'll come back to *you* day after day.

You will have done more than merely exchange a few smokes for a silver coin. You will have demonstrated your interest in *his* satisfaction. You will have well and truly *sold* him!

BAYUK CIGARS *Inc.*

P H I L A D E L P H I A

[[Five distinctive brands—with all the advantages of a single line. A type to meet any taste—a price to suit any purse. There is a distributor near you. Write us if you do not know his name.]]

Charles Thomson Havana Ribbon Bayuk Philadelphia Hand Made Mapacuba Prince Hamlet



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Those Sales Taxes

In various states there have been numerous attempts to put over sales tax legislation at the expense of the tobacco industry.

Particularly in the southern states, where special funds are required for educational and road work, the idea has been popularly prevalent.

In Louisiana, Mississippi and Kentucky, we believe, recent bills have been presented to the lawmakers. They are all very similar in content. They urge the necessity of obtaining adequate moneys for schools and other improvements of general public welfare work—and they think the tobacco products sold in their respective states should carry the burden.

Some few other lines of trade are also included. Among these are cosmetics and so on. But tobacco, cigars and cigarettes, it is admitted, are expected to carry the bulk of the tax.

However, the Mississippi legislature has just killed the second venture of this sort, as reported in a current letter by one of TOBACCO'S correspondents.

Next, in May, another attempt will be made along the same thoroughfare, in the state of Louisiana. Local associations in the trade have been organized to give battle to the proposition, but the defense requires *all* the guns it can secure.

Each new governor, it seems, is confronted with the extreme necessity of providing green fields of taxation. State after state requires so much in the way of appropriations that these funds *must* be obtained at the sources of *least* resistance.

It is undoubtedly realized, by most politicians, that the usually unorganized tobacco men put up the weakest fight. Still, so far, the tobacco business has had the undivided assistance of many legislators who are likewise smokers themselves, and they instantly note the seriousness of such forms of taxation.

And, why, may we ask, is the tobacco trade sought out especially? Can't the many so-called luxury industries be called upon to supply funds?

Is it always ideal to take from the tobacco industry what is so difficult to obtain elsewhere? Isn't the tobacco trade entitled to the same consideration given other lines of business?

Particularly, why must another state proposing this sort of tax, be the tremendous tobacco state of Kentucky?

Some other commonwealths are also beset

by many financial entanglements, but they haven't all—thank goodness!—asked the tobacco trades to pay the cost of these public works!

In fact with all other taxation, federal, state and local, why should tobacco be taxed with any more taxes at all?

Competition!

Smokers are just folk, of course. They do what you and I do, perhaps—though it doesn't always seem so.

In point, a smoker enters a retail store and excitedly complains upon the outrage of the dealer charging the regulation price of fifteen cents for a package of blended cigarettes when he can walk down the street, he says, and buy the same thing for twelve and one-half cents—get that *half*!

Same thing, too, on cigars and smoking tobaccos in the congested districts of cities, especially where competition is numerous and keen.

Then, very shortly, the very same smoker approaches an apple cart and pays five or ten cents for a penny apple—and never says a word about it!

Or, very likely, he ventures to a theater the same evening and puts down \$6.60, plus the agency tax of fifty cents—and he laughs about the good time he is having!

No other business, it would seem, is basically sold down to such extremes as this tobacco business. From retailer to jobber, from jobber to manufacturer, they all feel the pressure of this sort of competition.

It is, of course, a state of mind. When the consuming public, of any standard product, gets it into the mind that tobacco, and its associated goods, are worth only thus and so, it must be.

On the other hand, many dealers—both retail and wholesale—are waking up to the fact that if apples may be polished and sold for ten cents, and if theatre seats may be enhanced into profitable values, so may tobacco products, too.

But this requires some little attention to the artistry of selling. It requires, in fact, more concentration upon the niceties of the trade, the development of specialties.

Only then may the trade, as a unit, work away from this plan of slaving for the smoker.

Only then will the smoker realize he must pay for adequate values, superior service, unequalled material which he cannot obtain three-doors-down-the-street.

For competition is the result of emphasis upon the tendency to have us all sell the same sort of salt-and-pepper. When we learn, gradually, to break away from that field, and enter the more prosperous area of individuality, we will be in position—from manufacturer to dealer—to dictate terms to the smoker—and to Competition.

Barnstorming!

At several recent meetings of cigar leaf growing associations propositions have been made to the assembled members to spend some money in advertising cigars.

Of course, the advertising would be co-operative, as the various associations should desire to enlist the aid of leaf houses and cigar manufacturers in general publicity for cigars.

Various forms of advertising have been suggested to the association members and their officials. Foremost in the expert advice have been newspapers and billboards.

Both these methods of advertising are rather costly, naturally; but, if the funds in hand were sufficient, the copy would be spread like a fan across the nation.

Trouble has been to get these funds together. Talk and consideration has been replete, but action minus!

And, right on the very property of every

grower is a source of considerable advertisement long neglected.

That is, it has been neglected by the grower for his *own* advertising—but widely for the products of other trades, medicines, food products and automobiles. This neglected space is on the barns. His barns and sheds—yes, in fences, too—suggest valuable space given for small cash to other businesses.

With paint and brush these wide spaces have been covered with all sorts of advertisement good and bad.

With paint and brush these wide spaces should have been covered with just our advertising—cigars!

If a tobacco grower does not care to advertise his own leaf tobacco—if he does not to boost his individual business at the outlay of some sign painter's time and material—let him, at least, give or sell space to a cigar manufacturer who may benefit directly or indirectly!

If a tobacco grower's barn or fence is enough for a sign advertising some other trade it is certainly good enough to advertise tobacco!

And cigar leaf tobacco surely needs advertising it can get—both paid for and free.

Let the cigar leaf growing farmer in Connecticut, Ohio, Pennsylvania, Virginia, Georgia and Florida mull this matter over themselves.

Then let them realize that advertising, whether it costs ten dollars or millions of dollars!

Tobacco farmers in all states, all sizes, can profitably follow the form of the grower. All tobacco farmers, who have property with adaptable structures adjoining highways, can join this movement immediately.

Nothing but tobacco ads on tobacco should be the slogan, and now is the time to start it—*now*!

What Is A Mild Ciga?

Almost every cigar advertisement mentions a neat little line, somewhere in the copy, the certain brand mentioned being "a very mild smoke."

Manufacturers and advertising agencies wouldn't prepare such copy, perhaps, if they sincerely think their cigars are mild. They surely wouldn't mention the matter, only for the fact that they believe in demand *mild* cigars.

Well, smokers do demand mild cigars! They demand mild cigars, and they get mild cigars that is, they get light colors, anyway.

This color business is serious. Few growers of leaf tobacco, few handlers of leaf tobacco can supply the manufacturing demand for light wrappers.

No matter what the type of production be—even in imported Havana cigars the demand is for those claro shades.

All along the line, from smoker to grower, this nightmare of colors is supreme. When smokers tell retailers their cigars be light, the dealer immediately passes the demand on to the patient jobber. And the jobber, of course, desiring to keep his customers, passes it on to the factory.

If the factory could then produce the desired claros, all would be well. But no supply, no matter how enormous, is in the wrappers. And no leaf broker, no grower can make that sort of leaf to order.

To tell the consumer this only adds to his trouble. He wants mild cigars and he's going to get them—somewhere! So he goes to the retailer, and the next, until he gets just the type of brown, green or yellow claro or radio claro he has set his mind upon.

But what to do with all the colored colorado maduros, even the lurkin' ones

of the dealer who gets stuck with the manufacturer or leaf man who along with the rest of his stock, not fill all orders with light colors. He can't supply every request with the light. Realizing this, they ship all they can and colorado claros—then they ship shipments with as many medium colors as they possibly can.

He is satisfied by this method. It dis-empowers the jobber, it maddens the retailer, it is the trade of the smoker for the brand so sold.

Moreover, the manufacturer himself is actually injuring his business by trying to rid himself of the ripe tobacco. In this situation, why cannot the leaf and cigar trades educate the retailer about real mild cigars?

At least, why isn't it possible to tell him in such a way that the man-in-the-street thoroughly understand the wrapper

can reason. They are average men. They have the intelligence to understand that the wrappers are merely camouflage for as-fulfilling and binder bodies of various degrees of heavy or light tobaccos.

None, it appears, cares to take the trouble or expense of such education on the part of the hands. And it is, in fact, no sub-ordinary individual to handle alone.

Should, therefore, be a trade association to have the undivided attention it merits. It would be in the nature of a developed tobacco propaganda which everybody in the trade must support.

On this way, then, the smoker would soon be a superior cigar. His enjoyment of the product, his understanding of the corporation through brief advertisements and talks on the subject, would soon make every cigar smoker a better customer for

who doubts this let him investigate the matter at least one cigar concern in the industry that is trying to break away from the mild fallacy, and re-establish its position on a sensible basis of reasonable prices.

The Eyedea!

Every business there must be an eye. One, with vision, must see that the foundation of the house is constructed upon a solid rock of originality.

Imitation of another concern—perhaps the most successful concern—seldom is a pronounced success for the copy-cat. Men who think, men who look forward, seldom are the ones to progress in the trade. They must see, with the eye of the path for their enterprise to make.

Others, then, follow if they can! Let us ask:—no cares? No one can take away the merit of a meritorious idea which has been evolved by the careful reasoning of a

really large business ever results, as in the hit-and-miss operations of a concern which has nothing of substance to offer to the ideas of others outside its organiza-

tion is so important to the average commercial concern—either in or out of the tobacco industry—that it is almost always the vision who lead the parade.

Men, determined men, are necessary to success. But even these men, of executive ability, are helpless in trade unless they have the benefit of ideas.

Organizations in the tobacco trades all have extensive staffs of thinkers. They not only think, but they act, too!

My firms, too many men are satisfied with thoughts. They get in the habit of waiting until a successful idea is developed,

"Why, I thought of that thing years ago!"

And perhaps they did! For no one has exclusive control of ideas. Many men, no doubt, think of the same thing at the same time.

This simultaneous wave of thought, radiating over the universe, is common in all fields. But it is the man who puts it over that is to be considered as the originator of the plan.

Plagiarism in literature and art is considered unprofessional. Yet plagiarism in business is common. Very few merchants and manufacturers recognize the thin line of division between originality and imitation.

With modifications, with changes, many articles used in the tobacco trades are manufactured and sold by plagiarists. It is easier, much easier, to copy than to think.

Still, with it all, any man who steps forward with something new, something worthy, has the credit, he has the respect of his trade whether or not many competitors try to filch his idea and use it as their very own!

Thirteenth!

Superstition is a peculiar thing. It is astonishing the way it intrudes everywhere. Even business is not exempt from its rule.

For instance, a very large tobacco manufacturing company, in one of our great cities, is on the thirteenth floor of a skyscraper. But is this floor the thirteenth? No, hardly that, for it is nicely labeled on the bulletin board as the *fourteenth*!

Another instance of this sort occurs in a prominent hotel where tobacco men congregate. These men are sometimes assigned to the thirteenth floor—but it is known on the register as 12-A!

Theaters seldom have their exits numbered thirteen. Rather, as a general rule, they are invariably fourteen.

Salesmen, too, avoid the thirteenth. Many of them are frank enough to admit they never open, or try to open, a new account on the thirteenth!

This applies, as well, to managers and executives. Lots and lots of these otherwise keen and sensible business men absolutely refuse to negotiate any important deals on the thirteenth day of any month!

In the backs of the heads of numerous prominent men is this instilled fear of the thirteenth. Its mysterious consequences seem apparent to them, though they may openly ridicule the superstition.

And it is all brought about by such old ladies' tales as Mother Shipton's prophecy. Founded on no facts whatever, based upon nothing at all except the legend and fables of the day, these thirteen fears have been brought down to us, generation after generation, by whispering women, perhaps, who desire to momentarily scare children into the performance of a disagreeable or a necessary task.

Why, then, should grown men ever fear such things as the childish imaginings of the thirteenth?

And why should anyone fear to do business, or do anything whatsoever anytime they wished, merely on account of some similar superstition about bad luck?

Those I-told-you-so chaps are all around us. Their nods and their warnings are the limitations of many enterprises. If they cannot invent some story about thirteen they immediately pass on to broken mirrors, to the foot-on-the-poker-chair or some other foolishness.

Seldom are these signs and superstitions recognized by men who have something to do—and really want to do it!

If excuses or reasons are to be invented, the thirteenth and its accompanying gnomes are magically aroused to action. But men of affairs, men of brains and sense, should have no time whatever for these remembrances of the two gossiping mothers—Mother Shipton and Mother Goose!

Sand and the Ostrich

It is cruel, perhaps, to disturb popular beliefs. Anyone who does so rather wrecks the very foundations of life—the trust which grown-up children have in fables and fairies.

Many sayings seem to be so because some known or unknown persons has said so! Few people take the time or the trouble to investigate, to find out about things they hear and read.

For instance, everyone knows that when an ostrich wants to protect itself, to hide, to disappear, that it simply buries its head in the sand—so!

Well, whoever wrote or said any such thing originally probably did so for a joke. Because no live ostrich ever buries his head in the sand to escape any danger, apparent or real!

Authority for this statement is laid to certain Australian and Californian ostrich farmers who have raised ostriches for the feathers they bear.

And, to carry out the fallacy of this current belief, many stories, many tales, many articles have been written and told!

It all goes to show that we cannot follow our simple trusts in popular fancy. We can, rather, know what we know, doubt what we doubt!

What was true yesterday is ridiculous today! Five years, ten years, twenty-five years develops many fictions from facts.

In the tobacco industry, as an example, twenty-five years ago cigarettes were regarded as a very small part of the tobacco business.

Twenty years ago chewing tobaccos held supreme sway in many parts of the land. Ten years ago everyone in the trade said the war would ruin the business!

Five years ago experienced cigar manufacturers, jobbers and retailers admitted that the cigar trade was expiring. Even six months ago many members of the industry could not see the return of the cigar to popularity.

Perhaps, unostrich-like, they had their heads in the sand! Now, with the visible improvement in the trade, especially the cigar trade, and the tremendous prosperity of the associated industries, many men who rate themselves as prophets are withdrawing their heads from the sand—and they are astonished at the progress of the trade!

It all goes to show, in fact, that it is utterly impossible to forecast a probable condition with any certainty at all. It all goes to show that what we believed six months ago or six years ago is all dust today!

Some men, men of vision and plan, men of action, can fortell with remarkable ability the possible action of certain work, certain plans.

But these men are extremely rare, and their predictions are not always as invariable as they would have us think.

Men of merit in the tobacco trades are men who merely progress with the times—frequently slightly ahead of the times. But they do not believe all they hear. And they do not stick their heads in the sand, either to avoid changes in establishment conditions.

Clean Up!

Fresh, vigorous methods demand clean, highly polished exteriors and interiors! Fixtures, merchandise, methods—all must be clean, spic and span to merit and receive the attention of the buyer with real money to spend.

Progressive, enterprising business men know this. Therefore, they do not permit dust anywhere. Least of all do they permit it in actual dirt upon their goods and methods.

They demand and get clean, efficient work from their employees. And they then eliminate dust, decay, defeat.

The Replacement of Manure by Commercial Fertilizers for Tobacco

All Growers Know That Supply of Purchasable Manure Is Diminishing—Many Theories Regarding Replacement—Experimental Tests Started Years Ago—Commercial Plant Foods Receive Much Favorable Consideration—Interesting Data

By J. P. JONES

Assistant Research Professor of Agronomy, Massachusetts Agricultural Experiment Station

FERTILIZATION continues to be a subject of absorbing interest in the tobacco producing industry. That the supply of purchasable manure is decreasing is known by all tobacco growers. So, also, in many sections, is the supply of that produced on the farm. This is due primarily to the fact that land used to grow tobacco or other salable crops cannot at the same time produce crops which, when fed to animals, will yield manure. Yet we know that continued cultivation of tobacco without manure decreases the soil supply of organic matter. The problem, then, comes to this: Can manure, as universally used for tobacco, be replaced by commercial fertilizers? Theory is against the replacement. Common experience raises a question. Of opinions there are many. The facts, however, may be obtained only through study of the research work of our agricultural experiment stations.

The late Dr. Goessmann, of the Massachusetts Agricultural Experiment Station, reported in 1897 the results of a co-operative test of different fertilizers for tobacco at Hatfield, Agawam and Westfield. This work was started in 1893, and in 1894 two manure plots were introduced into the comparison. When the work was concluded, Dr. Goessmann did not think that sufficient data had been secured on the manure plots to warrant direct comparison with the fertilizer plots. Besides, the manure supplied—ten tons per acre—furnished less nutrients than did the commercial fertilizer used. The results obtained with manure were considered encouraging, but there was no evidence of its superiority as a fertilizer, nor was its absence in the case of the plots receiving only commercial materials reflected in lower yield and poorer quality of the tobacco.

Contemporaneous Experiments

About the same time that work on the value of fertilizers and manure for tobacco was being done in Massachusetts, Dr. Jenkins, formerly director of the Connecticut agricultural experiment station was making similar studies in Connecticut. The results of these studies have been given in detail in the report for 1896 of the Connecticut station. They show that manure supplied at the rate of ten to twelve cords per acre, even when supplemented with 500 pounds of a mixed fertilizer, does not compare favorably with many of the tobacco fertilizers included in the tests. Yield and quality both were usually found best after the regular tobacco fertilizers. Dr. Jenkins thinks the smaller yield of tobacco with manure is due to the slower availability of its nitrogen. In regard to manuring tobacco, he writes as follows:

"When no other fertilizers are used in connection with it, the crop is rather light, at least for the first few years until the land is well filled with the manure. The leaf is said to 'lack finish' when pole cured, but after fermentation it is said to have a 'finish superior to that raised on chemicals alone.' This last statement was not supported by experimental data but seems to have been merely a statement of opinion. So far as the early work from Connecticut is concerned, there is nothing to show that manure may not be satisfactorily supplemented or even replaced by commercial fertilizers.

Tests at Windsor

Of a more recent date experiments have been

under way at Windsor, Connecticut, to study further the value of manure in comparison with other fertilizing materials. Only one year's results have been obtained and the authors have not been disposed to draw conclusions from them. With the basal ration—4,000 pounds of a 6-5-6 mixture, a total yield of 1,540 pounds containing 35 per cent light wrappers was obtained. When ten tons of horse manure was added to the basal ration in one case and ten tons of cow manure in another, yields of 1,514 pounds with 33.99 per cent light wrappers and 1,928 pounds 33.04 per cent light wrappers respectively, were produced. How insignificant are comparisons between the above results is a question to be determined by future repetitions. But so long as such yield and quality can be obtained without manure, its diminishing should not seriously annoy the tobacco grower.

At the Massachusetts agricultural experiment station manure has been used as a supplement to the basal fertilizers—3,000 pounds of 5-4-5—used in several of the experiments. Only one year's results have been recorded. They show that the addition of eight tons of manure to the basal fertilizer did not greatly increase the yield and quality of the tobacco.

While the above mentioned work comprises practically everything which has been recorded on the influence of manure for Connecticut Valley conditions, other agricultural experiment stations have given the subject consideration. For example, Maryland, as early as 1894, reported that "The use of a properly compounded complete commercial fertilizer and stable manure produced tobacco with about the same burning qualities, and they both produced a better burning tobacco than when no fertilizer was applied." In a more recent publication from that station (Bulletin 225), the satisfactory use of fertilizers is shown by such yields as 1,500 and 1,600 pounds per acre.

In one of Director Thorne's reports of the Ohio experiment station's experience with manure and fertilizer for tobacco he makes the following statement (Bulletin 161, page 228):

1. "As a fertilizer for tobacco on the soils of the Miami Valley, farm yard manure occupies a leading position, both on account of its comparative cheapness and its great effectiveness; a position which would seem to justify the giving of special attention to the production and care of manure.

2. "When manure is not attainable, chemical fertilizers may be used with excellent temporary effect, but with a reduction of net profit as compared with that which it is possible to obtain by the use of manure." This work was started in 1903, and the above is a product of the first two years' experience.

In Bulletin No. 285 of the Ohio station the results of the manure experiments covering a period of twelve years have been summarized. This is the most convincing testimony found anywhere in the literature. For twelve years of continuous tobacco, commercial fertilizers have given greater yield than manure. The twelve year average for commercial fertilizer was 1,086 pounds per acre, for the manure, 913 pounds, and for manure supplemented with phosphoric acid 1,175 pounds per acre. When it is considered that the fertilizer applied consisted of

320 pounds acid phosphate, 120 pounds of potash and 320 pounds nitrate of manure applied at the rate of eight tons per acre and the phosphated manure at ten tons per acre, the results are particularly cant. Not only has there been increase in yield with commercial fertilizers, but the plant food from this source has proved more effective than from such sources as manure.

Studies in the Keystone State

In Pennsylvania, as in other sections, manure has been studied comparatively with commercial fertilizers. In a report on this subject by Olse B. No. 179, data are presented which tend to show that manure, even though larger quantities of plant food are supplied through than commercial fertilizers, has not increased the total yield where commercial fertilizers were used. Besides, manure for the conditions in Pennsylvania has been accompanied by a high content of the tobacco comparable to that of the muriate of potash has been used. The result in a poor burn, a difficult remedy by the addition of acid phosphate or sulphate of potash to the manure.

The Virginia agricultural experiment station has also reported results which show a comparison between commercial fertilizers and manure.

The fact that records are available for tobacco can be grown year after year for a short time at least on certain soils fertilized with commercial materials alone does not favor the use of manure as a sound practice economically or from standpoint of soil fertility. The question of organic matter, soil toxins, disease and other troubles all enter in to complicate the problem and limit the application of such experiments as are available.

Generally Recognized

It is recognized that replacing manure with commercial fertilizers means that a soil continuously cropped with tobacco many become impoverished in its organic matter content. The value of manure in this regard has led agronomists to investigate methods whereby organic matter not supplied by commercial fertilizers may be furnished through other means. These investigations were started a number of years ago by the Ohio agricultural experiment station, the United States Department of Agriculture co-operating with state experiment stations, and more recently by the Massachusetts and Connecticut agricultural experiment stations. They have involved studies of different cropping systems, chiefly rotations and cover crops.

Ohio, in completing a twelve year tobacco rotation—tobacco, wheat and clover—shows the average annual total yields on unirrigated land is 556 pounds. This, contrasted with 1,000 pounds where tobacco was grown continuously, gives an increase of 197 pounds, which is considered due to the clover. Similar benefits in the rotation are shown where other fertilizers are used. The United States Department of Agriculture, in referring to results obtained by Garner and co-workers on effects of rotation on the yields of succeeding crops in the tobacco rotation with special reference to tobacco, in *Journal of Agricultural Research*, 30:1095-1132 (1916), reports higher yields for tobacco grown in rotation, tobacco, wheat and red clover than

(Continued on page 17)

Chicago Considers the Retail Stores

Retailers and Jobbers Done For?—Straus Store May Be Sold—Along Comes Iliad—Dutch Master Success—Franklin Factory Ready Again—Jack Rosenberg's Generosity—Fax Fax—Miscellaneous Trade Notes.

Feb. 13.—There is one store twenty-two families in the states, which shows far too many trying to make a living out of it. Edward Skinner, president of Wilson Brothers, told the semi-annual convention of the Merchants' Council at the German. There are 1,400 merchants and women, attending the convention, and they listened intently to his analysis and recommendations of the Chicago expert, who sought to tell them to keep out of the failure

and is paying too much clerk money much overhead for the business," he said. "Out of every fifty suits, men or women, in this store makes a living in the retail business. For three farmers in the United States to raise grain, vegetables or fruits which are ultimately sold in this store, there is one retail clerk or agent to help make the sale. For every workmen in factories there is one retail manager or manager waiting for service. The store is the one for which community pays the heaviest. There are no chances to one that your store will not succeed. The one store in every city that is going to last is the one that makes the quickest turnover.

Incompetency

With many retailers in this country with 75 per cent of those that fail from incompetency, it seems that it is not an unfair deduction to say that the majority of the dealers that are incompetent.

He pointed out the great loss of volume of business to the retailer in the failure of the mail order business and the store. He then told the convention that each retailer must have a perpetual inventory system, know his customers, concentrate his buying, and get more with the manufacturer dealer, meet the situation. The council is conducted under the auspices of the domestic and foreign commerce committee of the Chicago Board of Commerce, of which William H. Ann is chairman.

Nathan Fox & Company feature with success Epcos, a five cent cigar made of tin or wood. Nathan Elson, of Nathan Elson & Company in Havana looking over the market. Ben Bey, the leading cigar maker, is well known firm, is among the leaders in the middle west.

Fernbach Busy

Julius Fernbach, of the cigar store at the Straus company, says his trip east was very busy. He was very much interested in the cigar making machines that were being sold by the New York Tobacco Company. A clear Havana cigar, made by the company, are selling better than ever in Chicago and nearby cities report increased demand for this popular brand. Herman, of the Continental Tobacco Company, was a recent visitor to the store.

Straus Store Deal

The cigar store at the Straus company, which was opened last year by the Straus & Gregg, Inc., is for sale. It is reported that a deal has been made for the new owner. It is one of the stores in the middle west.

Coming Again

News was issued by Nathan Fox & Company, 19 South Wells street, that they have decided the trade that their company in Ben Bey brand would have. They are going to market the wrapped cigar in two ten-

cent sizes and a two for twenty-five cent size.

Iliad, in years gone by, was quite a local seller, but it has been off the market for several years. It will be made in the New Orleans factory of Nathan Elson & Company, where the Ben Bey brand is produced.

Tasso, a mild Havana packed in bottle nature boxes, and made by the Preferred Havana Tobacco Company, is being offered by the Kimball Cigar Shop, 27 East Jackson boulevard.

Jack Wismer Returns

Jack Wismer, an old timer in the game, is back in the business catering to the high class box buyer. Jack is featuring F. Garcia, Tom Palmer, and Cuesta Key cigars.

Clarke Cutler, sales star de luxe on the Nathan Elson Company force, has just returned from a successful trip through Iowa.

A very good distribution of the Harvester brand has been obtained by P. J. Bubby & Company. Harvester billboards are seen all over the city.

Aaron Straus, of Celestino Vega & Company, left his Chicago office for New York. La Vueega, the leading brand of this house, is showing much speed.

The Arctic, a new Italian briar pipe to sell at fifty cents, is being placed by M. Linkman & Company. A pipe cleaner is used in this new pipe that goes through the stem and comes out the bowl of the pipe.

Large White Owl advertisements appear in all the papers. White Owl is selling better than ever, and every store features the brand on the top of the case. "They are tasting better than ever," reads a new blue colored slip that is in each box of White Owl cigars.

Websters to the Front

Frank S. Cohen, sales manager for Nathan Fox Company, called and left word that the campaign on Webster cigars was progressing nicely. Webster cigars, in new and larger sizes, are getting quite a foothold in the Chicago market.

I was asked where Fred Striblen, the Gato man, could be reached. Well, Fred was at 7607 Sheridan road, and he will be pleased to hear from his friends who need Gato, Cressida, or Key Wester cigars that are made by the E. H. Gato Company of Key West.

The W. F. Monroe Cigar Company is featuring in its store La Alcora, a full clear Havana five-cent cigar, made by Manuel Lopez & Company, of Tampa. The United Stores are offering Raphaels Tampa Smokers, a two for fifteen cent cigar packed two in foil.

Webster little cigars retailing at ten for thirty cents have been placed by Nathan Fox Company. The package is a very attractive one.

Another Tampa Brand

King Bee, made in Tampa and selling at five cents, is featured by the Dolan Segar Shop at Dearborn and Washington streets.

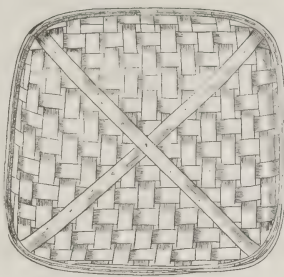
Zurica, a clear Havana cigar, is well placed on the west side. It is put out by St. Bloom, the jobber located at 916 South Halsted street.

The Rolona Cigar Company has a busy factory at 3648-50 West Roosevelt road. It manufactures Rolona, a clear Havana cigar having a steady sale.

The beacon light advertisement of Chesterfield cigarettes is an unfailing attraction. You can depend on Chesterfield for the same fine tobaccos as you can on the light that guides the ships at sea.

In going after the pipe business the United Stores are featuring Premo, Milano, Shellcrest, Imperial, Pickwick, Bakelite, Samson, Regal and Civic de luxe makes of pipes.

LEAF TOBACCO GROWERS, DEALERS, & WAREHOUSEMEN SAVE MONEY AND TOBACCO BY USING



NORFLEET UNIFORM WEIGHT TOBACCO BASKETS

Write for Sample and Price

Norfleet Basket Mfg. Co.
Winston-Salem, N.C., U.S.A.

Mail Pouch

*"The Original Package
Chewing Tobacco"*

The Bloch Bros. Tobacco Co.

WHEELING, W. VA.

Arthur Bornholdt & Co.

Importers of

SUMATRA

152 Water Street

New York

Amsterdam

Frascati-Nes

Alfred W. Penner

Western Representative

Room 419, 186 North La Salle St.

CHICAGO ILL.

Glass Cigar Box Covers

Highest Quality—Lowest Prices

Our Style D Suits the Purpose

100	15 cents each
250	14 cents each
500 or more	12 cents each

Includes Printing on Glass or Metal

Choice of Five Colors

Send for Sample.

GEBHARD MFG. CO.

Manufacturers

9-11 E. FAIRMOUNT AVENUE, NEWARK, N. J.

KING EDWARD



John H. Swisher & Son, Newark, Ohio

EMANELO

Highest Grade

Conn. Shade Wrapped
Havana Filled
Cigars



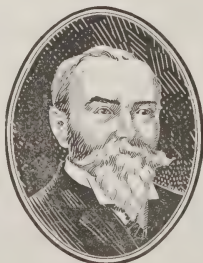
D. EMIL KLEIN CO. Inc.
438-440 E. 91st STREET, NEW YORK

R. G. DUN A-1 Mild CIGAR

10c to 3 for 50c

BERNARD SCHWARTZ
CIGAR CORPORATION

Napoleon at Russell Street
DETROIT, MICH.



Murad cigarettes are featured this week in Chicago's newspaper by half page advertisements showing Willie Hoppe clicking the ivory balls on the green cloth.

Dutch Master Success

The Consolidated Cigar Corporation featured Dutch Master cigars in a full page advertisement in the Chicago Tribune on Thursday. "More value, more, sales, more friends," and "as fine as any imported cigar." Dutch Master is selling more than ever. P. J. Rubey Company at both its distributing depots is rushing out shipments to meet the demand as fast as they are unloaded from the trains.

Ernie Fleishman, formerly well known here in the cigar business, and who retired from the game when the old Wm. J. Seidenberg Company failed in 1921, writes his friends from New York that he will be here shortly to introduce a fine line of clear Havana and blended cigars.

The Midland cigar lighter, made by the Davenport Manufacturing Company, Inc., of Davenport, Iowa, is used by hundreds of cigar dealers here.

Revelation cigarettes and Robert Brunton are in demand at present. Barking Dog tobacco and cigarettes, as well as Dunhill's are stepping right along due to Bob's good work.

Francis Braynard continues to burn up the turf for Esterbrook & Eaton, the Boston importers.

A two-day sale of Corima cigars is being featured by Tebbetts & Garland at Stop and Shop.

Cunningham's Opinion

Large and steady gains made from year to year by chain stores and retail mail order houses in sales and earnings need not frighten progressive independent retailers and jobbers, according to an analysis of the merchandising trend which Frank S. Cunningham, president of Butler Brothers, sent to the company's stockholders today along with the treasurer's annual report.

Butler Brothers, a wholesale mail order house, sells to retailers by the catalogue method. Since the war, changes in the field of distribution, which had been at work for more than two decades, have become so conspicuous that their effect on the jobbing business has been much discussed," says Mr. Cunningham's statement. "The inference drawn that the jobber is less essential than heretofore is completely beside the mark. The literal truth is that the tendency of retail merchants is to operate with smaller stock, and work for higher merchandise, which makes the jobber more indispensable in the scheme of distribution than ever before.

"The much talked about drift of population from country to city has not reduced the number of independent retail stores, nor their total volume of business.

Fewer Country Stores

"Of so-called country stores, there are doubtless somewhat fewer than there were ten years ago, but there are many more small and medium sized stores in the cities.

"The congestion in metropolitan centers, making shopping in the downtown stores difficult and uncomfortable, is patent to all. Not all may be aware that as a result of this congestion, new trading centers are springing up in the outlying districts of all cities, and that in such centers small retail stores are opening in great numbers. Incidentally, I may say that the number of independent retail stores on our mailing list has shown a steady growth every year without exception.

"Pity spent on the country merchant is in the main wasted. All over the country individual small merchants are profiting by the competition of chain and department stores. They are gaining, not losing.

"They are becoming better merchants. The number of such stores is growing year by year. It is often assumed that all the advantages are on the side of the chain store. This is not the case. An independent store could be better run than any chain store, because it is run by the man who owns it, not by the representative of a huge alien corpora-

tion. The independent store has the owner's personality.

"Its expenses are low. It has no overhead to carry. It bears the burden of high dividends. Its work is not bound by rigid printed instructions. He is free to meet conditions as they arise.

"The independent merchant, also, how to meet the competition of the retail mail order houses in proportion as the retailers of a business become better merchants, the business sent away by mail grows smaller."

Up to six years ago, Mr. Cunningham points out, "the chief emphasis was on selling. No good merchant, no matter how small, is disposed to buy merchandise until he thinks he can sell it about six or eight weeks.

This fundamental change in methods is bringing to the public a large amount of business which has been in the process of disappearing around him direct to the factory.

Revelation Signs

Revelation cigarette signs were put up on all the windows. They sell twenty for twenty cents.

Eddie Marlin, he of La Mar and representing V. Gauria Di and company, of Tampa, arrived here with Eddie reports good orders, even from the recent Tampa advance.

F. Alvarez & Company, local factors, are featuring Lola for fine clear Havana in high price.

Tom Moore Dainties are shown packed five in a package for fifteen cents. They are displacing many counters.

Marlboro's Containe

Philip Morris & Company Ltd. placing on the counters a new carton that holds one carton of Marlboro cigarettes, retailing twenty for twenty cents. The rainbow effect used in the very attractive.

Lillfield Brothers at 24 W. J. boulevard show a very attractive display of Corinas, Dutch Meridians and White Owls. L. Brothers are distributors for the "Queen of clear Havana cigar."

Lobelia de luxe, a clear Havana is being placed by Frank Punta, Jose Ferlita Cigar Company. La Ferlita, also a clear Havana, well placed locally.

Franklin Now Ready

All set and ready for business quarters is the H. B. Franklin Company, who are now located South Clark street. One of their new Bankers' special, which is in many stores. Their form letter was destroyed by fire recently.

Arthur Donaldson, a mild Havana is made by F. C. Lundquist, who is at 8 East Austen avenue, sold by many cigar dealers here.

If anybody should see Al Stillman to report. Al is so busy with Robert Bacon, Joan of Arc and day Evening Post cigars, that he Temo Cigar Manufacturing Company that he can't call on his friends.

Rosa y Yo, a clear Havana, carried by the best dealers. Large quantities of sizes are seen in the cases. J. & Fox, at 191 West La Salle street, the manufacturers.

High Sovereign Sales

Barron Brothers, whose floor is at 1911 West Van Buren street, are good January demand on new Sovereign cigar. Harry Lorbrand in all the Loop cases.

The pre-inventory sale at Stop and Shop, Tebbetts & Garland's, every, 16-18-20 North Michigan was a humdinger. The store was the last three days of the sale. Altschul, manager of the department, went over big with Duke F. Garcia, Courageous and cigars.

Whenever you stop in to see Rosenfeld at East Jackson street, who operates Chicago's oldest shop, you find business good. Billures Charles the Great at P.

(Continued on page 1)

Philadelphia Trade Hit By Bad Weather

Hotel Cigar Stands Less Affected By Outdoor Inclemencies—Sesqui-Centennial Exposition Expected to Give Rich Impetus to Business—Trade News and Views

PHILADELPHIA, Feb. 15.—Inclement weather and the stormy outdoors of the past few days have had a most marked effect upon the retailers throughout the city with the exception of the few cigar stands in the prominent hotels which have a decidedly slower business than the dealers. In the larger hotels, business held to the better, but has prevailed ever since the opening of the exposition, the social and fraternal functions, to be held here in conjunction with the celebration of the Sesqui-Centennial, started to attract numerous people to the city and the overcrowded prominent hostellers.

There are more than 200 of these conventions and other functions being held in this city during the Sesqui-Centennial Exposition and it is the cigar stands in the lead. They will reap rich rewards in the demand for smokes throughout the year. Although the Sesqui-Centennial does not actually start until the summer, there are many advance meetings of the character already scheduled to take place between the present time and the opening of the Exposition and throughout the entire six months of its duration.

The demand in the hotel stands are especially high for high grade smokes, most of the cigars being here on a combined hotel and business session, and there are prepared to spend for the high grade tobacco products such as might be expected in view of such affairs, their fraternal affiliations and the range of good fellowship in treats the cigar dealers' counters.

Production Proceeds Apace

Manufacturers, though slightly less active in the past few weeks, continue to enjoy a high speed of operation. Orders that have been piling up since the lower trend is confined to the minor orders which naturally would be expected where such heavy purchases are made earlier in the year to replace holiday stocks.

Pródigo "Steeds" Make Speed

Back from the round of the Southern states in Baltimore, Washington, Richmond, the "four horsemen" of the P. Cigar Company, 3rd and Market Streets, are well pleased with the prospect of the El Producto in that city for the current year and with record made in the last six months, 1925, as shown by the disbursement. Headed by Benjamin Moskowitz of the firm, the "four horsemen" of the El Producto "galloped" into the territory instituting the advertisement sales campaigns for the company in conjunction with the El Producto Company in Washington, Baltimore and the Cliff Weil Company in Richmond, distributors in various sections. The other trio of "steeds" who accompanied Mr. Moskowitz, Sales Manager Frank P. Moskowitz, Manager Tom Dean and Manager H. H. Kynett. All three of the G. H. P. Cigar Company, numbering 27, are running up a record on the El Producto for the past year. The 28th factory, Passaic, N. J., was destroyed

by fire early in the month. It was part of the large factory building leased by the local manufacturers for one of their New Jersey branches.

Making Long La Palina Swing

With the Pacific Coast as his objective, General Manager Willis A. Andruss, of the Congress Cigar Company, 3rd and Spruce Streets, left last Friday, accompanied by Mrs. Andruss, to remain in the field for the next six weeks. His first stop will be in Buffalo and a call on the distributors of the La Palina, and from there to Chicago, Omaha and other points en route to the Coast, making the initial 1926 visits to the wholesale purveyors of the La Palina cigars. The homeward trip will be made in the last week of March.

Growing in Popularity

Marshall Field is a rapidly-growing brand in the Empire state, and requires the frequent visits to the territory of Howard F. Peat of the Coraza Cigar Company, 127 N. 7th Street. He has great fame as one of the best informed men in the tobacco and cigar industry. He long has been identified with it, from the growing of tobacco in the Cuban and American belts, and in the manufacturing end, through long experience as a manufacturer on his own account. He has just returned from the rounds of the dealers in New York state where 1926 set in with a boom for the Marshall Field. The success with which this brand has been met in the other territories where it now is popular has spread to Pennsylvania and its manufacturer is negotiating to open several new sources of retail outlet hereabouts, within the next few weeks.

The Line of the West

Westward seems to be the aim of many of the local manufacturers, for from that territory the good reports of the trade emanate and from where the present demand for cigars of Philadelphia manufacture are large. So to the western travelers has been added Jacob L. Langsdorf of the Roig and Langsdorf, Inc., now wending his way towards Indiana, stopping en route at Pittsburgh, Cleveland and other large centers for cigar distribution. Factory headquarters here at Broad and Spring Garden streets reports glowing accounts of the sales of the revived Roig Londres, the nickel cigar, which in prewar days was the big five center of the Roig & Langsdorf products and recently brought out again. The Roig Londres now is packed in 10's and 20's, the latter having been recently added.

Large Volume of Orders

The middle west is producing large volume of orders for the Trebow Cigar Company's Philadelphia made El Trebow, produced in the local factory at 121 N. 5th Street, where supervision of production is under Tax Trebow, sole proprietor, directly. With J. Weller as field representative in the western states. The 1926 business has been very gratifying, and under his effective sales representation the growth of El Trebow has been remarkable. There are now six sizes of the brand being marketed with a broad distribution in the Chicago

(Continued on page 36)

HOYO de MONTERREY

The Aristocrat of

Imported Cigars

VALERIANO GIUTERREZ, Representative

New York

SMOKE

DILL'S BEST

"It's A Mighty Fine Pipe Tobacco"

If your jobber is unable to supply you, write us direct and state size desired. Give us the name and address of your jobber.

10c 15c 25c 75c \$1.50 (Sizes)

J. G. DILL CO. Richmond, Va.

made good

LA PALINA CIGAR

Webster Cigars

"YOU'LL APPRECIATE THE DIFFERENCE"

SIZES 2 FOR 25c TO 25c STRAIGHT

A rare bit of nature's greatest effort, producing a fine, mild, aromatic cigar. Manufactured and aged by the most scientific methods. Not a secret blend, but a combination of the highest priced tobaccos that the finest plantations grow.

Webster Cigar Co.

5545 GRANDY AVENUE DETROIT, MICH.

OPTIMO

BEST OF THE BEST

VERY MILD

VERY MILD

BEST OF THE BEST

MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa and Key West, Fla.

Main Office: 1181 Broadway, New York

Recent Tobacco Exports from Hampton Roads

Reported by the Virginia Forwarding Corporation of Norfolk, Va.

From Norfolk

S. S. *Hameln*, Jan. 18; 9 hhds. leaf tobacco, 283 hhds. for Bremen.
S. S. *Anacortes*, Jan. 20; 6 hhds. leaf tobacco for Dublin.
S. S. *Bljendnyk*, Jan. 15; 2 hhds. leaf tobacco for Amsterdam; 1 pkg. cigars, 2 boxes tobacco samples, 378 hhds. leaf tobacco for Rotterdam.
S. S. *Minnequa*, Jan. 22; 23 hhds. leaf tobacco for Copenhagen.
S. S. *Arigas*, Jan. 14; 578 tierces leaf tobacco for Liverpool.
S. S. *West Pool*, Jan. 26; 140 hhds. and 1 box leaf tobacco for Bremen; 5 hhds. leaf tobacco for Hamburg, 16 hhds. leaf tobacco for Basel; 28 hhds. leaf tobacco for Christiansand; 442 hhds. leaf tobacco for Neufahrwasser.
S. S. *West Inskip*, Jan. 22; 3 cases plug tobacco for Zurich; 74 hhds. leaf tobacco for Rotterdam; 13 hhds. leaf tobacco for Brussels; 40 hhds. scrap tobacco, 120 hhds. leaf tobacco for Antwerp; 42 hhds. leaf tobacco for Charleroi.
S. S. *Coelleda*, Jan. 23; 1,251 tierces leaf tobacco for Avonmouth.
S. S. *Kentucky*, Jan. 28; 10 hhds. leaf tobacco for Horsens; 44 hhds. leaf tobacco for Copenhagen; 58 hhds. leaf tobacco for Oslo.
S. S. *Median*, Jan. 29; 204 tierces leaf tobacco, 284 tierces leaf tobacco for Liverpool; 715 tierces leaf tobacco for Manchester.
S. S. *Bristol City*, Jan. 29; 125 hhds. leaf tobacco, 642 hhds. leaf tobacco for Bristol.
S. S. *Horie*, Jan. 29; 504 tierces leaf tobacco for Manchester.
S. S. *West Canon*, Jan. 26; 1,008 tierces leaf tobacco for London.
S. S. *Mongolian Prince*, Jan. 30; 9 cases plug tobacco, 10 hhds. leaf tobacco for Glasgow; 247 cases plug tobacco for Liverpool.

From Newport News

S. S. *City of Pekin*, Jan. 16; 20 hhds. leaf tobacco for Dairen; 48 hhds. leaf tobacco for Tientsin; 1,543 pkgs. leaf tobacco for Shanghai.
S. S. *Silverfir*, Jan. 18, 500 hhds. leaf tobacco for Shanghai; 9 cases cigarettes, for Harbin; 1,160 cases cigarettes for Dahn.
S. S. *Bay State*, Jan. 15; 200 tierces leaf tobacco for Liverpool.
S. S. *Walton Hall*, Jan. 22; 19 hhds. leaf tobacco for Fremantle; 251 cases plug tobacco, 1,233 pkgs. leaf tobacco for Sydney.

S. S. *West Inskip*, Jan. 22; 95 tierces leaf tobacco for Antwerp; 100 hhds. leaf tobacco for Brussels.

S. S. *Coelleda*, Jan. 23; 118 tierces leaf tobacco for Avonmouth.

S. S. *City of Valencia*, Jan. 23; 13 cases smoking tobacco for Penang; 4 cases smoking tobacco for Hong Kong; 10 cases smoking tobacco for Singapore; 150 cases cigarettes for Singapore; 10 cases smoking tobacco, 400 cases cigarettes for Bangkok; 1,100 pkgs. leaf tobacco for Shanghai.

S. S. *Memphis City*, Jan. 23; 16 cases smoking tobacco, 6 cases cigarettes, 1,360 pkgs. leaf tobacco for Shanghai; 2 cases cigarettes for Peking; 20 hhds. leaf tobacco for Shanghai; 4 cases smoking tobacco for Peking.

S. S. *City of Cambridge*, Jan. 26; 1 case smoking tobacco, 3 cases plug tobacco, 879 pkgs. leaf tobacco for Melbourne.

S. S. *West Canon*, Jan. 26; 12 hhds. leaf tobacco for London.

S. S. *Wray Castle*, Jan. 28; 12 cases plug tobacco, 11 cases smoking tobacco for Shanghai; and 4 hhds. leaf tobacco for Manila; 1,555 pkgs. leaf tobacco for Shanghai.

S. S. *Schouwen*, Jan. 27; 40 cases plug tobacco for Lyttelton; 7 cases plug tobacco for Dunedin; 20 cases plug tobacco for Auckland; 5 cases plug tobacco for Invercargill; 53 cases plug tobacco for Wellington; 1,530 pkgs. leaf tobacco for Sydney.

S. S. *Median*, Jan. 29; 524 tierces leaf tobacco for Liverpool.

S. S. *Mongolian Prince*, Jan. 30; 402 tierces leaf tobacco, 2 cases leaf tobacco for Liverpool.

Petersburg Offerings in Fair Volume

PETERSBURG, Va., Feb. 13.—The offerings during the past two weeks have continued in fair volume, with the lower grades predominating. The better grades of both Bright and Dark remain in strong demand.

It is believed that the greater part of the tobaccos remaining in the growers' hands will be brought to market during the next two weeks. The sales for the season to date have exceeded the total for last year by over three-quarters of a million pounds.

The Bright sales this week amounted to 118,324 pounds, bringing the total for the season to 3,327,986 pounds. The sales of Dark Virginia amounted to 137,988 pounds, bringing the total for

the season to 2,025,050 pounds. Total sales of both Bright and Dark to date 5,353,036 pounds.—WILLIAM B. BEACH & COMPANY, INC.

South Boston Sales Continue Heavy

SOUTH BOSTON, Va., Feb. 13.—Total tobacco sales for official week ending Wednesday, 421,054 pounds. Sold to date of 1925 crop, 9,932,119 pounds. Sales continue heavy, with the dark grades predominating. Cigarette tobaccos continue firm in price.—E. L. EVANS, Secretary Tobacco Board of Trade.

Baltimore Market

BALTIMORE, Md., Feb. 11.—Gieske & Niemann, leaf tobacco merchants, make report as follows:

MARYLAND.—The receipts for the past week totaled 110 barrels, with sales of 94 hogsheds.

OHIO.—Nothing received or sold.

Association Data

Leaf Tobacco Associations of Baltimore City issue these statistics for the week ending February 10:

Receipts, Including Reinspections

	This Week	Previously	Net to Same Date	1925
Maryland	117	991	1,108	820
Ohio	1	1	2	239
Total	118	992	1,110	820
Reinspections this week:				
Maryland, 7;				
Ohio, 2;				
to date, Maryland, 288;				
Ohio, 7.				

Deliveries

	Coastwise and Domestic	Foreign	Total	Ohio	Total
This week	280	176	456	40	456
Previously	103	4,288	4,391	40	4,431
	383	4,464	4,847	40	4,887

Stock in Warehouses

	Md.	Ohio	Total
Stock Jan. 1	11,451	680	12,131
Receipts since	820	...	820
	12,271	680	12,951
Delivered since	4,847	40	4,887
Stocks today	7,424	640	8,064

This week 94
Previously 851
945 15 960

Groundleaves to date 776 hogsheds.

Louisville Market

LOUISVILLE, Ky., Feb. 13.—The Louisville Tobacco Board of Trade reports the hogsheds leaf tobacco transactions as follows:

Tobacco Sales for the Month and Year to February 12:

	Warehouses	Auction Sales	Private Sales	Total Sales
Year 1924	390	8	398	796
Year 1923	115	...	...	115
Planters-Farmers	39	37	76	76

Year 1925	544	45	589	589
Year 1924	...	...	...	843
Year 1923	...	...	...	1,663

Classifications of This Week's Sales

	Old Crop	1925
Burley	64	523
Dark	64	523

Classifications of Sales Jan. 1 to date

	Old Crop	1925
Burley	630	3,341
Dark	85	715

Classification of Sales to Same Date

	Old Crop	1925
Burley	7,679	1924
Dark	289	611
	7,968	9,241

Comparisons With Previous Years

	1926	1925
SALES		
Total sales of new crop to date	5,971	9,241

Sales of new crop to date.
Original inspection 5,195 8.3

REJECTIONS

	Rejections	1925
Burley	133	133
Dark	000	000
Total	133	133

Percentage of rejections to auction sales:

	Burley	Dark	Total
Burley	24	24	24
Dark	749	749	749
Total	749	749	749

RECEIPTS

	Receipts this week	1925
Receipts, Jan. 1 to date	429	2,737

Quotations at Louisville February 12

	Dark	Burley	Old Crop	1925
Trash, green	8-10	11-13	14-16	14-16
Trash, sound	10-11	12-14	17-19	17-19
Common lugs	13-15	16-18	19-21	19-21
Medium lugs	17-19	20-22	23-25	23-25
Good lugs	20-22	23-25	26-28	26-28
Common leaf	16-18	19-21	22-24	22-24
Com. leaf, short	11-12	14-16	18-20	18-20
Medium leaf	18-20	22-24	26-28	26-28
Good leaf	24-26	26-28	29-31	29-31
Fine and Selections	28-30	30-32	33-35	33-35

Dark, Burley, Old Crop, 1925

Trash, green or mixed 6-8 10-11 12-13 14-16
Trash, sound 10-11 12-14 17-19 20-22
Common lugs 13-15 16-18 19-21 22-24
Medium lugs 17-19 20-22 23-25 26-28
Good lugs 20-22 23-25 26-28 29-31
Common leaf 16-18 19-21 22-24 25-27
Com. leaf, short 11-12 14-16 18-20 21-23
Medium leaf 18-20 22-24 26-28 29-31
Good leaf 24-26 26-28 29-31 32-34
Fine and Selections 28-30 30-32 33-35 36-38

N. B.—Unsound or defective in condition, length or color, or mixed ages, from 1 cent to 3 cents less.

E. BROCAR, Secretary.

Owensboro Ou

OWENSBORO, Ky., Feb. 13.—The Owensboro & Hicks say:

"Sales over the loose-leaf for the week aggregated, Gre 2,354,545 pounds, average \$6.7 Bu 172,650 pounds, average \$10.0 G conditions are unchanged with the tion that low-grade trashes cline preciously in price."

The Kentucky & Virginia Tobacco Company makes this com the week aggregated, Gre 2,354,545 pounds, average \$6.7 Bu 172,650 pounds, average \$10.0 G conditions are unchanged with the tion that low-grade trashes cline preciously in price."

"With full sales this week a percentage of common grades are the offerings. No material han prices, except common dir to which latter were at few bidlow

"We estimate 80 per cent to cent of the crop has been so to

MACLIN-ZIMMER-McGILL TOBACCO CO

Petersburg, Virginia, U.S.A.

MANUFACTURED TOBACCOS FOR EXPORT

Over 100 Years Experience ~

CORNUCOPIA



TOBACCO

PLUG & CUT PLUG

EXPRESSLY MADE FOR SHIP STORES

We Manufacture all Styles of Plug, Cavendish, Twist and Cut Tobaccos

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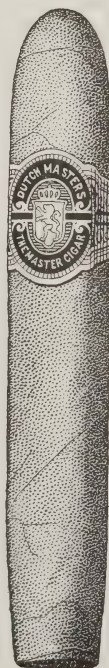
ESTABLISHED 1818.
INCORPORATED 1914.
CABLE ADDRESS "MACZIM"

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LIEBERS STANDARD
BENTLEYS

DUTCH MASTERS

—fine as any imported cigar—very mild



10^c
SPECIAL

Good quality to satisfy your customers—good advertising to remind them.

This new full-page advertisement, run in substantial newspapers, presents a forceful reminder to the smoker.

CONSOLIDATED CIGAR CORPORATION, NEW YORK

Patents Recently Granted

By U. S. Patent Office

Complete description of the patents briefly described herewith can be obtained from the Patent Office by sending to the Commissioner of Patents Washington, D. C., the number of the Patent together with ten cents in currency or money order. Stamps will not be accepted. For this sum the Patent Office will supply a printed copy of the patent, which usually contains complete drawings and descriptions in detail.

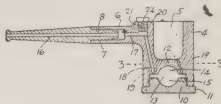
No. 1,566,445. CIGARETTE BOX. FRANK STRINGER, Kellogg, Idaho. Filed Feb. 14, 1925. Serial No. 9,307. Three claims. (Cl. 206—56)



1,566,445

1. A duplex projector strip for use in cigarette packages comprising a base, side arms and normally flat V-shaped folds at the junction of said base and arms, and foldable pull tabs at the free ends of said arms.

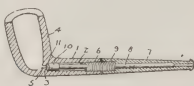
No. 1,566,786. TOBACCO PIPE. CHARLES A. ALDEN, Steelton, Pa. Filed Mar. 23, 1925. Serial No. 17,514. Five claims. (Cl. 131—12.)



1,566,786

1. A tobacco pipe comprising a bowl forming a tobacco receptacle, a stem extending from the upper portion of the bowl and having a smoke passage therein, a base member detachably connected to the lower portion of the bowl, the bowl and the base member forming a chamber between them for receiving matter resulting from smoking the pipe, and the bowl having a port therein connecting said receptacle and said chamber and having a smoke passage therein communicating at its lower end with said chamber and at its upper end with the passage in the stem, and a removable plug contained within the opening in the upper portion of the bowl, said opening communicating with said passages and affording access thereto when the plug is removed.

No. 1,566,866. TOBACCO PIPE. WILLIAM WALLACE HESSON, Toronto, Ontario, Canada, assignor to Albert Freeman, New York, N. Y. Filed Apr. 16, 1925. Serial No. 23,709. Two claims. (Cl. 131—12.)

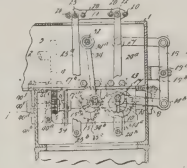


1,566,866

1. A tobacco pipe comprising a bowl having an integral shank or stem and a mouthpiece, the shank having an enlarged counter-bore extending from its outer end entirely through the shank and terminating in a flat annular shoulder close to the interior wall of the bowl and a short perforation connecting said counter-bore with the interior of the bowl, the mouthpiece having a longitudinal perforation and a counter-bore opening at its inner end, and a tubular member permanently secured in the counter-bore of the mouthpiece and fitted into the shank and having a squared end abutting and fitting said annular shoulder to prevent leakage when the parts are assembled, whereby a continuous passage without lateral pockets is formed leading from the interior of the bowl through

the mouthpiece, and contamination of the shank of the bowl is avoided.

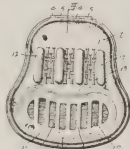
No. 1,566,809. CIGARETTE-MAKING MACHINE. LOUIS BERNHARD BARON, London, England. Filed Oct. 28, 1919. Serial No. 333,874. Eleven claims. (Cl. 131—37.)



1,566,809

10. In a machine for moving a cigarette rod, said machine having a carriage reciprocable parallel to the line of movement of the cigarette rod and means for cutting the rod mounted on said carriage, means including meshing elliptical gears for moving said cutting means forwardly and backwardly transversely to the line of movement of the cigarette rod while said carriage is reciprocated.

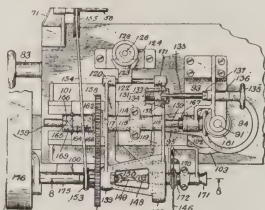
No. 1,567,063. TOBACCO-SMOKER'S ACCESSORY. DENNIS F. LARKIN, San Francisco, Calif. Filed Jan. 29, 1924. Serial No. 689,247. Three claims. (Cl. 131—51.)



1,567,063

1. A smoker's accessory comprising a tray having a cover with perforations therethrough and projecting embossments arranged adjacent the perforations; and embossed ridges arranged between said projecting embossments.

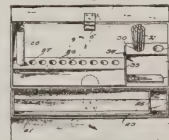
No. 1,567,533. CIGARETTE MACHINE. HARRY S. MARSH, Brooklyn, N. Y. Filed Mar. 15, 1920. Serial No. 365,957. 27 claims. (Cl. 131—37.)



1,567,533

17. In a machine provided with mechanism for forming material into a rod-like shape and advancing it, the combination of a reciprocating carriage, a reciprocating counterweight connected to said carriage resilient means interposed between said carriage and counterweight for cushioning the movements of said carriage and counterweight and for imparting an initial return impulse to the parts, a rotary member on said carriage and a rotary knife having an eccentric bearing in said rotary member.

No. 1,567,903. SMOKER'S KIT FOR AUTOMOBILES. THOMAS T. BOOKMAN, Blaney, S. C. Filed Nov. 11, 1924. Serial No. 749,239. Two claims. (Cl. 206—20.)

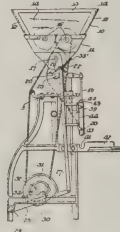


1,567,903

1. A device for the purpose set forth comprising a container consisting of a

body and a lid hinged to the body, means for securing the container upon the steering column of a motor vehicle, a match holder secured in the cover, and a guard pivoted upon the side of said match holder and adapted to extend across the ends of matches therein to retain them normally in the holder.

No. 1,567,279. CIGAR BUNCHING. BERNARD LIBERMAN, Philadelphia, Pa. Filed Nov. 24, 1920. Serial No. 426-134. 18 claims. (Cl. 131—42.)



1,567,279

7. In a cigar bunching machine, the combination of a bunching apron, means operating upon the apron to form a bunching pocket and to close the ends of said pocket, means for delivering measured charges of filler to said pocket and means for pressing the entire upper surface of the charge into a horizontal plane below the margin of the pocket until after the withdrawal of said delivering means.

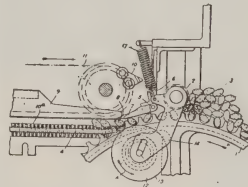
No. 1,567,752. CONTAINER FOR CIGARETTES AND MATCHES. LAURENCE J. ROSAR, Scranton, Pa. Filed Nov. 10, 1924. Serial No. 748,961. Six claims (Cl. 206—48.)



1,567,752

6. A container of the class described comprising a casing having side walls and top and bottom walls, a partition extending longitudinally in the casing between the side walls thereof and dividing the casing into upper and lower compartments, a main receptacle slidably fitting within the lower compartment, and an auxiliary receptacle slidably fitting within said upper compartment and connected with the main receptacle and moving into and out of the casing with the main receptacle.

No. 1,568,989. APPARATUS FOR FEEDING AND ARRANGING OVAL CIGARETTES. WALTER EVERETT MOLINS, London, England. Filed Oct. 6, 1924. Serial No. 742,047. Fourteen claims. (Cl. 226—5.)



1,568,989

1. Apparatus for arranging oval cigarettes in lapped formation in the usual style of packed oval cigarettes comprising a hopper, means for delivering the cigarettes, from the hopper, means for positively turning automatically each cigarette upon leaving the delivery means, into a slanting or sloped position and means for retaining the cigarettes in such a position while they are continuously moved for grouping, transferring or other similar operations.

4. Apparatus for arranging oval cigarettes in lapped formation in the usual style of packed oval cigarettes, comprising a hopper, a fluted conveyor for delivering the cigarettes from the hopper, a resilient finger adjacent said conveyor beneath which the cigarettes are moved,

said resilient finger and the rear of a flute of said conveyor serving to actively turn each cigarette into a slanted position, and means for retaining the cigarettes in such position while they are continuously moved for grouping.

9. In a cigarette packing machine for oval cigarettes, a hopper, a carrier means to deliver said cigarettes to said hopper to said plate in a sloped relation a guide plate on a carrier plate, a conveyor to move a cigarette between said plates, a bridge at the ends of said plates, a conveyor having pusher means passing through said slot, a brush bridge having depending bristles, cigarettes being delivered to said bridge from said plates and raised by their sloped relation by the brush.

No. 1,569,603. SMOKER'S STAND. K. G. ANDERSON, Seattle, Wash., assignor of one-half to Charles Huestis, Seattle, Wash. Filed Jan. 1924. Serial No. 723,461. Four claims. (Cl. 131—51.)

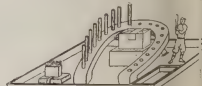


1,569,603

1. A smoker's stand comprising a member, a hollow column extending upwardly therefrom, a bowl member mounted upon said column, a receptacle provided within said bowl member, a spring located in said bowl member, a receptacle, a hopper adapted to receive said bowl member, and a member detachably connecting said hopper to the column between the spring and said spring.

Designs

No. 68,922. SMOKER'S TRAY. STANTINE KUZAROFF, St. Paul, Minn., assignor of one-half to John H. St. Paul, Minn. Filed Jul 9, 1924. Serial No. 13,818. Term of design.



68,922

The ornamental design for smoker's tray substantially as shown.

No. 68,951. BASE FOR SMOKER'S OR SIMILAR ARTICLE. LESLIE H. BURNETT, Chicago, Ill., assignor to Burnette firm composed of Leslie H. Burnett, Walter H. Sedgwick, Chicago, Ill. Aug. 8, 1925. Serial No. 14,919. Term of patent 7 years.



68,951

The ornamental design for a base for a smoker stands or similar articles, substantially as above.

No. 68,923. SMOKER'S TRAY. STANTINE KUZAROFF, St. Paul, Minn.

Tifton, Georgia, Wants Tobacco Industries—

and Offers Capital:

TIFTON FACTS

Location: Tift County, southern central portion of Georgia. Population, 1925, 3,500; County, 17,000. County has Board of Trade, with 1000 membership!

No state income tax; city tax rate 18 mills, state and county 18 mills.

Two banks with combined capital and surplus of \$550,000.00. Hydro-electric current, unlimited capacity; remarkably low rates to quantity users.

Three trunk line railroads, Atlantic Coast Line, Southern and A.B. & N., with 32 passenger trains daily. Elevation 370 feet. Average annual temperature 66.4 degrees, summer only 80.6.

Flowers bloom all the year; rich agricultural county, which makes possible excellent food at low cost. First class schools, good churches, civic organizations. Tobacco production steadily increasing; average price paid in Tifton market, 1925, 14c.

Lumber and building material very cheap; many saw mills, one hardwood mill.

County land from \$10 acre up; good land; town property very reasonable, but rapidly headed upward.

—excellent factory sites in a thriving Southern Georgia town where the County alone produced 5,000,000 pounds of bright tobacco in 1925!

Only five years ago the County's production was but 50,000 pounds; these figures give a dramatic idea of the trend of the times in tobacco growing!

—cheap hydro-electric power and inexpensive labor of above the average intelligence, where labor troubles are unknown. The Imperial To-

bacco Co., Ltd., of England, operates a large stemming plant in Tifton, employing 600; they are delighted with their investment.

—unexcelled transportation facilities, good freight rates, three trunk lines. Delightful place to live; one of healthiest counties in United States; mild winters, pleasant summers.

—it will pay you to investigate the possibilities offered by Tifton, Georgia. Full facts on request.

BOARD OF TRADE, TIFTON, GEORGIA

half to John Derdosi, New Martinsville, W. Va. Filed Oct. 15, 1925. Serial No. 15,126. Term of patent 14 years.



68,923

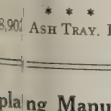
Ornamental design for a smoking tray, substantially as shown.

68,983. CONTAINER FOR CIGARS. JACOB S. SHERMAN, Chicago, Ill. Filed June 19, 1925. Serial No. 15,024. Term of patent 14 years.



68,835

Ornamental design for a container, substantially as shown.



plating Manure With Fertilizer

(Continued from page 10)

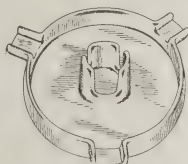
on the control plot, for Maryland. But when attempts were made to introduce tobacco by shortening the results were discouraging. Two tons of tobacco, wheat and crimson tobacco, wheat and cow peas, also



68,902

The ornamental design for an ash tray, as shown.

No. 68,983. ASH TRAY. MAURICE MOSS, New York, N. Y. Filed Oct. 5, 1925. Serial No. 15,024. Term of patent 7 years.



68,983

The ornamental design for an ash tray, as shown.

Trade-Marks Filed In U. S. Patent Office

The following trade-marks were published in compliance with section 6 of the Act of February 20, 1905, as amended March 2, 1907. Notice of opposition must be filed with the U. S. Patent Office, Washington, D. C., within thirty days from date of official publication.

Ser. No. 223,590. THE OHIO MATCH COMPANY, Wadsworth, Ohio. Filed Nov. 13, 1925.

CHOOSE ME

223,590

The particular description of goods.—Matches. Claims use since Mar. 2, 1905.

Ser. No. 223,597. THE OHIO MATCH COMPANY, Wadsworth, Ohio. Filed Nov. 20, 1925.

BLUE BOSS

223,597

The particular description of goods.—Matches. Claims use since June 2, 1915.

Ser. No. 223,591. THE OHIO MATCH COMPANY, Wadsworth, Ohio. Filed Nov. 20, 1925.

SURE SHOT

223,591

The particular description of goods.—Matches. Claims use since Aug. 24, 1909.

Ser. No. 223,593. THE OHIO MATCH COMPANY, Wadsworth, Ohio. Filed Nov. 20, 1925.

GRAND

223,593

The particular description of goods.—Matches. Claims use since May 13, 1908.

Ser. No. 223,594. THE OHIO MATCH COMPANY, Wadsworth, Ohio. Filed Nov. 20, 1925.

DESK

223,594

The particular description of goods.—Matches. Claims use since Sept. 29, 1905.

continuous tobacco systems with crimson clover and rye as cover crops, have resulted in no gain and in several cases depression of the tobacco yields. Tests of the timothy cover crop at the Massachusetts agricultural experiment station have shown a depression in the yield of tobacco, the average yield being 1,150 pounds with, and 1,315 pounds per acre without a cover crop.

It is quite evident that attempts to supply

through other means the organic matter furnished by stable manure but missing in commercial fertilizers have not been promising. This raises the question: Is the organic matter of manure essential to good yields and high quality of tobacco? The answer will determine, in a large measure, whether commercial fertilizers constitute an agronomically safe replacement for the diminishing manure supply.

GEO. A. LEA, President.
I. R. BASS, Secty.-Treas.
ORDER OR CONTRACT
Danville, Va.

GEO. A. LEA & COMPANY
Incorporated
LEAF TOBACCO BUYERS AND BROKERS
SATISFACTION GUARANTEED
Cable "LEA"

J. D. ROGERS, Vice Pres.
General Manager.
PERSONAL SUPERVISOR
Rocky Mount,

L. B. JENKINS & COMPANY

Leaf Tobacco Dealers
Kinston, N. C., U. S. A.

Buyers and rehandlers of all grades of Bright Leaf Tobacco. Domestic and export types bought on order or contract. Modern redrying plant equipped with improved machinery and ample storage facilities.

Correspondence Solicited

Samples Furnished

Cable "Jenco"

Cable "Wright"

Codes: Western Union: A. B. C. 5th Ed.

WRIGHT-HUGHES TOBACCO CO.

INCORPORATED

LEAF TOBACCO DEALERS

ALL GRADES VIRGINIA, CAROLINA AND KENTUCKY TOBACCO
ORDER OR CONTRACT—SAMPLE UPON APPLICATION

WINSTON-SALEM, N. C., U. S. A.

THE HENDERSON TOBACCO CO., INC.

HENDERSON, N. C.

Dealers, Packers & Exporters

LEAF TOBACCO BOUGHT ON CONTRACT FOR FOREIGN AND DOMESTIC USE
VIRGINIA AND CAROLINA TOBACCO ALWAYS ON HAND

Samples Submitted

Cable Address "Henco" Henderson, N. C.

Proctor Redrying System
Code: Arnold's No. 5

Cable Address: "CLARK"

Code: "ARNOLDS NO. 5"

Largest Loose Leaf Tobacco Market in the World
W. T. CLARK & COMPANY Dealers in All Grades of Bright Leaf, Strips, Stems and Scraps

Established 1887

Packed for Export and Domestic Trade

We operate in North Carolina, South Carolina, Virginia and Georgia

Head Office: WILSON, NORTH CAROLINA, U. S. A.

Packing guaranteed. Samples submitted on application.

C. B. CHEATHAM CO.

INCORPORATED

LEAF TOBACCO DEALERS

All grades Bright Leaf Tobacco bought on order or contract. Ample redrying and storage facilities.

Cable: "Checo"

FARMVILLE, N. C., U. S. A.

THORPE & RICKS, Inc.

Codes—Arnolds
Nos. 5 & 15
A. B. C.
5th Edition.
Cable Address:
THORPE.

Established 1886

BRIGHT LEAF TOBACCO



Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

C. W. WALTERS CO., INC.

South Boston, Va.

Packers and Dealers in

Mullins, S. C.

LEAF TOBACCO

Specializing in

Virginia, Eastern Carolina and South Carolina Tobaccos

KINSTON TOBACCO COMPANY

Incorporated

DEALERS IN LEAF TOBACCO—EXPORT AND DOMESTIC TYPES

Buyers and Rehandlers of all Grades of Bright Leaf Tobacco on Order or Contract

Complete Redrying Plant and Ample Storage

CORRESPONDENCE INVITED—SAMPLES ON APPLICATION

E. Y. Speed, President

W. H. Armistead, Vice-President

R. P. Watson, Vice-President

KINSTON, N. C., U. S. A.

A. L. GLASGOW, President

J. ROSS NEWELL, Sec. & Treas.

1301 East Main St.

VIRGINIA LEAF TOBACCO CO., Inc.

Dealers and Exporters

LEAF TOBACCO

Cable: "Vileco"

RICHMOND, VA.

All Codes Used

Cable Address: "Kyle"

A. D. KEEN, Pres. & Treas.

A. D. KEEN TOBACCO CO., Inc.

Successors to E. K. JONES & CO.

To Start New Suit Against Co-operatives

Col. Person Takes Judgment of Non-Suit in Recent Action
Said to Represent 100 Pool Members in Proposed New
tion for Receivership—S. C. Director Upholds Co-op

HENDERSON, N. C., Feb. 13.—Following the dismissal of his petition for a receivership of the Tobacco Growers' Association, heard before Judge Thomas H. Calvert in chambers in Wake County Superior Court, at Raleigh, Friday of last week, at which time he gave notice of an appeal to the Supreme Court of North Carolina, Wiley M. Person, Franklin county attorney, this week announced that he had taken a judgment of non-suit in that case, and would immediately start another similar action in his own county. This time, however, Colonel Person is to appear in the role of attorney only, and will represent, he said, one hundred farmers of Franklin county in a petition for a receivership. The new suit is to be heard before Judge M. V. Barnhill, who gave the original order in the suit that was dismissed a week ago, and this one, according to Colonel Person, will go to a jury for decision.

The colonel expressed considerable surprise at the delay of Judge Calvert in signing the judgment in last week's action, so that it might go to the Supreme Court. On Wednesday morning he had been unable to get it out of the way, and at that time he announced his decision to abandon the action and resort to another attempt in a different environment and before another jurist.

The Franklin lawyer seems to be determined to press his suit until he is satisfied there is no hope for favorable action. He believes he will stand a better show of getting a receivership order at Louisa when he goes before Judge Barnhill and a jury as attorney in petition for dissatisfied farmer members of the co-ops.

There is talk that politics is not entirely absent in the campaign that is being waged by Colonel Person. He has stated flatly, himself, that he would run for judge in the Seventh North Carolina Judicial District this year against Judge Calvert. His own and Wake are the only fields to afford Colonel Person a battle ground, for they together make up the district. He professes to believe that he can defeat the present incumbent, whom he opposed once before to no avail. The colonel has also been a candidate for Congress twice against Representative Edward W. Pou, of the Fourth North Carolina District. Just when formal action will be taken in the new suit has not been definitely revealed as yet.

This week comes also the news from Raleigh that the directors of the association, at a meeting held in Raleigh Wednesday, authorized institution of suit in the name of the association against its general manager, R. R. Patterson, a director also, and T. C. Watkins, former director, and until recently warehouse manager for the association, the purpose of the suit being to recover the alleged \$100,000, approximately, which it is said the two officials made in redrying the tobacco of the association.

It is understood, according to this information, which appears to be reliable, that process will be served in Virginia, the home of Patterson and Watkins. The recent refusal of Judge Thomas H. Calvert to allow Aaron Sapiro to stretch the comity act into further ap-

pearance in the State probably will not bar him from the State, but the judges have sole control over comity act. But should this suit be brought in North Carolina, Sapiro doubtless get a chance to appear as general counsel for the association.

No action has as yet been taken so far as has been learned, but there is to be little doubt that the suit authorized by the directors at their meeting in Raleigh the middle of the week will have the advice of Mr. Sapiro to have been given recently in Washington.

Small complications arise out of the fact that Mr. Patterson is still in the position of having to sue his own brother. Mr. Watkins resigned last week this procedure it is not contended the Virginians did anything for.

Under the new plan of organization there will be no paid directors, said. This proved to be an unhappy phase of the old organization, which had a furious run for its money, still running with Colonel Person more or less interesting pursuit.

While North Carolina members of tobacco pool, or at least some of them are backing the fight to dissolve the corporation, growers and business alike in South Carolina are fighting the sign-up for the new organization that it is proposed to take over at the expiration of the present contract with the end of the 1926 season. The new contract, and the new terms are being held, and are intended not only by interested farmers but by business men as well, who are urging the sign-up.

One such meeting was held in Florence, S. C., when it was said that a hundred farmers from every part of the county were present, giving the call of the business men to decide what is to be done on the new contract, the sign-up of which is reported to be lagging so the the of the association is in danger.

Business men from other towns in the Pee Dee section of South Carolina were present in the audience that filled the first floor of the opera house, a number of other counties were said to have been represented also among the present. A resolution that was adopted at a previous meeting of business and professional men, bankers, expressing their conviction to the merits of co-operative action and also implicit faith and confidence in the management of the Tobacco Growers' Co-operative Association, by its directors and representatives, which has been in the interest of the farmers whose failure to sign the contract resolution said, would be his most economic mistake. The resolution called for general support and co-operation in effort to get 65 per cent of the crop of the county signed by March against the reputed 15 per cent who signed to that time. It was pointed out that there had been rumors to influence the farmers against signing and for the purpose of disrupting the association. Another resolution expressed the belief that the coming crop

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in 26 would be a large one, and the
yers would take advantage of
situation if the co-operative associ-
e fa to function properly.

the kind ever held here. It
the biggest and most enthusiastic
presided over by Dr. N. W. Hicks,
major of the business men's commit-
T. Eaton Young, a South Carolina
tor the pool, spoke on the meth-
th operation and management of
toba association, offering figures
three orders to support his state-
s. It did not deny that mistakes
been made, but said they were er-
of judgment. He claimed that the
of tobacco had been doubled by
effort of the association. He further
ed it if the sign-up failed, the
tative would fail, and the price of
could be forced down to where
t years ago. He also discussed
argument about the redrying activi-
of the association.

Yong told the convention the as-
sociation is now in the best condi-
tion it has ever been, and went on
to his respects to Dr. Clarence Poe,
who had been a member of the board
directors at the time the things he
was complaining of took place.
He said the officials of the association
and the board had addressed the meeting,
and in the afternoon of the day the
meeting was held resolutions were
passed by the Florence Rotary Club
and the directors of the Florence Cham-
ber of Commerce endorsing the new
plan of urging the farmers to act
promptly in the matter. It is said there
is much hope for the ultimate suc-
cess of the sign-up in South Carolina.

Looking Forward to Closing Date

Richmond, Va., Feb. 6.—The Danville
Board of Trade will meet in
Richmond for the purpose of set-
ting a closing day for the selling sea-
son in the Danville market. The re-
solutions are beginning to tail off and non-
attendance is in evidence, indi-
cating the approach of the end of the
selling season. Prices on all desirable
tobacco are just as firm as they were at
the beginning of the market, and there
is no depreciation in the better
grades. This week sold 1,060,040
pounds of tobacco for \$149,473.48 at an
average of \$14.10 per hundred. The
selling season run now to 33,530,
sold for \$5,519,277.08, or an
average of \$16.46 per hundred
pounds.—TETLEY.

THE VENABLE TOBACCO CO., Inc.

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Durham, N. C., U. S. A.
ALL GRADES OF LEAF TOBACCO AND STRIPS

Veteran Passes Away

DANVILLE, Va., Feb. 13.—William T.
Keeling, the oldest man in the tobacco
business in point of service, died this
week after a long decline. For nearly
fifty years he was a member of the
warehouse fraternity, being associated
latterly with Banner warehouse. He was
a hard worker for the success of the
Danville tobacco market and the sales
paused for five minutes on the day of his
funeral. The Danville Tobacco Associa-
tion met and adopted resolutions and ap-
pointed a committee to attend the obse-
quies. He was a native of Halifax
county and is survived by his widow.—
TETLEY.

Richmond Sales Larger and Prices Higher

RICHMOND, Va., Feb. 13.—Sales for
past week were larger than for previous
week, and prices nearly one dollar per
hundred higher. This was in face of a
large percentage of common grades on
sale which were easier in price; but the
good red leaf sold well, some of it sell-
ing as high as 45c a pound. This crop
contains some of the best solid color,
red leaf that has been seen for a long
time, and the Domestic manufacturers
and exporters compete keenly for se-
lections. Total sales for week were 210,-
000 pounds, sold at \$16.40 average.—
R. O. MORTON & Co.

Directors May Not Draw Pay

DANVILLE, Va., Feb. 13.—Reports from
Raleigh, N. C., that the directors of the
Tobacco Growers' Co-operative Association
have authorized \$100,000 suits
against Tucker C. Watkins and Richard
R. Patterson are not confirmed by Di-
rector W. E. Gardner, of this city, who
attended the meeting. Mr. Gardner does
confirm the report that the next board
of directors of the organization will not
derive any pay from the association. The
fact that Directors West, Wingfield and
Garrett have been drawing pay as di-
rectors has been a source of irritation
despite the fact that these officials earned
their money in the capacity of field ser-
vice officers.

Developments during the past week in-
dicate that the storm developing with the
Federal Trade Commission's report is
blowing over and will soon pass into his-
tory. What its material effect on the
future of the tobacco pool will be can
be gauged only when the task of secur-
ing signatures to the new five-year con-
tract is attempted.—TETLEY.

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South Carolina Sales Season of 1925

COLUMBIA, S. C., Feb. 13.—J. W. Shealy, Commissioner of Agriculture, Commerce and Industries, State of South Carolina, issues the following report on the tobacco sales covering the 1925 crop:

Markets	Pounds
Andrews	1,206,783
Conway	2,609,783
Darlington	4,502,925
Dillon	2,583,080
Florence	1,081,660
Hemingway	2,022,474
Johnsonville	1,233,687
Kingstree	4,229,566
Lake City	12,092,332
Lake View	1,631,093
Lamar	2,368,388
Loris	2,633,106
Manning	1,838,812
Marion	1,523,655
Mullins	15,964,600
Nichols	1,323,626
Olanta	2,200,563
Timmons ville	7,389,382
Misc. Markets (six)	2,428,674

Total Pounds 70,863,812
 Average rate for season \$16.52
 Average rate for August 17.81
 Average rate for September 15.80
 Average rate for October 14.60
 Average rate for November 13.86
 For independent markets only.
 (Cowards, Hartsville, Lynchburg, Pamlico, Summerville, Sumter.)

Remarks

The foregoing list of tobacco sold for producers, by markets, includes Independent and Cooperative sales for the season of 1925.

The average rates stated above refer

to Independent Markets only, 51,142,738 pounds which sold for \$450,579.41, showing an average rate of \$16.52 per hundred pounds. This was made by the Tobacco Growers' Cooperative Association regarding amounts received for sales; and for the purpose of comparison, it be seen that if the total production of 70,863,812 pounds was sold at the average rate received by the Independent dealers, the amount is approximately \$11,706,701.74.

Tobacco Production, Sales at Average Rate for Last Ten Years

Year	Pounds	Value
1916.....	20,079,903	\$2,813,448.1
1917.....	51,080,083	11,794,431.7
1918.....	62,173,631	19,311,497.6
1919.....	81,156,470	18,548,559.9
1920.....	66,342,611	15,805,685.1
1921.....	43,533,586	4,881,028.1
1922.....	42,586,756	8,743,061.1
1923.....	77,791,783	16,290,045.1
1924.....	45,521,604	7,392,498.1
1925.....	70,863,812	11,706,701.7

Danville Market to March 12

DANVILLE, Va., Feb. 13.—The committee of the Danville Tobacco Association has set Friday, March 13, the date for terminating the auction in Danville. By this time the amount of the crop is expected to be 35,000,000 pounds, and there is a possibility that the total for the season will be brought to 40,000,000. Sales for the week ending Thursday totaled 83,000 pounds, sold for \$228,424.91, an average price of \$12.31 per hundred pounds. Sales for the season now total 5,380,000 pounds sold for \$5,747,701.99, an average of \$16.24.—TEILEY.

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Lynchburg Receipts Up to Expectations

ncburg, Va., Feb. 13.—John D. Lynchburg Tobacco Company, makes the following report of leaf tobacco sold on the Lynchburg "open" market:

Pounds	
this week	371,100
to Feb. 12, 1926	7,755,700
to Feb. 13, 1925	7,282,000
for 1926	473,700

ing into consideration the cold, whether which was not favorable marketing tobacco, receipts this far up to expectations. As has the case for several weeks, a very part of the offering consisted of nondescript grades; in fact percentage of good tobacco was less than the quantity of tobacco sold. But when any good leaf was it was eagerly bought at a price which undoubtedly proved highly

lack of good body and red color, strong demand and is bringing a price which will compare favorably with the price of the season.

At the same time inferior tobacco is showing that the grades continue dull though some of the grades are slightly better than the others. It is thought that fully 90 per cent of the crop has been sold and that the remainder will be marketed as soon as possible. The weather is favorable for the marketing of tobacco, fair sales may be expected the next two weeks and after that smaller as the season draws

Branch Sales for the Month

KE BRANCH, Va., Feb. 6.—Total sales for the month, 612,545 pounds; average price per 100 pounds, \$1.51 to date of 1925 crop, 2,800,000 pounds; average price per 100 pounds, \$1.50 to date of 1926 crop, 1,000,000 pounds; average price per 100 pounds, \$1.50 to date of 1926 crop, 1,000,000 pounds; average price per 100 pounds, \$1.50 to date of 1926 crop, 1,000,000 pounds. —OTIS O. TUCKER, Planters' Association.

Cobb-Gwynn Officers

CHM, Va., Feb. 8.—Officers of the Cobb-Gwynn Tobacco Company now are: President, H. W. Cobb; vice president, T. W. Webb; secretary, T. W. Webb; treasurer, T. W. Webb; and clerk, T. W. Webb. All of 310 North 1st street, this city.

Greenville Average, \$19.66

RE, N. C., Feb. 6.—Sales on the Greenville market for week ending Feb. 5, 1932 pounds; average, \$19.66; total amount, \$90,721.60. Sales for

the season, 45,760,586 pounds; average \$26.11; total value of tobacco sold to date, \$11,949,324.83.—K. W. COBB, Secretary and Treasurer, Greenville Tobacco Board of Trade.

Henderson Sets February 26 As Closing Date

HENDERSON, N. C., Feb. 13.—With February 26, the last Friday and the last sales day in the present month, definitely fixed as the date for the closing of the 1925-26 season on the Henderson auction tobacco market, sales for the season thus far, within two weeks of the end, are racing toward the goal of 10,000,000 pounds set for the season. But it seems fairly certain that the ultimate will not be reached unless deliveries to the pool warehouses here are figured into the total.

Breaks for the past week were very light, with only one day—Monday—when there was as much as 100,000 pounds on sale. Sales for that day were 143,478, but a gradual tapering off for the rest of the week, with 72,078 pounds Tuesday, 43,112 Wednesday, 26,740 Thursday, and only 16,412 pounds sold yesterday, making a total of 301,820 for the entire week. The week's sales brought \$45,422.41, at an average of \$15.04 per hundred pounds.

This brings season sales to date up to 9,240,530, selling for \$2,024,449.97, at an average of \$21.91. The low grades of tobacco offered during the week, with Monday's average of \$16.10 the highest of the five days, pulled the season average below the 22-cent level for the first time since October. It now appears that the season average on this market will wind up at around the 21½-cent level, as compared with \$21.69 for last year. This year's crop, however, will be at least 9,500,000 pounds, it seems now, as compared with less than 6,000,000 pounds in the season of 1924-5.

It is possible that the remaining two weeks of the present season will bring the total auction sales to 10,000,000 pounds, though if such be the case it will be necessary for each week to average more than the past two weeks have averaged, when the total was 670,000. It is not believed that there is much more tobacco to be sold, and what there is will be largely scrap, and will sell for a very low price. Yesterday's average of \$10.48 is the lowest for any day of the present season, and represented an uncommonly low grade of tobacco.

If Henderson reaches the 10,000,000 pound mark it will, according to present indications, rank second to Durham in the quantity of leaf sold on any market of the old belt, or between the big markets of Wilson and Rocky Mount in the east and Winston-Salem in the west. Oxford, of course, will be in the same company, but, according to latest figures, will run at trifle behind Henderson's total for the season.—HAD.

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SUHLING & CO., INC.

Growers Protest Sales Tax in Kentucky

HOPKINSVILLE, Ky., Feb. 13.—Continued opposition to the proposed state luxury tax on manufactured tobacco is being manifested here by organizations for farmers.

At the regular meeting of the board of directors of the Dark Tobacco Growers Co-operative Association held here this week, the resolution opposing the tax that had been drawn by the Executive Committee was unanimously adopted.

This resolution was adopted by the committee, as follows:

"We the Executive Committee of the Dark Tobacco Growers' Co-operative Association, hereby protest against the proposed law placing a sales tax on manufactured tobacco and tobacco products. We hereby call upon the representatives and senators in the legislature from the dark tobacco district of Kentucky, to cast their vote against said measure, and we hereby order that a copy of this resolution be mailed to each senator and representative from the dark tobacco district."

In addition to the resolution adopted by the executive committee and directors, the Dark Pool is today sending out copies of the following letter to every advisory council of the pool in Kentucky.

"Within the next few days, the legislature of Kentucky will have up for consideration a bill placing a sales tax on manufactured tobacco.

"This legislation is of importance to every tobacco planter in the state and if you are interested in the welfare of your business, you should get in touch with your senator and representative at once, notifying them of your opposition to this bill.

"Any form of taxation on tobacco or tobacco products must work to the disadvantage of the producer, and you should feel sufficiently interested in your business to write or wire your representative in the legislature at once.

"This is important so please give it your immediate attention."

Geoffrey Morgan, general manager of the Dark Pool, was in Frankfort this week and opposed the measure. In a speech before the taxation committee of the lower house, The Christian County Farm Bureau is also working against it.—BURCH.

Paducah Prospects

PADUCAH, Ky., Feb. 13.—With weather conditions favorable for handling tobacco during the early part of the week, a rush of deliveries to markets resulted, and large sales have been held over loose floors. Quality of the offerings has been poor, with low and common grades predominating, and only a small percentage of the better grades has appeared on the market.

The market has been very irregular and prices have shown a downward ten-

dency on low and common grades and trashes, there being little competition in these grades. Common trashes have shown some weakness last week, and have sold at prices ranging from \$2.50 to \$4.25, while the continue firm, selling at \$3.50 to \$4.00. The percentage of medium and good grades the offerings has been very small. Prices on these grades have been firm, with a ready demand for both grades. Rejections have been unusually heavy, and growers are displeased with prevailing prices.

We estimate that from 30 to 35 percent of the crop in the western district has moved, and while the acreage run considerably under that of the crop, the tobacco is weighing in and indications are the crop will be above our early estimates of 100 million pounds.

Although the weather has been favorable for farm work, little plant has been made for the next crop, no doubt we will see a small planted this year.

There has been little activity in stocks lately, and we have heard reports of sales during the week.—KENNEDY & SON.

Hopkinsville Has by Average

HOPKINSVILLE, Ky., Feb. 13.—Sales of dark tobacco during the past week the important Hopkinsville market, though not as heavy as the previous week, were large on several sales, a total of 1,896,225 pounds sold at an average of \$8.97 per hundred pounds.

This low average on the large sale brought the season average down to \$10.75, while it stood at \$12.00 a month ago. Poor grades are being sold in a large part for the low price, though many believe there is general weakness prevalent in the market over the dark patch at present. Due to the large offerings of low grades, some fine dark leaf appeared early in the week, part of which brought \$14.00 per hundred pounds.

The week's sales made a total of 1,033,020 pounds sold in Hopkinsville since the opening of the season on December 1, while during the period last year the season's total was 8,730,740 pounds.

Hopkinsville's new Burley market, which has been marked with success ever since it opened here in December for the first time, will close with the sale of Saturday, February 24, according to President J. W. Hancock of the Hopkinsville Tobacco and Trade. No Burley sale was held last week.

Growers have been especially pleased with the establishment of a Burley market at this point. It affords an easy market for their type and the prices have always been as high as paid on the Centilucky markets. Burley tobacco has been marketed here from all parts of the new Burley section during the few months.

PURE TESTED BURLEY TOBACCO SEED

Kelley's, Judy's Pride, Root Rot Resistant of the standing-up varieties: Kentucky Leaf of the spreading-over variety, the kind our farmers raised. Machine cleaned at \$1.00 per ounce. The famous slick stalk, one-sucker dark seed, the finest yet grown in weight, color and price. Does well for both air and fire curing. Also improved seed at \$1.00 per ounce, or 3 ounces \$2.50. Reliable agents wanted.

ARTHUR A. HOWELL,

Route 4, Bethpage, Tenn.

VIRGINIA, CAROLINA & KENTUCKY TOBACCO

Cable Address:
"Suhling," Lynchburg Lynchburg, Va.

Reynolds Sends Co-ops Two Million Dollars

RICHMOND, Va., Feb. 11.—A check for \$2,039,841.07, said by association officials to be the largest check ever received by the Tobacco Growers Cooperative Association in the history of the organization, arrived here yesterday.

The big check represents payment for large purchases of the association's tobacco stocks by the R. J. Reynolds Tobacco Company, of Winston-Salem, N. C. The tobacco which was recently shipped to the Reynolds company was from the re-dried old belt crop of 1924, and also re-dried tobacco from the South Carolina crop of 1925.

In announcing the receipt of the check, association officials here stated that the demand by the industry for the co-operative's tobacco stocks, both green and re-dried, is strong and most satisfactory, with the market appearing excellent, especially for the green tobacco of the dark district.—JACK.

Burley Batters \$500 An Acre In Tennessee

LENOIR CITY, Tenn., Feb. 13.—In the sale of 1,722 pounds of Burley tobacco, gathered from less than one acre on the farm of John Giles here, a record is believed to have been established for local tobacco. Average price paid was \$31.23 the hundred, and the total was \$537.93. This is Mr. Giles' first attempt to raise tobacco in this field.

Springfield Average \$14.98

SPRINGFIELD, Tenn., Feb. 13.—Sales on the Springfield loose leaf tobacco market are reported as follows:

	Pounds	Avg.
Sales for week	817,780	\$14.98
Sales for season	4,701,950	16.96
Sales last season	5,872,845	19.75
Trash	\$2 to \$5	
Common lugs	5 to 6	
Medium lugs	6 to 9	
Good lugs	9 to 15	
Fine lugs	15 to 17	
Low leaf	4 to 9	
Common leaf	9 to 10	
Medium leaf	10 to 15	
Good leaf	15 to 25	
Fine leaf	30 to 39½	

Sales over the floors this week were the heaviest of the season, selling 817,780 pounds at \$14.98 per hundred, which is also the lowest average to date. While our market is right much demoralized on the low grades the heavy receipts from off districts has been the main factor in lowering this average.

We can see very little change in good to fine leaf with a slight decrease in the demands for medium grades. After a higher tendency on trashes for a few days the earlier part of the week they slumped back to the former prices. Clarksville and Hopkinsville also report lower prices for the week.

At this time we are having what seems to be a good handling season and are looking for fairly heavy deliveries to the floors the coming week.—J. W. HAYES TOBACCO CO., INC.

Proposed Kentucky Sales Tax Assailed

President James C. Stone of Burley Association Points Out Serious Objections to Bill Before Blue Grass Legislature—Argument from the Grower's Point of View

FRANKFORT, Ky., Feb. 13.—The principal argument against the proposal to levy a sales tax on tobacco in Kentucky before the House committee on revenue and taxation here Thursday afternoon was made by James C. Stone, president and general manager of the Burley Tobacco Growers' Co-operative Association, who pointed out the fact that out of the \$7.50 paid by the consumer for one thousand cigarettes, the manufacturer has left only \$2.76 to pay the growers for their leaf, to pay for manufacturing costs, overhead, advertising and selling costs and profit on his investment. He also told of the means by which dealers in any state not having such a tax could profit at the expense of the dealers in states levying the tax through the shipment of cigarettes into the taxing state by parcel post. He said that one manufacturer has so shipped \$300,000 worth of cigarettes into one of these taxing states and that the only result was that the local retailer lost the business and that the state realized no tax at all on this business.

Mr. Stone told the legislators that the tax in the eight states which have adopted it has not yielded the expected revenue and that the tendency of such taxes was to curtail distribution and lessen consumption.

In his argument, Mr. Stone said: "Gentlemen of the Committee:

"We are here today to protest against a sales tax being levied on manufactured tobacco and to give you our reasons for being against it. Let me say in beginning that we know that proper revenue has to be raised with which to run the state government, and that we think it right and proper that sufficient funds be raised, through taxation, for the purpose of constructing modern insane asylums and penitentiaries, and for the proper maintenance and development of the State University. Every loyal Kentuckian should take a natural pride in accomplishing these things and should be willing to pay his proportionate share of the expense.

"What we oppose is the proposed injustice of placing this burden on any particular industry or commodity, when it rightfully belongs to all.

"The State of Kentucky produces more tobacco than any other state in the Union. There are more farmers in Kentucky producing tobacco than in any other state of the Union, and tobacco is practically the only cash crop of the State. We feel that if any additional burden is placed on it at this time it will curtail distribution and diminish consumption, which will be injurious to the future development of the trade.

"Tobacco already is the most heavily taxed commodity in the United States. The general conception of almost everyone in regard to this tax, before they

give it serious consideration, is that it is all right; that it should be put on; that it doesn't hurt the grower; that those who buy the cigarettes and cigars and smoking and chewing tobacco pay, and pay in such small amounts that they do not care, but facts do not bear this line of reasoning out.

"The price of any commodity has a very decided influence on the sale of it. The cheaper the price the larger the sales and, consequently, the wider the distribution. The best illustration of this fact that I know of is what happened immediately after the war. From 1914 to 1919 consumption of manufactured tobacco increased materially, due to the war, but when the readjustment period came in 1920, the sale of manufactured tobacco slackened and started to decline. Cigarettes, for instance, were selling for 20 cents for a package of 20 cigarettes. Manufacturers immediately realized that the price had reached a point where the consuming public had balked, and they did two things—lowered the price paid to the producer of the raw material and cut the price of the cigarettes from 20 cents to 15 cents for 20 cigarettes. Sales immediately began to increase and have grown steadily every year since.

"This, however, cannot be said of chewing tobacco, for which most of the red grades of Burley are used. The sale of chewing tobacco has been gradually decreasing for the past ten years and with any additional tax burdens will decrease just that much faster.

"Before the tobacco growers were organized it was impossible for them to do any constructive work as individuals towards developing additional outlets for their product, nor could they take their rightful place as a part of the trade. Unorganized, they were not even considered a part of the trade, when in fact they are the most important factor in it.

"We found, upon investigation after we formed our organization that the government tax on tobacco, originally imposed as a war measure, between the years of 1914 and 1918, had been increased 240 per cent on tobacco used in cigarettes, and 225 per cent on tobacco used for chewing and smoking, and that the government tax on tobacco imposed during the war was the only tax that had not been reduced since the war ended.

"For each pound of Burley tobacco sold by the grower to be used in cigarettes he receives approximately 25 cents, on which the government now collects \$1 per pound in tax, and on all other tobaccos, used for smoking and chewing purposes, the government tax is straight 18 cents per pound, which in 1920-1921 was at least 6 cents per pound more than the grower received, on the average, for his entire crop gross.

"There were eighty billion cigarettes manufactured in this country last year. Four brands sold close to sixty per cent of this amount—Camels, Chesterfields, Lucky Strike and Clowns. Another four brands a considerable amount of Burley tobacco is used.

"These cigarettes retail to the consumer at 15 cents per package containing ten cigarettes, which is \$7.50 for 1,000 cigarettes. The retailer's profit is \$1.00 on this amount, which leaves \$6.40. The grower's profit is 10 per cent, or 75 cents, which leaves \$5.76. From this the government tax of \$3, which leaves a balance of \$2.76. With this \$2.76 what is left of the \$7.50 the public pays the manufacturer has to buy the tobacco from the grower, paying his manufacturing costs, overhead, advertising selling costs, government stamp tax, and making a profit on his capital investment and for our own protection as growers we are naturally very much concerned over any proposed additional tax burden added on your product, when it is nothing but fair and just that it should be relieved of a part of your already have to bear.

"It is not fair to consider tobacco on the basis of the individual, at 10 cent and a half tax on each 50 package of cigarettes will not benefit anyone and that the State needs money. Are these premises fair to you? The users of tobacco are confined to any one class of people, used by both rich and poor, and a great majority of those who use it price does not cut a figure. If this is imposed in Kentucky, the largest tobacco producing state in the country, which argument could be used in asking no state not to enact a similar law.

"In my opinion, if this bill becomes law, every state in the Union will adopt one like it, which will mean an additional tax burden on our product of at least \$60,000,000 to \$75,000,000 per year. This undoubtedly would mean a consumption at least 10 per cent less from the best information I have from other countries where tobacco taxes are higher than ours and will be nearer 20 per cent than 10 cent. And what will that mean to tobacco growers of Kentucky? It means that it will lessen their outlet. Burley tobacco alone, from which we now to the extent of 25,000,000 pounds a year. This is what our association has been fighting against for the past four years. We want to enlarge, not diminish, the sale of Burley tobacco.

In support of this argument I can only refer you to the yearly consumption per capita in this country in comparison with some of the other countries of the world, such as Belgium and France, and at the same time to a comparison of the tax on manufactured tobacco in this country with those of other countries.

"In the United States we are consuming about seven pounds per person per year. In England, where the manufactured tobacco is about double what it is in our country, the consumption is 3½ pounds per person per year. In Belgium, where the tax is a

(Continued on page 36)

DARK TOBACCO

The Dark Tobacco Growers Co-operative Association—a selling organization for 70,000 tobacco growers of Kentucky, Tennessee and Indiana, with headquarters at Hopkinsville, Ky., U. S. A.—offers for sale all types of tobacco grown in the entire Dark Tobacco District as mentioned to the right. All tobacco handled and graded by expert tobacco men; prices uniform.

FOREIGN OFFICE

In charge of Mr. W. M. Fallon (formerly with United States War Finance Corporation.) Sentinel House, Southampton Row, London, W. C. 1, England.

LIMITED STOCKS OF 1922, 1923 AND 1924 CROIS

Packed in Hogsheads, Air-Cured or Red-Cured and Continental Order. Dry Leaf and Stem for English, Continental or Domestic Trade.

ALL TYPES

GREEN RIVER TYPE, Owensboro, Ky.
STEMMING TYPE, Henderson, Ky.
ONE-SUCKER TYPE, Bowling Green, Ky.
DARK FIRED TYPE, Hopkinsville, Ky.
Clarksville, Tenn., Springfield, Tenn., Paducah, Ky., and Mayfield, Ky.

Connecticut Sales Are Still Excellent

Business Exceeds Expectations—Twelve and Sixteen Inch Binders Wanted—Prices High—Some Cut-Out Certain—Shipments Large—Griffin-Rapaport Organize.

and, Feb. 15.—Another week of good business has been added to the weeks of 1925. These, so far, exceeded expectations held some months ago when yearly inventories were big taken, and business was at a standstill.

The demand has been active in all kinds. At the present time sales are off the market end, as is the case usually, many are calling for them, and wonder why no one has such to offer. As soon as the situation is today, something to what it will be six months hence. Then a good many binders will be in the market looking for that is not to be had, and will content themselves with what is obtainable for the purpose.

Twelve Inch Binders

Scarcity is the mother of invention, and this, in a measure, applies to the leaf industry. Or rather, it is the business of working the leaf in cigars, for in former years, when heard of a manufacturer selling only twelve inch and under binders. And many manufacturers are selling over sixteen inch sizes. Buying them in large quantities to export that, today, few of the 1925 binders are to be had.

Went to heavy snowfalls on the night of the tenth, when nearly three feet of snow fell, blockading roads and city streets, many country warehouses were closed until roads were open, tobacco could be delivered and packing.

Prices Good

This condition has also held up the price of the crop for the time being, as soon as roads are passable buyers will be out in full force, and it is probable long before the crop will be sold off the growers' hands with prices well maintained.

This is illustrated by a sheriff's sale of a crop of several acres which took place on Friday, and brought nineteen cents per pound. Usually, sales under the hammer of this sort, realize little more than half of the above figure.

The fact that so much of the 1925 crop is going to the stemmers, leaving a small proportion to go into cases, has already had its effect. Many of the large users of our product are already trying themselves against the fact that is now apparent.

Cut-Outs Sure

Not a governing feature will be scarce planted in 1926. That there will be considerable cut out is a certainty, to what extent it is yet too early to guess. But it will be sufficient amount to help stabilize the market what is grown. Chances are production costs will also be considerably higher than in the previous years, fertilizer and labor charges being high, and a really good crop will prove a money maker to growers.

Fewer Buyers

Buyers were here, though not in so great a number as last week. Among them were: J. Klorfien and brother, Lowell L. Leopold, A. I. Mendelsohn, H. H. Schom, J. Marqusee, L. C. Conner, E. H. Ertman, M. Woolfson, of General Cigar Company, V. Kohn, M. Bog-

donoff, all of New York; I. Lewis & Company, Newark; E. Hemple and I. Straus of Industrial Cigar Company, Pittsburgh, and Geo. Garg and H. Jefferson, of P. Lorillard Company.

Shipments Heavy

Shipments out of storage continue at a good rate, and many dormant lots of old tobacco have been ordered out. Most of present day sales are for immediate shipment, except in the case of shade grown, which usually lies here until finished in sweat.

Griffin-Rapaport

What will be of much interest to the trade is the news of a new corporation recently formed here, composed of Fred B. Griffin and Barney Rapaport, with the title of Griffin-Rapaport Company. The details of organization are not yet available, but they are going to be in the tobacco business in every sense of the word, and have the good will of a large following of what can be termed as big users of Connecticut leaf.

Association Notes

But little news is available under the present regime, and most of what comes out is only hearsay. They are selling lots of tobacco, and it will not take long to clean out the balance of the 1923 holdings. Many pools of this are already entirely sold out, and others nearly so.

Some good sized sales have been made of the 1924 packing, outside of the big deals involving all the undesirable grades sold to stemmers. Some of the warehouses, putting up the 1925 crop, have already finished their allotment of the crop, and others will continue to run until nearly April 1.

Lorillard Sale?

It was reported today, on good authority, that the Association made the sale of a large block of old Havana seed dark wrappers to the P. Lorillard Company.

Inquiry at the office of the Association, brought forth a response that recent sales of both Havana seed and broadleaf had been satisfactory, but comment was withheld on the Lorillard sale.

The association warehouses are all blocked with the deep snow, and it will be several days before more tobacco will be received for packing.—NUTMEG.

Pittsburgh Jobber Arrives

To look over the New York market last week, Joseph Raubitschek, of the Joseph Raubitschek Company, Pittsburgh, came from the Smoky City to arrive in time for the big snow storm.

The Connecticut Valley Tobacco Ass'n, Inc.

JOSEPH W. ALSOP, Pres.

Headquarters:
225 State Street
Hartford, Conn.



HATHEWAY AND STEANE
GROWERS OF CONN. SHADE
And Packers of Leaf Tobacco
235 State Street Hartford, Conn.

Steane, Hartman & Co., Inc.
GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.
"After all, nothing satisfies like a good cigar."

HIPPLE BROS. & CO., Inc.
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GROWER AND PACKER OF
BROAD LEAF and HAVANA SEED Tobacco

E. L. KOHLBERG & SON
CONNECTICUT TOBACCOS
144 WATER ST., NEW YORK
Telephone John 2881

M. J. GANS PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobacco
219 State St., Hartford, Connecticut



M. W. BOYLE
PACKER and GROWER
of LEAF TOBACCO
32 Bridge Street, Hatfield, Mass.



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GROWER AND PACKER OF
BROAD LEAF and HAVANA SEED Tobacco

SILBERMAN & KAHN, Inc.
Growers of Shade-Primed Connecticut.
Packers of Connecticut Broadleaf and Havana Seed.
109 COMMERCE STREET, HARTFORD, CONN.

HUNTTING BROS.
Growers and Packers of Connecticut Shade, Primed,
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Grower and Packer of Connecticut Leaf Tobacco
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Warehouses: Hartford, Conn.; Portland, Conn. TELEPHONE: CHAS. 7585.

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Established 1840

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SOBRINOS DE A. GONZALEZ

HAVANA LEAF DEALERS

Raimundo Cabrera 152/158 (Industria)

Habana, Cuba

P. O. Box 495

Cable ANTERO

Havana's Leaf Business Continues Active

Several Thousand Bales Bought and Registered by One Firm—
—Other Firms Secure Large Quantities—New Crop
"Moving" Factor—To Harvest Much Good Tobacco

HAVANA, Cuba, Feb. 12.—Business in leaf tobacco continues pretty lively. The main buyers are the same houses as per former reports.

Manuel A. Suarez & Company are again leading the buyers, having bought and registered several thousand bales. While from Angel Prieto and Jose Galvan, this firm bought alone over 1,600 bales, not counting other purchases of smaller lots. They closed a deal with Sobr. de A. Gonzalez for over 1,000 bales.

Mark A. Pollack is another active buyer, having received in the warehouse of Muniz Hermanos about 600 bales of Remedios 1st Caps, and with Jose Galvan around 800 bales of Remedios 1st Caps, and Partido 14as.

H. Duys & Company were buyers of 600 bales of Remedios 1st and 2nd Caps, half of which quantity they bought from Kaffenburgh, and Cano y Hermano, Hinsdale Smith bought around 200 bales of the same grades from Herrera, Calmet & Ca.

A few days ago Mr. Ellinger arrived from New York, accompanied by Mr. Friedman from Chicago, also well known in the Havana market. Both are looking around the market and the first deal they made was with Foyo & Rodriguez, buying a good lot of Vuelta Abajo 14as and Remedios 8as. Other buyers were Sidney Rothschild and Pablo Perez, who received several lots of Remedios grades.

The Partagas factory has not only bought several lots of choice wrappers and fillers in the market, but also a few Vegas in Vuelta Abajo itself. The Cuban Land and Leaf Tobacco Company added several Vegas to its stock, purchased in the San Juan and Martinez sections of Vuelta Abajo.

As per statistics published in local papers, 446,847 bales of tobacco arrived at Havana from all tobacco sections of the Island, by railroad, steamer and truck—while the year before the quantity amounted to 607,830 bales.

Give Impetus to Sales

The recent large sales are due to the fact that the owners, expecting a probably more than normal crop, and considering that prices during the last few years were higher than many dealers, and finally manufacturers in the United States and Europe could pay. It is quite natural that every packer and almacenista does his utmost to enter the new crop with the smallest possible stock, needless to mention that many of these packers and dealers lost a good lot of money on their late sales, especially of tobaccos of the 1924 crop.

The reports from the country regard-

ing the new crop continue to be favorable, with very few exceptions. The Guane section in Vuelta Abajo is a mate, where the continuous rain is said to have caused considerable damage. People coming from the Vuelta Abajo and Semi Vuelta section that the new crop will be of a medium to light character.

In the Remedios section the reports are very well satisfied. A few years ago all sections were favored by rain. The reports from the different districts of the large Sancti Spiritus are very encouraging; farmers expect to harvest a good quantity of developed Capaduras.

The export of leaf tobacco stripped fillers keeps about the same, the recent purchases made by the importers.—GALLO.

Consolidated Cigar Business Sell in Baltimore

BALTIMORE, Md., Feb. 13.—The brands of the Consolidated Cigar Corporation, New York, are in large quantities throughout this territory. Distribution is in the hands of the Neudorff & Company, of this city, who are salesmen are arranging for the strong display feature of all territory. It is anticipated that the new dated products will surpass by many remarkable records here by a big year, and that the advertising appropriation for this market will be increased as the year develops.

Million a Week

More than a million five cent cigars should soon be the output of factories of Otto Eisenlohr & Co. if plans of President Samuel Tilden are fulfilled in every way. Inventory of leaf have been written down for material bought seven years back, as everything is ready for a vast campaign in all parts of the country.

Straus in New York

Everyone in New York was pleased to see Aaron Straus, of Celestino Company, Chicago and Tampa, in front of the crowds on the Madison Avenue front of the village last week.

Fleischman Bound West

All his samples packed and ready to ship, Ernest Fleischman expects to take train from New York for the western cigar markets this week.

CONSTANTINO GONZALEZ
EDUARDO GONZALEZ

We solicit your trade

RAMON GONZALEZ
ANTERO MAURICIO GONZALEZ

CONSTANTINO GONZALEZ y CA., S. en C.

Packers, Dealers and Exporters of all kinds of Havana Tobacco
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Cable "Pollack"

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Commission Merchants and Exporters

Leaf Tobacco

Office and Warehouses: Figueras 3½ and 4, Havana, Cuba.



San Francisco Now Stepping on the Gas

erty Visible Everywhere on Coast—Jos. Rinaldo Co. Busy
Liberty Prepares for La Palina Work in March—Horn
Reports Big Jan.—Palmer Enters Cigar Trade.

San Francisco, Cal., Feb. 8.—With
favorable weather conditions
possible to have, and few clouds
on the industrial horizon, it is not sur-
prising that everybody is about ready
to start the gas, and start the engine
speed. And they are step-

ing. Rinaldo Cigar Company is
telling of the best year
ever had, till they begin tell-
ing they intend to put over
the coming year. Joe is paying the
outing out among the trade
and keeping in personal touch
with the dealers.

Palina Campaign

any, who has now adopted the
state as his native land, is off
a part of the state with com-
mission, measuring off the terri-
tory with the city of Los Angeles, and
the tie bit that remains outside,
to show many more La Palinas
everybody ought to hold. He will
do the same stunt in the north-
west, and so on till the entire
country is properly saturated. He
once that an advertising campaign,
the leaders of the leading cities of
the west will begin the first of March.
Horn, the leaf salesman of
Horn, State Leaf House, reports
that they have had for
the year anticipated a better than
average, and had laid in an unusu-
ally large stock for the year's trade;
but it has melted so fast that
they are themselves on the look-out for
stock to fill up their floors. The
north-western territory has this
year unusually prosperous.

Others report that they are
ready and strong run of their
business. They have been doing
special sales work with their
dealers for the Easter trade,
and report that the advance orders they
receive are very gratifying.

Horn, who has recently come
from Portland, states that he
thinks at the time of the death of
Hock, the manufacturer who
so successfully built up the La
Palina cigar, and the trade feels
that he lost a friend. So fine an or-
ganization has he perfected that his
dealers will have no difficulty in going
along with the manufacture.

Palmer Stand

new recruit to the cigar business
W. Palmer, who has opened a
stand at 7 Post street, near the Shel-
ton Hotel. Mr. Palmer recently re-

turned from the Orient, and has hith-
erto been connected with the steamship
business.

Sam Caro is still under the weather
with an attack of flu. But his factory
is going ahead piling up a little stack of
cigars for Sam to sell as soon as he
hits the road again. For he is too
good a salesman himself to leave that
end of the job to any one else.

Drop shipments keep dropping in on
the trade in San Francisco until there is
beginning to be some question as to the
advisability of taking them in. Some
of the retailers declare that the trouble
is that they are too good a lead to
land on the dealers' shelves under the
lure of cut-rate jobbing price, a lot of
goods that are miserably slow sellers.

The Stone Company, having a good
all-year-round trade, reports that Janu-
ary has been an exceptionally good
month with them. They make a spe-
cialty of fancy cigars for the club and
society trade.

Report from the northwest is that J.
G. Wiemer continues to maintain one
of the finest stands at McMinneville,
Oregon, that is to be found in that sec-
tion of the country; and, of course,
puts over his own brands, of cigars
with ease.

Pipe Profits

Kennell & Grass, of Astoria, job a
nice line of cigars of their own make;
but, while they are on the road anyhow,
they have found it profitable to add a
nice line of pipes, on which they are
getting a good sale.

The Van Huyster Cigar Company, of
Seattle, cleaned up every thing for the
holidays, and so have found it neces-
sary to ignore the January lull in their
factory operations.

Paul Prozinski, of Bellingham, Wash-
ington, they say, is presenting his trade
with a fine long-filler hand-made cigar
for five cents. They certainly
ought to appreciate a snap like that.

I. M. Cohn, the factory man of Tacoma,
has closed his branch at Seattle, and
is concentrating his entire manu-
facture at Tacoma.

Henderson Brothers, of Salem, Ore-
gon, have been prospering the past year,
and have moved into larger quarters.

Hoffman in Chicago

To examine the work in the current
sales efforts of the Continental Tobacco
Company in the Chicago market, Presi-
dent Jacob Hoffman is now in the breezy
burg, calling upon jobbers and leading
retailers.

HAVANA CIGARS

The
Leader
in All
the World's
Markets

ROMEO
y
JULIETA

U. S. REPRESENTATIVE

WM. T. TAYLOR, 155 E. 42nd St., N.Y.C.

JUAN B. DIAZ

BRUNO DIAZ

ROSENDO PEREZ

Packings:

San Juan
San Luis
Pinar del Rio
Puerto de Golpe
Santa Clara
Placetas
Guayos
Zaza del Medio
Sancti Spiritus

J. B. DIAZ & CO.

(ESTABLISHED 1877)

PACKERS, DEALERS, STRIPPERS
and EXPORTERS OF LEAF TOBACCO

Prado 125—Havana—Cuba. Cable: Zaidcomp

GERALD C. SMITH

83 A. AMISTAD STREET HAVANA, CUBA

Leaf Tobacco

M. ABELLA

PACKER AND LEAF DEALER IN

PARTIDO, SEMI VUELTA AND REMEDIOS

100 Galiano Street

Cable: Abella

Habana, Cuba

Cable "Nuco"
P. O. Box 1985

Tel. A. 9067.

ANGEL MENENDEZ S en C

Dealers in All Kinds of Havana Tobacco

Specialty—Remedios & Vuelta Abajo Tobaccos
SITIOS 11, HAVANA, CUBA

M. A. ANDRE

Importer and Packer of HAVANA and PORTO RICAN TOBACCO

168 WATER STREET

NEW YORK

Havana
6 Corrales St.

San Juan, P. R.
72 Tetuan St.



SELGAS & COMPANY

IMPORTERS & PACKERS

Havana & Porto Rico Tobacco

Warehouses:
Havana—Consulate 138-140
Porto Rico—Manati

128 Water St.
NEW YORK

HERMANN DIEHL

GERVASIO 182, HABANA, CUBA

Commission Dealer and Exporter

Havana Leaf Tobacco of all kinds

• STRIPPING PLANTS

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Special attention
given to
American and
Foreign Accounts

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COMMISSION
EXPORTERS

LEAF TOBACCO

HAVANA, CUBA

TORANO & CO.

SPECIALISTS IN PARTIDO

HAVANA LEAF TOBACCO PACKERS AND DEALERS

Cable: Toranoco

53 Estrella Street

Habana

Code A B C 5th Ed Improved

Cable "Valleluis" Telegraph "Valle"

LUIS VALLE Sen C

Aldama St., 138-140 Havana, Cuba

Packers, Dealers, and Exporters of Leaf Tobacco

ANDREW JENSON & SON*Packers of Wisconsin Leaf Tobacco*

EDGERTON, WISCONSIN

Latest Equipment for Resweating Seedleaf Types of Tobacco

S. GRUNDY

1109 Pleasant Street

JANESVILLE, WIS.

LEAF TOBACCO

Specialty Wisconsin Tobacco

H. S. McGriffin, President; F. J. Stewart, Vice-President; L. J. Harper, Sec & Treas.

HARPER TOBACCO COMPANY

INCORPORATED

Packers of NORTHERN WISCONSIN TOBACCO

CHOICE
NORTHERN
BINDERS

Tomah, Wis.

FANCY
BULKED SWEATED
B's**MT. JOY FARM PRODUCTS CO., Inc.***Growers, Packers and Dealers in***PENNSYLVANIA TOBACCO**

All Lancaster County Grown MT. JOY, PA. Correspondence Solicited

E. L. Nissly,

H. Roy Nissly,
ESTABLISHED 1885

E. Jay Nissly

LANCASTER TOBACCO COMPANYExporters of LEAF, STRIPS, SCRAPS,
CUTTINGS and SMOKING TOBACCO

Factory equipped with the latest improved machinery, for handling strips and cuttings. Daily capacity 50,000 pounds. We have latest improved drying machines for handling tobacco in keeping condition for export trade.

Office and Factory:

Correspondence Solicited.

FLORIN, PA.*There Is***REAL PROFIT***In It For You***Wellington**
SMOKING
TOBACCO

Sales are growing fast. It will be worth your while to write to C. Peper Tobacco Co., St. Louis, Mo., for special proposition.

Christian Peper Tobacco Co.

ST. LOUIS, MO.

Address all communications to St. Louis Office

Lancaster 1925 Crop Buying Slacks**About One-Third of Crop Sold—Snow Stops Sales—About Ten Cents—Growers Dissatisfied—Acreage Cuts—Artificial Curing—Black Rot Losses Overcome.**

LANCASTER, Pa., Feb. 13.—Buying of the 1925 crop of Pennsylvania cigar leaf has slowed down considerably within the past two weeks, according to reports from all over the southeastern tobacco producing district. Buyers have ceased their activity in almost every section.

Approximately thirty-five to forty per cent of the crop has been sold up to this time. One factor, that has doubtless retarded the more speedy movement of the crop into the hands of buyers, is the heavy snow which has fallen in this section, making it impossible to get into some of the best tobacco growing neighborhoods. When the county roads again become passable, sales will probably increase.

Ten Cents Average

Prices for the best crops have remained at twelve cents, lower quality goods bringing from seven cents a pound up. The average price on all tobacco sold thus far would probably run to about ten cents a pound.

Because of these prices, which growers declare are too low, the next crop of Pennsylvania will show a decidedly reduced acreage if the intentions of growers as voiced at the February meeting of the Lancaster County Tobacco Growers' Association last week are put into practice.

Every member of the Association present at the meeting stated that he was either going to reduce his tobacco acreage by one-half, or was going to eliminate the crop entirely. That threat can be put into action more easily in this section than in many other tobacco growing districts, due to the diversified method of farming which is practiced here, and which makes for a flexible crop rotational system.

Cutting the Acreage

However, growers have stated before (no later than last year at this time, in fact) that they would cut their acreage, and planting time found pretty near the normal amount of "tobacco land" prepared for cultivation.

L. C. Creamer, president of the Association, held out a ray of hope to the growers when he stated that the reduction of the excise taxes on cigars would very likely increase the production and consumption of cigars, thereby creating better prices for cigar leaf tobacco. John Weaver, former president of the Growers, declared that tobacco prices, just as in the case of any other commodity, were influenced solely by the dual factors of supply and demand, and that until growers raised less tobacco, prices would not raise above their present level.

A proposal to call a meeting of all growers who have not yet sold their tobacco for the purpose of organizing to hold their crops until the market was better, made by R. L. Kimbrough, was rejected by the Association after a short discussion.

Olson's Cure

Otto Olson, secretary of the Association,

and State-Federal tobacco inspector, read part of his annual report on the work of the experimental station at Ephrata. (This report will be published in a later issue of TOBACCO.) One of the interesting things mentioned by Olson, during the year, was the use of Pennsylvania by the use of artificial heat. He stated that the leaf cured in artificial heat was in better condition than that cured in the usual customary curing shed, and showed the process consumed but eight days as compared to fifty-two days in the curing was done without the use of heat. Olson said, however, that he was prepared to state whether or not tobacco lost weight in heat curing.

The tobacco expert also reported experiments with artificial heating in the sweat in cases of tobacco leaf can be saturated to sweat for his experiments showed, and it is often the cause of heavy loss of part of the packer, can be greatly come. Olson also touched briefly on experiments in the use of fertilizers, on crop rotation and tobacco mentation.—KEYSTONE.

Vacuum Treatment Control of Insects

WASHINGTON, D. C., Feb. 13.—The use of high vacuum for insect control seems never to have been seriously by the commercial world. The Bureau of Entomology of the United States Department of Agriculture has recently conducted experiments which indicate the efficacy of a vacuum of 24 to 29 inches used for controlling insects in products.

Experiments have been conducted in a concrete chamber 8 by 8 by 8 feet, specially constructed to withstand pressures and intended for the treatment of certain warehoused commodities as a part of the equipment of a modern storage warehouse. Experiments already indicate that the vacuum method is effective against fabric pests, such as are common in stored household furnishings, as well as stored food commodities. A specialist of the bureau has been sent to New York to investigate the possibility of applying this method to the control of the tobacco beetle.

Ohio Jobber Sells Cigars in Millions

LIMA, O., Feb. 13.—Last year Mr. Miller of the Lima Cigar and Tobacco Company, sold six and one-half million cigars of two brands popular in this territory. He also sold forty million cigarettes, or two hundred for each woman and child in the local population. Mr. Miller believes cigars are increasing throughout this territory and the five-cent cigar, in particular, is coming back into widespread demand.

We Will STRIP Any TYPE Tobacco for You Stripped Pennsylvania Fillers ALWAYS ON HAND—PRICED REASONABLY**HESCO TOBACCO CO.**
NEW PROVIDENCE, PA.**K. STRAUS & CO., Inc.***Importers and Packers of***HIGH GRADE LEAF TOBACCO**

301 to 307 N. Third Street

Philadelphia

Porto Rican Outlook

N. P. R., Feb. 11.—Last week the districts of Comerio, Cidra, and Corozal, and I have districts of Cidra and Corozal, and I have a satisfactory crop, but in the districts of Naranjito and San Lorenzo, Naranjito has account of the drought, and in this district will be very

review, *Agricultur Puer-* to an estimate of the tobacco for 1926, which reads as follows:

	Quintales
nas	4,000
as	9,000
as	40,000
ito	15,000
as	18,000
as	5,000
as	25,000
as	10,000
as	4,000
as	30,000
as	6,000
as	6,000
as	10,000
as	4,000

Alta, Vega Baja,	10,000
roza	8,000
Ciales	30,000
	35,000

269,000
we had some few showers the tobacco districts, and help somewhat the younger develop, but many fields do not benefit of rain as it was too and the tobacco has become ripe in time.

last week was as follows:

	Inches
niat	0.95
crio	0.62
crio	0.86
zal	0.63
os	0.11
os	0.00
ya	0.15
do	0.00
do	0.00

Beau says: "The continued dry weather causing serious damage to tobacco, especially to tobacco, etc." the same review *Agricultur Puer-* I saw the translation of the article by Miguel Meléndez Muñoz in our last Porto Rico number, which found much interest among readers here.—MIRAMONTES.

Blackstones on Boards

Wawa, N. J., Feb. 15.—Another new advertising supplies is now being offered by Waitt & Bond, Inc., of this distribution throughout the considerable new billboard work, day, window service and similar ads are to be inaugurated by

the advertising department of the company. Blackstones, of course, will be the brand advertised, but the other specialties of the firm are not to be forgotten. This is regarded as another record year for Waitt & Bond, and salesmen in all territories are preparing for their shares of the smoking prosperity in sales.

Open Price Association

WASHINGTON, D. C., Feb. 17.—What is an open price association? That is the question which is troubling officials of the Federal Trade Commission who are now making the investigation directed by the resolution passed by the last session of Congress and introduced by Senator McKellar, of Tennessee.

The Commission has sent out questionnaires to trade associations throughout the country, but after all this information has been assembled the Commission will have to decide the question as to what an open price association really is. Reports persist that many of the trade associations are refusing to answer the questionnaire of the Commission. This will necessitate, it is understood, the undertaking of considerable field work by experts of the Commission. It will probably be months before this investigation is completed and the Commission's findings made public.

Such little information as has leaked out indicates that the majority of the associations are operating within the interpretation of the law and in conformity with the ruling of the United States Supreme Court. The Commission in its monthly review of its activities has only the following to say about "open price associations."

"On March 17, 1925, the Senate directed the Commission to investigate the number and importance of open price associations, the effect of their activities on prices and the nature of their other activities, with particular reference to alleged violations of the anti-trust laws. This inquiry was initiated immediately after the opinion of the Attorney General, as to the availability of the appropriation for this work, was received.—LAMB.

The Acid Test

Two men, although unacquainted, were obliged to share a cabin during a voyage from New York to London. One of them, a gruff, self-contained fellow, resisted the efforts of his cabin-mate to strike a friendship. For the first day or two they did not speak a word.

At last the gruff, self-contained man broke the silence.

"Smoke cigars?" he inquired.

"No," said his cabin-mate.

"Quite sure you don't?" the first insisted. "I've got a box of fifty here. Prime quality. Sure you don't smoke cigars?"

The affable one was sure he didn't.

"Then it must have been the steward. There are five missing from the box," said the self-contained man.—Tit-Bits.

ELADIO MIRANDA

PACKER and STRIPPER OF INLAND
PORTO RICO TOBACCO
VEGA BAJA, PORTO RICO



STERN-MENDELSON CO., INC.

HAVANA & PORTO RICO TOBACCO
165 FRONT ST., NEW YORK

FRANCISCO BUXO

Grower, Stripper and Packer of

SAN LORENZO FILLERS OF PORTO RICO TOBACCO

San Lorenzo is located in Porto Rico's best tobacco section.

SAN LORENZO, PORTO RICO

EDWIN A. BENJAMIN

Manufacturer of

PORTO RICAN CIGARS FOR JOBBERS

Prices ranging from \$22 to \$75 per M.

Package goods \$19 to \$25.

Caguas,

Porto Rico

KOHLBERG-GONZALEZ CO., INC.

Nothing Satisfies Like a Good Cigar.

PORTO RICAN TOBACCOS

144 Water Street, NEW YORK Tel. John 2821
Warehouses & Plantations: AIBONITO—COMERIO—GURABO

Cable "Cobien"

COBIAN SOLARES & CO., SUCS.

S. en C.

Growers, Packers and Strippers of Porto Rican Tobacco

Our Specialty Comerio Tobacco

Comerio,

Porto Rico

Cable "Menendez" Bayamon

Code: A. B. C. 9th Ed.

VICTORIANO MENENDEZ

PACKER and STRIPPER of

PORTO RICAN TOBACCO

(Exclusively Inland)

BAYAMON, PORTO RICO

RAMON MORAN & COMPANY

Growers, Packers & Strippers of

Porto Rican Leaf Tobacco—Exclusively Inland

MANATI, PORTO RICO

CARRO HERMANOS & CO.

Sen C

Growers, Strippers and Packers of Porto Rican Tobacco

BUY DAMIAN FILLERS (The Porto Rican Vuelta Abajo)

Barros, Porto Rico

ORTIZ HERMANOS

AIBONITO, PORTO RICO

Growers, Packers and Strippers of Exclusively INLAND

PORTO RICAN TOBACCO

CENTROSA CIGAR FACTORY

Manufacturers of

PORTO RICAN CIGARS FOR JOBBERS

5c, 10c and up

P. O. Box 502, Caguas, Porto Rico

PEDRO VILLAFANE CUEVAS

San Lorenzo, Porto Rico

Grower, Stripper and Packer

SAN LORENZO FILLERS OF PORTO RICAN TOBACCO

L. ROSENWALD & BRO.

16 WATER STREET

NEW YORK

IMPORTERS
EXPORTERS &
PACKERS OF

TOBACCO

PORTOCUBA CORPORATION

IMPORTERS AND PACKERS OF

PORTO RICO and HAVANA TOBACCOS

DEALERS IN DOMESTIC TOBACCO

170 Water Street, New York

Warehouses: HAVANA, CUBA

UTUADO, P. R.

DURLACH BROS.

Growers and Packers of

High Grade Porto Rico LEAF TOBACCO

Caguas,
Porto Rico.New York Office
181 Water St.

STROUSE & HOLZMAN

Dealers and Packers of

LEAF TOBACCO

Conn. Shade - Broadleaf - Porto Rico - Havana
197 WATER STREET :: :: NEW YORK CITY

SANTIAGO IGLESIAS SILVA

Grower and Packer of

BEST SAN LORENZO TOBACCO

San Lorenzo

Porto Rico

NORBERTO GARCIA

UTUADO, PORTO RICO

Grower, Packer and Stripper of

INLAND PORTO RICAN TOBACCO

JOSE SILVA

Packer, Dealer and Stripper of

PORTO RICAN TOBACCO

Exclusively Inland

JUNCOS, PORTO RICO

CABLE ADDRESS "JOSILVA"

TADEMA

INFINITO

LORD BYRON

CLEAR HAVANA CIGARS

ARGUELLES, LOPEZ & BRO., Inc., Makers

GENERAL OFFICE AND FACTORY, TAMPA, FLORIDA

Eastern Office: 222 PEARL ST., NEW YORK

Warehouse: HAVANA, CUBA



DONATO VIGIL & CO.

Importers and Exporters of

LEAF TOBACCO

San Juan,

Porto Rico

It's **TOBACCO**
You need every week

Imported Tobacco, Cigars, Cigarettes, etc.

Names of Steamships and Dates of Arrivals at Port of New York

Tobacco from Porto Rico		General Cigar Co., Inc.	
S. S. Caracas	—February 8	Rosenwald & Bro.	...
Durlach Bros., Inc.	Barrels 600	R. J. Kugelman, Inc.	...
Stern, Mendelsohn Co.	133	Herzog & Sarbuy	...
	Bales 60	J. Willing & Co.	...
Durlach Bros., Inc.	21	J. Bornholdt & Co.	...
S. S. San Lorenzo	—February 8	H. Duys & Co.	...
	Barrels 206	J. Holzman	...
P. Lorillard Co.	63	H. Duys & Co.	...
Porto Cuba Corp.	24	S. S. Burgerdyk	...
Hamburger Bros.	24	J. Willing & Co.	...
Durlach Bros., Inc.	375	Equitable Trust Co.	...
Stern, Mendelsohn Co.	191	On order	...
	Bales 18		
P. Lorillard Co.	100	Tobacco from Ita	
Maderia Tobacco Co.	100	S. S. Clara	—February 8
		American Tobacco Co.	...
Tobacco from Havana		Tobacco from Liverpool	
S. S. Orizaba	—February 13	S. S. Celtic	—February 13
S. Rossin & Sons	8	A. Oppenheimer & Co.	...
On order	52		
	Barrels 69	Tobacco from Glasgow	
S. Rossin & Sons	5	S. S. Cameronia	—February 13
S. L. Goldberg's Son	10	Faber, Coe & Gregg	...
S. L. Goldberg's Son	10		
S. S. Siboney	—February 11	Tobacco from Bremen	
	Bales 198	S. S. Hanover	—February 11
General Cigar Co.	2	On order	...
Strouze & Holzman	113	Tobacco Stems from	
Judae, Bernard & Co.	11	S. S. Corinth Point	—February 11
D. Hevia	5	G. A. Henshaw & Sons	...
E. Rosenwald & Bro.	4		
L. Bellaci	20	Cigars from Porto Rico	
H. Duys & Co.	200	S. S. San Lorenzo	—February 11
T. Kaffenburgh Sons	21		
M. Schwarz	12	Bosch Bros.	...
H. Oppenheimer & Co.	10	Gans Cigar Co.	...
E. A. Kraussman	17	J. Klorfein	...
S. Rupp, Inc.	2	C. Smith Co.	...
F. D. Grave & Son	20	C. Schavrien	...
	Barrels 10	Villa, Lanza Co.	...
Greenhall Bros.	10	P. R. Amer. Tobacco Co.	...
M. A. Andre	1	F. Bonilla	...
Strouze & Holzman	30	Maderia Tobacco Co.	...
M. Rosenberg Co.	40	Infanzon & Rodriguez	...
Stern, Mendelsohn & Co.	31		
D. Hevia	8	Cigars from Havana	
E. Rosenwald & Bro.	5	S. S. Siboney	—February 11
Hinsdale & Smith	17		
Hamburger Bros. & Co.	15	S. W. Marcus	...
M. Lopez & Co.	25	United Cigar Stores Co.	...
E. P. Cordero & Co.	25	Faber, Coe & Gregg	...
H. Duys & Co.	95	Park & Tilford	...
J. Klorfein	34	G. S. Nichols & Sons	...
American Cigar Co.	25	Estabrook & Eaton	...
S. Rossin & Sons	127	C. B. Perkins & Co.	...
J. A. Mena & Co.	10	S. S. Pierce & Co.	...
V. Toledo	12	Central Union Trust Co.	...
Waitt & Bond, Inc.	29		
H. Oppenheimer & Co.	71	Cigarettes from Antwerp and Southampton	
R. Sichel	12	S. S. Pittsburgh	—February 11
B. Schwartz Cigar Corp.	12		
S. Rupp, Inc.	54	Galba Cigarette Co.	...
C. Gonzalez & Co.	286	Draeger Shipping Co.	...
E. Spingarn & Co.	9		
	Packs 1	Cigarettes from Liverpool	
General Cigar Co.	20	S. S. Celtic	—February 11
Bernard, Judea & Co.	23	A. Oppenheimer & Sons	...
D. Hevia	20		
E. Rosenwald & Bro.	20	Cigarettes from Glasgow	
Yokum Bros.	11	S. S. Cameronia	—February 11
S. Rossin & Son	8	W. R. Grace & Co.	...
Italian Regie Co.	5	Cigarette Wrappers from	...
	Cases 25	S. S. Monviso	—February 11
		Bank of the Manhattan Co.	...

Tobacco from Rotterdam

S. S. Veendam	—February 10
Culman Bros., Inc.	8
E. Rosenwald & Bro.	5

RUIBAL & MATANZO

Growers & Packers of Porto Rico Tobacco

Plantations
Juncos
San Lorenzo

JUNCOS, PORTO RICO

BENIGNO DIAZ

Grower, Packer and Stripper of
PORTO RICAN TOBACCO

Exclusively Inland

CAGUAS,

PORTO RICO

Holders from Southampton
—February 10
1 Case

Labels from Porto Rico
San Lorenzo —February 8
1 Case

Car Labels from Havana
Mexico —February 10
1 Case

Pipes from London
Finnetonka —February 10
1 Case

Tobacco Pipes from London
American Trader —Feb. 10
1 Case

Pipes from Southampton,
England
Laurentia —February 10
1 Case

Cigarettes from London
Finnetonka —February 10
1 Case

Articles from Rotterdam
Finnetonka —February 10
1 Case

Articles from Southampton
Laurentia —February 10
1 Case

Articles from Hamburg
Hert Ballin —February 8
2 Cases

Fochaska Oversold

Harry Prochaska says he is having the largest business upon his cigar band lines he has ever had. His offices at 13 East Twenty-ninth street, New York, have been receiving inquiries and orders from manufacturers of the country.

Geo. W. Helme Goes Over Top

George W. Helme Company for year ended December 31, 1925, shows net earnings of \$2,203,724 after charges and federal taxes equivalent after preferred dividends, to \$8.01 a share (par \$25) earned on \$6,000,000 common stock. This compares with \$2,199,749 or \$7.99 a share in 1924.

Income account for 1925 compares as follows:

*Net earn	\$2,203,724	\$2,199,749
Pfd divs	280,000	280,000
Com divs	\$1,620,000	\$1,620,000

Surplus	\$303,724	\$290,749
Prev. surp.	3,529,846	3,230,097

Tot surp	\$3,833,570	\$3,529,846
Com stk dv.	.....	.....

P & L surp	\$3,833,570	\$3,529,846
------------	-------------	-------------

*After federal taxes. †Includes extra cash dividend of 15%.
Balance sheet of George W. Helme Co., as of December 31, 1925, compares as follows:

Assets			
	1925	1924	
*Real estate	1925	1924	
gdwl, etc.	\$3,329,951	\$3,395,713	
Inventories	6,222,206	5,629,668	
Cash	2,026,709	1,943,061	
†Bills & accts			
rec.	4,938,938	5,010,386	
Lib bds, etc	2,000,281	1,999,500	
Total	\$18,518,085	\$17,978,328	

Liabilities			
Pfd stock	\$4,000,000	\$4,000,000	
Com stock	\$6,000,000	\$6,000,000	
Pfd divs pay	70,000	70,000	
Com divs pay	1,080,000	1,080,000	
Accts & tax			
pay	710,484	695,521	
Adv, ins, etc	2,824,031	2,602,961	
Surplus	3,833,570	3,529,846	
Total	\$18,518,085	\$17,978,328	

*After deducting depreciation funds.
†Includes investments in bonds and notes of municipalities and non-competing corporations.

Danzig May Have Tobacco Monopoly

WASHINGTON, D. C., Feb. 15.—The Danzig government is reported to have recently given some serious consideration to the possibility of establishing a tobacco monopoly in the Free City of Danzig, according to a report to the Tobacco Section of the Department of Commerce from American Consul Kemp. He says further:

This possibility is mentioned in the recently published program of the Danzig Senate covering means of bettering the economic situation in Danzig. The Danzig Senate states they have as yet absolutely nothing in detail to publish on the subject as an understanding must first be made with the Polish Government concerning the import of tobacco free of customs duties.

Private tobacco firms in Danzig show little interest in the question, or appear to, and think that the establishment of such a monopoly will hardly be possible for two or three years, even if the present suggestion is carried out.

At the present time Danzig is quite separate from the Polish tobacco monopoly, although included in the Polish customs district. The manufacture and sale of cigarettes is carried on in the Free City of Danzig by private concerns. Because of the high customs duty, which amounts to about 2c for each cigarette, practically no import of foreign cigarettes is possible, as the popular price for a cigarette is not over 1c and with 3c as the limit for the best brands, import is out of the question.

To overcome the difficulty of the customs, foreign manufacturers, practically all German, have organized companies in Danzig where cigarettes are manufactured according to the German companies' individual methods and placed on sale in Danzig. These, with one or two

local concerns, meet all the demands of the local trade. The consumption of cigarettes in Danzig is estimated by the trade at from 50,000,000 to 60,000,000 monthly. American cigarettes have been introduced on the market and have some sale, although this has not been as large as it might have been due to the fact that they were old or damaged stock bought at jobbers sales, and neither fresh enough nor well advertised enough to develop or change the local taste which ordinarily prefers a milder grade. On account of the customs, however, only a branch factory in Danzig would make it possible to introduce fresh American cigarettes on the local market under present conditions and make a profit.—L.A.M.M.

Produced in New South Wales

WASHINGTON, D. C., Feb. 15.—During the last season the State of New South Wales produced about 400,000 pounds of cured leaf tobacco, according to a report received by the Department of Commerce. Crops usually average about 800 pounds to 1,000 pounds to the acre, according to a statement made by the tobacco expert of the Department of Commerce. Flue-cured leaf is growing in popularity, even the Chinese growers, who have always adopted the air curing methods are being induced to erect sheds and kilns for artificial curing. Experimental plots of three acres each are being cultivated in the Turrit district of New South Wales under the special supervision of an American tobacco expert who has recently come to Australia, and tobacco growing in this district is receiving considerable attention.—L.A.M.M.

Yocum in Connecticut

Expressing satisfaction with his recent examination of leaf conditions in the Connecticut market, William Yocum has returned to the Y-B factory in Reading, Pa.

Porto Rican Leaf is Making Quality Cigars!

NOT only has there been an increase in the number of Class 'A' Porto Rican cigars imported into the United States, but there has also been a big gain in the higher priced Porto Rican sizes sold in this country.

Porto Rican tobacco makes quality cigars whether they be all-Porto Rican, made in the Island, or cigars containing Porto Rican tobacco, blended here. In the largest selling domestic brands you will find Porto Rican tobacco. The year 1925 has demonstrated conclusively the merit of Porto Rican Leaf.

We can tell you more about
Porto Rican cigars and tobacco.
Write for information.

Government of Porto Rico
TOBACCO GUARANTEE AGENCY

136 WATER STREET, NEW YORK

F. Linares, Agent

to protect buyers
of Porto Rican tobacco the Government requires the fixing of a Government Guarantee stamp to every box of cigars and every bale or barrel of all-Porto Rican tobacco leaving the Island. Look for these stamps.

MILTON H. RANCK

Packer of and Dealer in
Domestic Cigar Leaf Tobacco

Office: Cor. Duke and Chestnut Streets
LANCASTER, PA.

Packing Houses: Strasburg and Lancaster

Warehouse: 349 W. Walnut St.,
Lancaster, Pa.

City Leaf Tobacco Co.

Packers of
**CONNECTICUT and
PENNSYLVANIA TOBACCO**

Main Office and Warehouse:
106 W. Gas Ave. York, Pa.

Seedleaf Tobacco Growers Co.

All Grades

Pennsylvania Tobacco

536 No. Charlotte St.
LANCASTER, PA.

Lancaster County Leaf Tobacco

Write Us For Samples

Minkoff Leaf Tobacco Co.

J. M. MINKOFF, PROP.

All Types of Leaf Tobacco

210 W. Grant St. Lancaster, Pa.

We have the right tobacco for that cigar.
Accurate, reliable service guaranteed.

N. L. NOLT & SONS

Packers & Growers of
LEAF TOBACCO

Specializing in Pennsylvania
Tops

BAREVILLE, PA.

J. W. BRENNEMAN & CO

Packers of

**Pennsylvania
Leaf Tobacco**

MILLERSVILLE, PA.

We are Stripping and Booking
PENNSYLVANIA FILLERS
and

WRAPPER B's

Packers of Pennsylvania Tobacco
Tobacco Guaranteed Strictly Sound
We Solicit Your Business

The Groff-Hildebrand Tobacco Co.

24-26 E. Grant St. Lancaster, Pa.

York Has Another 'Havana' Title Trial

Havana Cadet Before Federal Trade Com.—York Mfrs. Complain About Phone Rates—Miller Factory Opens—High Class A Tax Wanted—Red Lion Collections Increase.

YORK, Pa., Feb. 15.—Edward M. Averill, Washington, D. C., a trial examiner of the Federal Trade Commission, conducted a hearing in the case of the commission against the Windsor Cigar Company, of Windsor, this county, and Benjamin Paris, of Baltimore, last Wednesday morning in the Federal building this city. The issue involves the question of use of the word "Havana" on containers of cigars manufactured and distributed by the respondents.

It is alleged by the commission that the use of the word on containers of cigars made of domestic tobaccos conveys to the purchasers the impression that the cigars involved contain Havana tobacco, and, therefore, is a deception and is hurtful to competitors, who manufacture cigars of domestic tobaccos, and do not apply the word "Havana"; and to manufacturers of cigars made of Havana tobacco, and rightfully so named.

At the hearing the respondents contended that they use, on all containers of the cigars in question, the words "Imported Sumatra Wrappers and Domestic Fillers," which fully explains to the purchasers that the cigars under the brand of Havana Cadets do not contain Havana tobacco and that the word Havana, by common usage, is a permissible trade term for domestic cigars, providing it is set forth on the containers that domestic tobacco fillers only are used in the cigars.

Respondents introduced, as evidence to sustain their contention, advertisements in tobacco trade journals, showing that the word "Havana" is being used by other cigar manufacturers on containers of domestic cigars, under similar circumstances as apply to the issue in contention. The case of Ha-

vana Sweets, a cigar manufactured in York county, was one cited in the contention.

Only one witness, a representative of the Windsor Cigar Company, was heard. E. E. Reardon, New York, appeared as attorney for the commission. John E. Cross, Baltimore, Louis Hollander, Baltimore, and Michael Miles, this city, were present as counsel for the respondents. The hearing adjourned to be resumed, at 1 p. m. today, in the court of appeals room in the Post Office building, New York.

Phone Complaint

A resolution protesting against an advance of rates by the York Telephone Company, which absorbed the Bell company in this section in a unification of the systems, was adopted at the monthly meeting, February 8, of the York County Cigar Manufacturers Association, at Red Lion. The secretary, C. M. Ehehalt, was instructed to inform the York Chamber of Commerce of the association's action, which is represented to voice the sentiment of the citizens of Red Lion.

A committee, composed of J. Frank Strayer, Charles C. Meads and David A. Wolf recommended that the salary of the secretary, C. M. Ehehalt, be raised from \$120 to \$500 per year. The recommendation was unanimously approved. The auditors reported a balance in the treasury of \$2,592.35.

Considerable correspondence inquiring as to cigars, particularly of the five cent variety, was read by the secretary. A round table talk pertaining to the cigar industry was participated in by many of the members. Harry L. Haines who was the only exhibitor from the county association at the New York Tobacco Show, gave his impressions of the show.

Resolutions of sympathy for the firm of A. Scott Frey & Company, which recently suffered a severe loss by a fire at its factory in Red Lion, were adopted. Mr. Frey expressed his appreciation of the sympathy and consideration of the members of the association.

Pat Ottinger, a leaf tobacco salesman of Quincy, Fla., gave a short talk. T. Edward Brooks, the president, was in the chair. Refreshments were served at the close of the meeting.

Those present were: Daniel Spangler, Harry L. Haines, Thomas C. Miller, Horace E. Rost, Samuel Winters, A. Scott Frey, Allen C. Frey, Arthur S. Zeigler, Paul S. Reichard, Perry A. Tschopp, E. Latimer Sechrist, L. Earl Grove, Charles H. Horn, David A. Horn, T. Edward Brooks, Clair Sentz, C. M. Ehehalt, Arthur McGuigan, Roy Snyder, James W. Kelly, Vernon D. Frey, John W. Kelly, Charles F. Roseman, G. Andrew Strobeck, B. M. Hannigan, J. Frank Strayer, Charles F. Laucks, Roy Smith, H. T. Smith, Perry Minnich, Clayton McGuigan, E. B. Strickler, Harry Sprenkle, David E. Wolf, John Wolf and Harry Wolf.

Miller Starts

C. M. Miller, who some time ago purchased the factory building on Main street, Felton, from William C. Frutiger, Red Lion, started manufacturing cigars February 8 with the working force formerly employed by Mr. Frutiger, who discontinued his Felton branch.

According to figures submitted by deputy internal revenue collector George E. Enders, in charge of the Red Lion office, the stamp sales for the first week

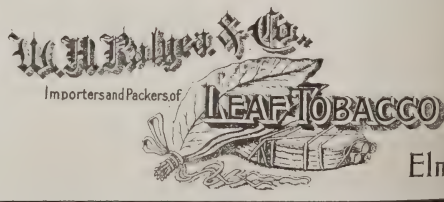
of February were the largest in the office was opened about ten months. The total sales were \$29,242.25. Sales follow: Monday, Feb. 1, \$4,375.00; Tuesday, \$9,565.22; Wednesday, \$4,750.00; Thursday, \$15,795.60; Friday, \$3,877.60 and Saturday, \$3,579.43.

A further effort to secure a reduction to \$2.50 from \$3.00 on five-cent cigars was reported in the revenue bill as reported in the House, and was retained at \$3.00 when the bill was sent to the Senate, in spite of efforts of the cigar manufacturers to have the old figure retained at \$2.50, if it cannot limit the higher tax was requested by cigar manufacturers, who feared it would give competition from machine-made cigars if the tax was reduced.

Wants Higher Tax

In the Senate, the tax was reduced to \$1.50 a thousand of this price, and when the bill to conference to have the sag features harmonized, Res. Menges will insist that the tax be retained at \$2.50, if it cannot limit to the present rate of \$4 a thousand.

The funeral of Charles E. Eymann, a former cigar manufacturer in this city, and well known in the community, was held Saturday a week ago. Mr. Eymann died in the York hospital, he had been a patient little more



chronic myocarditis. He was old. The widow, four and five sons survive him. He was made in Prospect Hill this city.

Moore, manager of a cigar store in Prospect Hill, where he will be employed by the Columbia Tobacco Company.

Lewis Rushed

Story of the I. Lewis Cigar Company at York Haven, Pa., which two years ago enjoyed unusual prosperity. From which two years ago enjoyed unusual prosperity. From which two years ago enjoyed unusual prosperity.

N. Elliott, owner of a cigar store in York Haven, Pa., who had declared that he would not play away from York Haven of his business interests. He was made captain of the club.

Vices in Philadelphia

Robert A. Voice, first vice president and general manager of the Consolidated Cigar Corporation, New York City, who was a vice-president of this new company, went to Philadelphia last week for the purpose of interviewing the Quaker City Cigar Company. Current business necessities of the operation of the Brooklyn and New York plants of the Consolidated at York Haven.

India Second in Quantity of Production

Tobacco Crop Holds Sixth Place in Importance—Inferior Quality Puts Prices Much Below Those of Other Producing Countries—Making Various Experiments.

WASHINGTON, D. C., Feb. 15.—The principal tobacco producing sections of India are Eastern and Northern Bengal and Bihar, Southern India and Lower Burma, says American Vice Consul Simonson, at Calcutta, reporting to the Tobacco Section of the Department of Commerce on the tobacco situation. He continues:

The estimated tobacco producing area throughout India was given in 1924 as 1,101,000 acres, an increase of 45,000 acres over 1914. For the last 20 years the area producing tobacco has been approximately the same.

Although no definite figures for production can be given, India is estimated to be second among the tobacco growing countries of the world as regards the quantity of the crop produced, the first in order of production being the United States. The tobacco crop of India is the sixth in importance and since the quality is regarded as somewhat inferior, the market price is considerably lower than that of most producing countries.

The Agricultural Department of the Government of India intends to increase the output of better quality Indian cigars, although the selection of a better type of leaf and of decreasing the imports of foreign cigarettes by producing a more suitable tobacco than is at present grown in India. The problems connected with curing and fermentation are also being investigated.

The principal work is being done in Bihar and Orissa and at the present time the Institute is experimenting with 51 types of nicotiana tabacum and 21

types of nicotiana rustica. Nicotiana tabacum is the common variety having a heavy yield and is growing in favor among cultivators since it is of a light color, a good texture, and suitable for cigarette making. Nicotiana rustica has a yellow flower, short leaves, and it is a coarse, pungent tobacco.

Cultivators either prepare their tobacco in its various forms or sell their standing crops to middlemen. Nearly seventy-five per cent of the tobacco grown is prepared for smoking and twenty per cent is bundled for the markets. The remaining five per cent is used for chewing tobacco or snuff. The best tobacco is purchased by middlemen and mixed with inferior qualities. Country traders advance money to the middlemen who purchase and prepare the tobacco for market.

In the manufacture of tobacco by the cultivator the leaves are separated from the stem and are allowed to dry in the sun for two or three days during which time the tobacco is turned over several times. When dry the tobacco is crushed and passed through sieves. For the preparation of ordinary chewing tobacco, flavorings are added, among which is nutmeg.

The tobacco smoked by the Indian is either in the shape of cigarettes, cigars or in water-pipes. The cigars resemble ordinary European cigarettes, except that they are crude in appearance. Native cigarettes are conical in shape.

The low price of Indian tobacco was the cause of the establishment many years ago of a factory by an English concern which is said to manufacture

approximately 98 per cent of all the cigarettes made in India. At the present time there are eighteen large tobacco factories in India and Burma in addition to innumerable small concerns.

At Nipanni in the Bombay Presidency, The Cooperative Tobacco Sales Society was organized by some small middlemen and attempts are being made to make it a producers' society. The society will attempt to solve questions of advance of money to cultivators and of the risks involved in the tobacco trade. The Agricultural chemist to the Government of Bombay has analyzed samples of tobacco and a method of growing is being worked out.

Export Trade

The possibilities of export trade in tobacco have been thoroughly investigated by an English concern which has in its employ American tobacco experts from Virginia and Kentucky. This concern has exported Indian tobacco to England for trial in its various plants.

These experiments have not proven successful since the color is lost in the containers and the flavor is earthy and deficient and at the present time it seems there is little or no prospect for a market being obtained for the existing class of tobacco.

The conclusion is reached that the only chance of developing an enlarged export trade seems to be to obtain an entirely new class of tobacco by hybridizing the light yellow tobaccos and American varieties. Most of the Agricultural departments of the Government of India in the tobacco producing areas of India and Burma are unanimous in expressing a belief that at the present time there is no possibility of increasing exports until the experiment by hybridizing has been completed and put into practical operation.

The present export trade is chiefly in the tobaccos of Madras and Rangoon

GLASS JARS

For Smoking Tobaccos and Cigars of the finest Quality Glass

We Specialize on Private Moulds. Special Feature is having Name, Factory Number, District, etc., Pressed in Bottom of Jar.

TOBACCO AND CIGAR JARS FURNISHED

Complete with Rubber Ring and Clips, packed in Individual Cartons and then packed 2 dozen in a crate or 50 Jars in a Box. Also packed 1 dozen in Re-shipping Carton.

UNITED STATES GLASS COMPANY

General Offices
South Ninth & Bingham Sts. Pittsburgh, Pa.
Branches

UNITED STATES: New York, Philadelphia, Boston, Baltimore, Detroit, Chicago, St. Louis, Denver, Dallas, Los Angeles, San Francisco, Seattle.
LONDON, ENGLAND: S. C. Akehurst, Rep. 55 Farringdon St. E. C. 4.

HAVANA, CUBA: Lawrence Kinet, Jr., Rep. O'Reilly 30.
MEXICO CITY, MEX.: Ramon Lomelin, Rep. 3A Calle de La Palma 33.
SAN JUAN, PORTO RICO: Juan Roig, Rep. San Juan, P. R.
SYDNEY, AUSTRALIA: Louis Scott, Rep. 200 Castlereagh Street.



LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD



Nothing will sell itself; but, it shouldn't be necessary to sell the same man twice on the same proposition... There are thousands of men who were sold on SUNSET TRAIL 5c CIGAR the first time they smoked it.... There are thousands still who haven't had the chance to try.... The Roby Cigar Company of Barnesville, Ohio

CRAGGS & SMITH

Tobacco Manufacturing Supplies

Suppliers of all kinds and makes of Tobacco Machines; Cigarette paper, Tapes, Tipping material, Adhesives, Humidifying Systems (Rhode Island Humidifier), and all other kinds of cigar and cigarette manufacturing supplies. Domestic and Export.

Expert Engineering and Construction Service

Telephone:
"Bowling Green 5025"

Cable Address:
"Craggsmith"

No. 2 Stone Street, New York, N. Y.

CEDAR CAN LINING

PRESERVE THE AROMA OF FINE CIGARS

We Specialize in Cedar Linings for Cigar Cans

THE CEDAR PRODUCTS COMPANY

Philip L. Hans & Son, Proprietors
LAKE RONKONKOMA LONG ISLAND, N. Y.

The amounts and destination is shown in the following table:

	(Quantity in Pounds)		
Manufactured—	1922	1923	1924
Unit'd Kingdom	3,253,177	4,266,669	8,907,344
Germany	853,031	6,231,767	2,868,613
Netherlands	1,488,827	6,859,197	13,911,066
Aden and Dependencies	3,758,660	4,506,575	5,238,718
Straits Settlements	3,540,345	3,302,197	3,770,280
Federated Malay States	1,229,157	1,400,357	1,260,135
China	4,210,884	2,158,685	5,265,291
Other Countries	776,239	1,672,534	4,763,463
	19,110,320	30,397,981	45,984,910
Manufactured—			
Unit'd Kingdom	292,235	68,144	77,700
Straits Settlements	710,530	392,841	242,161
Other Countries	543,988	525,098	993,171
	1,546,753	986,083	1,313,032

Import Trade

Imports of unmanufactured tobacco for the calendar years 1922, 1923 and 1924 are 4,248,263, 3,652,805 and 2,738,968 pounds respectively, of which the United States furnished 251,750, 129,143 and 12,755 pounds respectively.

Imports of tobacco for pipes and cigarettes amounted to 307,117 pounds in 1922, 288,958 pounds in 1923 and 273,396 pounds in 1924. Other sorts 39,031 pounds in 1922, 32,958 pounds in 1923, and 27,610 pounds in 1924.

During the seven months April 1 to October 31, 1925, imports of unmanufactured tobacco amounted to 1,851,259 pounds. Cigars 21,570 pounds, Cigarettes 1,915,315 pounds. For pipes and cigarettes 163,730 pounds and Other Sorts 21,743 pounds, a total of 3,973,623 pounds. American cigarettes are being consumed to a slight degree and 2,119 pounds were imported during this period.—LAMM.

Egyptian Tobacco Market Dull in October

WASHINGTON, D. C., Feb. 15.—The Egyptian tobacco market during October was active and local merchants were busy preparing their export orders. Withdrawals from the Custom House Depots were heavy but did not exceed the amount of tobacco received during that month.

Quotations were steady during October with a slightly upward tendency. Imports of Turkish and Greek tobacco did not increase as merchants purchased as much as they could consume locally. Macedonian tobacco was purchased in large quantities for the making of cigarettes for export.

Arrivals of tobacco for cigarettes during the month of October amounted to 21,632 bales or 890,701 kilograms, and withdrawals were as much as 16,559 bales. The stock of tobacco in bales and cases of cigarettes ready for exportation in the depots of the Custom House numbered 201,812 on October 31, 1925.—LAMM.

U. S. Tobacco Company Had Big Year

The United States Tobacco Company reports for the year ended December 31, 1925, net income of \$2,298,306, charges, equivalent after preferred dividends to \$5.01 a share on the 38,400 par common shares outstanding, compared with \$2,197,082, or \$4.74 a share in 1924.

The income account for 1925 compares as follows:

	1925	1924
Net income after charges	\$2,298,306	\$2,197,082
Preferred dividends	386,400	386,400
Common dividends	1,144,626	1,144,626

Surplus	\$767,280
Previous surplus	3,276,802

Total surplus \$4,044,082. The balance sheet as of December 31, 1925, shows current assets of \$16,622,467, compared with \$14,970,467, and liabilities \$447,712, against \$811,818 in 1924. The company's net working capital of \$15,544,082, compared with \$14,158,620 as of December 31, 1924.

ASSETS

	1925	1924
Real estate, good will, etc.	\$7,194,452	\$7,194,452
Leaf supplies, etc.	8,191,257	8,191,257
Securities other companies	2,905,480	2,905,480
Cash	2,943,074	2,943,074
Bills and accounts receivable	5,198,363	5,198,363

Total \$26,432,628

LIABILITIES

Preferred stock	\$5,520,000
Common stock	11,128,300
Prov. for adv. etc.	5,292,532
Prov. for dividends	382,756
Accounts payable	64,956
Surplus	4,044,082

Total \$26,432,628

*Includes bills payable.

Exchange Buffet Sells Andremini Cigarettes

Since the Andremini cigarette is placed on sale by Miguel A. Andremini, New York manufacturer, this cigarette has been excellently received the trade everywhere. One of the retail acquisitions for Andremini's Exchange Buffet system where the good smokes now occupy a conspicuous position in the various cigar departments of the company.

A Sneeze Altogether

Rumors are that American Smokers report will be so good as to make shareholders open their eyes, and see Wall Street Journal.



MARIE ANTOINETTE

A Specialty in Mild Havana Cigars

27 Sizes—MADE IN—27 Sizes

"Bought When Quality is Sought"

Descriptive Booklet and Samples Sent Upon Application

E. KLEINER & CO., Inc., Makers

320-322 E. 63d Street, New York City

mer and Decem- Sles Compared

D. C., Feb. 15.—In De-
cember of the 1925 tobacco
market in North Carolina and Virginia
in the dark-tobacco belt
as in smaller volume than
but sales and deliveries in
growing areas and in west-
ern increased, and the total
markets were approximately
funds, as compared with
November, says
serve Board in its month-
ly tobacco situation. The
es:

With last year sales through-
out months were larger, and
the increase amounted to
in North Carolina the crop
000,000 pounds, or 30 per cent
in 1924, and the increased
sales far this season has been
larger sales by producers
St. Prices in Virginia in
raged lower for nearly all
tobacco than in December, 1924,
Carolina prices during the
son to date have not been
ly more than in the preceding
ale in all the open markets in
a average \$23.34 per hundred
this compared with \$23.45
d pounds last year.

to tobacco manufacturing indus-
try of cigars and manufac-
tured products in December re-
tial slowing down from the
lump of October and Novem-
ber production of cigarettes was
nt rger. For the year as a
duction of cigars and
tured tobacco products was
than 1924, but the output of
ced all previous records.
ys the tobacco industry has
traced by a decline in the
n cigars and an increase in
nt f cigarettes, and further
of is change was reflected in
the following table shows the
duction of all tobacco products
in 1925:

Production of Tobacco Products			
(000 omitted)			
1923	1924	1925	
Large	6,998,887	6,658,407	6,496,752
Small	506,297	530,930	448,205
	1,450,677	71,008,414	79,557,612
Prod.	372,650	374,022	372,432

Orleans News

Orleans, La., Feb. 13.—Manuel
Perez, a manufacturer of bond
Hava cigars exclusively, was
among the prominent cigar
men who visited New Orleans
last week. Mr. Perez was
officially received and entertained
by Mr. Koenig, treasurer and vice
of the Koenig Company, who
distributing the products of the
company, carry several of their
numerous cigar stands in
New Orleans. Mr. Mazzara, manager
of the Hotel Hotel cigar establish-
ment, one of the entertaining
places in the city is highly regarded
by patrons of the Roosevelt
Hotel, demand by visiting tour-
ists for a dollar size is
the best Redencio additions to
the supply of the choice lines of
cigars at the Roosevelt Hotel
and Mr. Perez spent a couple
of days pleasantly at Lionel's cigar
stand at the Roosevelt Hotel, and
a prince of good fellows.
return to New Orleans in

Brauch Returns

Mr. Brauch, formerly district man-
ager in New Orleans for A. Schulte,
has recently similarly employed
in New Orleans, has returned to New
Orleans, having been captivated by the
real estate business, in which
he is engaged. The best

wishes of a host of friends accompany
him.

Sidney J. Besthoff, of Katz & Besthoff,
operating a chain of drug stores in this
city, and importers and dealers in a
line of high class cigars and cigarettes,
died suddenly during the week while ap-
parently in the best of health. He was
fifty-five years of age. Mr. Besthoff
was widely known, and had been a res-
ident of this city for upwards of twenty
years, having come to New Orleans from
Memphis.

He was a member of a number of
civic, social and fraternal organizations,
among which were included Je.usalem
Temple. He was past potentate of
Memphis Shrine, and member of the
Grand Consistory of Louisiana, Jefferson
Lodge. All of the New Orleans news-
papers spoke in the highest terms of his
business sagacity and high rank in the
commercial world of this city, from
which he was prematurely cut off in the
prime of life by his untimely death.

He is survived by his widow and a
son, Sidney J. Besthoff, Jr., who is as-
sociated with his father in the business
of Katz & Besthoff, and Mrs. Albert
Kaufman, a sister, who resides in New
York, and a brother, Otto Besthoff, a
resident of this city.

Acquistapace Off

Ernest Acquistapace, who operates one
of the representative cigar factories of
this city in Magazine street, departed
during the week for points in west
and north Louisiana. The old Jackson Square
cigar, a five cent seller, one of the brands
lately acquired by him in the purchase
of Hava-Nola cigar factory, and a
brand that was formerly quite popular in
Louisiana, has been making great head-
way in the country parishes in the state
under the management of the Acquistapace
factory.

The demand for it has exceeded his
expectations, and his trip through the
country parishes is taken for the purpose
of further stimulating business in the
Jackson Square cigar by the appointment
of local distributors. The Royal Guard
has lost none of its prestige in New
Orleans, where it is still a good seller
at most independent cigar establishments
of this city. Two more drummers have
been added to the staff of the travelling
men of the Acquistapace factory.—
CRESCENT.

Cigar Manufacturers Want Box Covers

There is an evident increase in the
demand for cigar box lids or covers,
and the Robin-Skall Display Case Com-
pany, 179 Wooster street, New York,
report many inquiries from new custom-
ers, while the old trade of this firm is
requiring more and more covers with
every order. Retailers and jobbers find
the necessity of counter cigar box pro-
tection to be essential to the conduct of
every modern store. No cigar brand can
be successfully marketed today unless its
sales work is reinforced with the neces-
sary box lids, and cigar manufacturers
feel that they cannot jeopardize the fu-
ture of their goods by offering products
minus these sanitary and hygienic covers.

The Muriel Distribution In Maryland

BALTIMORE, Md., Feb. 13.—Active
work upon the Muriel cigar, of the P.
Lorillard Company, is now engaging the
attention of the cigar sales force of
the Maryland Tobacco Company, of this
city. Many new accounts and consider-
able advertising supplies are being re-
ceived by the local jobbers. Distribu-
tion of the material, especially suitable
for window and interior store decoration,
is now in progress, and the result
in sales is already regarded as remark-
able.

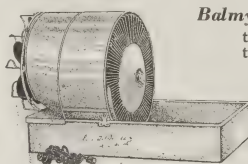
Hipple in Hartford

Crossing the New York leaf market
on his way to Connecticut, C. M. Hipple,
of Philadelphia, said he believed the
present season would be very satisfac-
tory to the trade in both quality and
price.

Cigarette Paper "EL PINO"
In Reels, Reams or Books
MIQUEL y COSTAS & MIQUEL
BARCELONA, SPAIN
United States Branch, 59 Pearl Street, New York City

PAPER BAGS FOR SCRAP AND FINE CUT TOBACCO
Manufacturers, Protect Your Tobacco. Pack it in our Paraffine Lined, Weatherproof
Bags that keep the natural moisture of the contents on the inside, and Exclude the
Dampness and prevents Mould.
For twenty-five years we have furnished bags to the Scrap Tobacco Manufacturers.
There Is A Reason. Write for samples—make a trial and be convinced.
THE WESTERN PAPER GOODS COMPANY
Third and Lock Streets
Cincinnati, Ohio

LA FLOR DE LA ISABELA
FACTORY, MANILA, P. I.
New York Office: San Francisco Office
COMPANIA GENERAL DE TABACOS DE FILIPINAS J. B. HAVRE & CO.
80 Wall Street 200 Bush St.



Balmy, Moist Atmosphere
to prevent the leaf from drying out—
to keep cigars fresh—

The American Portable Humidifier

For Ten Years
used by the leading Cigar MANUFACTURERS in all
departments where humidity helps production.
CIGAR JOBBERS and RETAILERS find it THE hu-
midifier best suited for use in humidors and stock
rooms, large or small.

No mist, no spray, no noise.
Humidity evenly distributed and regulated.
40% of total sales are repeat orders

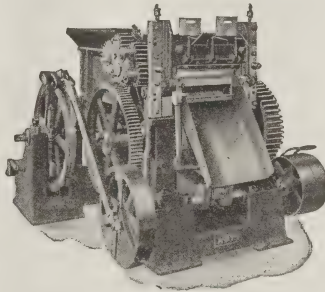
AMERICAN AIR PURIFIER CORPORATION
165 East 35th Street
New York City

"ADT" Tobacco Machinery

The "ADT" Tobacco Cutter

Class B—Model No. 1
for cutting all kinds
of Tobacco

Large Capacity
Precision Cutting



The Machine with the
Crankshaft below
the Knife

Our Catalog No. 50 contains full details and illustrations of 88 Tobacco
Machines. We will be pleased to send you a copy.

The John B. Adt Co., BALTIMORE
Established 1865 MD. U. S. A.

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine
unless our name (Starlight Bros.) is printed on the labels
attached to the inside of the box. Every box bears our
name in order to protect smokers against unscrupulous sellers
who are trying to supplant the well-known LA ROSA
DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., INC.

Established 1873 Manufacturers New York

Tobacco Merchants' Association Of The United States



Officers and Executive Committee:

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RUSSCOCHINE MOUKDEN

RUSSIA CHINA TOBACCO MFG. CO.
 Moukden, China
 Trade Mark

Codes used:
 A. B. C. 6th edition
 Bentley's & Private

Foreign Exchange Rates

In the subjoined table the quotations on sterling represent dollars and decimals of a dollar; all other represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

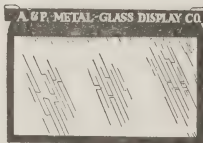
Parity of exchange is given as reported by the United States Mint except in countries with the silver standard, where parity fluctuates with the price of silver.

Closing Rates Monday

STERLING—Par \$4.86½ per sovereign.
 Demand..\$4.86 Cables..\$4.86½
 FRANCE—Par 19.3 cents per franc.
 Demand..3.64½ Cables..3.65½
 ITALY—Par 19.3 cents per lira.
 Demand..4.03½ Cables..4.03½
 BELGIUM—Par 19.3 cents per franc.
 Demand..4.54½ Cables..4.54½
 GERMANY—Par 23.8 cents per mark.
 Demand..23.81 Cables..23.81

Glass Lids

Get You
 Better Display



WE offer the cigar manufacturing trade a new type Glass Cover for cigar boxes and cans—a double-beveled lid, riveted and strongly reinforced—at prices which will save you money and give you unequalled advertising value.

Write for sample and prices

A & P METAL-GLASS DISPLAY CO.
 407-13 E. 91st St., New York

Telephone: Atwater 4353

AUSTRIA—Par 14.07 cents per schilling.
 Demand..14.125 Cables..14.125
 DENMARK—Par 26.8 cents per krone.
 Demand..25.95 Cables..25.97
 GREECE—Par 19.3 cents per drachma.
 Demand..1.42½ Cables..1.44
 HOLLAND—Par 40.2 cents per florin.
 Demand..4.05 Cables..4.07
 HUNGARY—Par 20.3 cents per crown.
 Demand..0.0014½ Cables..0.0014½
 NORWAY—Par 26.8 cents per krone.
 Demand..21.01 Cables..21.03
 POLAND—Par 19.3 cents per zloty.
 Demand..14.00 Cables..14.00
 SPAIN—Par 19.3 cents peseta.
 Demand..14.08 Cables..14.09
 SWEDEN—Par 26.8 cents per krone.
 Demand..26.76 Cables..26.78
 SWITZERLAND—Par 19.3 cents per franc.
 Demand..19.25½ Cables..19.26½
 CHINA—Cents per silver dollar for Hongkong; per tael for Shanghai and Peking.
 Hongkong—Demand..58.25 Cables..58.375
 Peking—Demand..78.25 Cables..78.25
 Shanghai—Demand..74.125 Cables..74.25
 PHILIPPINE ISLANDS—Manilla: Par 50 cents per silver peso.
 Demand..49.875 Cables..50.00
 JAPAN—Par 49.8 cents per yen.
 Demand..45.375 Cables..45.50
 ARGENTINA—Par 24.44 cents per Argentine paper dollar.
 Demand..41.06 Cables..41.18
 BRAZIL—Par 32.45 cents per paper milreis.
 Demand..14.75 Cables..14.81

Downward Tendency

MAYFIELD, Ky., Feb. 13.—Continued downward tendencies in averages at each of the points herein referred to are the outstanding features in connection with the activity of the various dark tobacco markets during the week. A continuation of heavy deliveries, from the past week up until Thursday of this week, created quite a congestion, which in part accounts for the decided slump in prices during the latter part of the week.

Auction sales for the week are as follows:

MAYFIELD: Sales for week, 799,520 lbs. at an average of \$7.54; for season, 5,877,000 lbs. at an average of \$8.16, against an average year ago of \$10.76 or approximately 4,670,000 lbs. Week's average 22c lower than preceding week.

MURRAY: Sales for week, 300,350 lbs. at an average of \$8.27; for season, 2,528,125 lbs. at an average of \$9.38. Week's average 6c lower than preceding week.

HENDERSON: Sales for week 1,235,010 lbs. at an average of \$8.46. Week's average 6c lower than preceding week. Trashes reported firm and good leaf in a stronger position than any time this season. It is estimated that 70% of the crop has been delivered.—S. B. SMITH & COMPANY.

Kentucky Sales Tax

(Continued from page 22)

same as ours, the consumption is the same—seven pounds annually per person—and in France, where the tax is two and a half times as large as ours, the consumption is only two pounds per person per year. This should convince almost anyone that as taxes increase consumption decreases, and consumption, to the Burley grower today, is vital to his prosperity.

"If this bill is passed, will it produce the revenue that you expect, and will the revenue it produces be commensurate with the injury it will inflict? Some say it will, but I do not think so.

"Take the eight states which have laws similar to the law proposed here, and not one of them is collecting within 40 per cent of the estimate of the revenue expected to be derived from the law when it was passed. The total estimated yearly revenue from this law in the eight states was approximately \$15,000,000, and the amount actually collected was a little over \$5,000,000, or an average of about 34½ per cent of what they had expected to get. Of these eight states one is collecting only 20 per cent of the estimated revenue from it, one only 25 per cent, three less than 40 per cent, two less than 50 per cent, and one is collecting 60 per cent.

"These figures clearly demonstrate that in spite of the stringent regulations in force in these eight states in connection with such laws, and the indictment and arrest of tax evaders, the states which have this law are unable to collect the tax with any degree of efficiency or equality. As a result the honest dealer, who is paying 100 per cent of the tax, must necessarily suffer by competition of those dealers who evade the tax and sell without its burden.

"They demonstrate, too, that these tax levies have either caused a considerable slump in the tobacco business, as in Arkansas, where it has dropped 80 per cent, or that much business has been diverted from the taxing states to other states by delivering direct to consumers, by parcel post, cartons of cigarettes or boxes of cigars, without the tax.

"I know of one concern last year that sold over \$300,000 worth of cigarettes in Tennessee alone by parcel post, which means that \$300,000 have been spent by the citizens of Tennessee outside of the state when it legitimately should have gone to the jobbers and wholesalers in the state.

"Especially around the edges of the state which enacts a law of this kind will sales be made by parcel post, and do a great injury to the legitimate retailers in the state where the law is in effect.

"In addition to this phase of the subject it will undoubtedly penalize the honest retailer who will put stamps on all packages sold. While the unscrupulous one will avoid taxes by leaving stamps off in every instance when it is possible to do so. This in itself will work a hardship on the honest retailer.

"The reason this affects us, as growers, is when anything is done to demoralize the trade, consumption is diminished.

"We present to you gentlemen here today the tobacco grower's side of this question. We do not believe that you gentlemen of the General Assembly of Kentucky desire to pass any law that will work harm to one of the greatest industries of your state or that you would knowingly take any action here that would harm any industry in which Kentuckians are engaged and have their capital invested. We as growers of Burley tobacco, farmers and producers, who are part of a great industry that has brought prosperity to the State, when properly conducted, and tremendous wealth to this country, urge you not to lay upon our industry a discriminatory burden, and with the facts before you we do not believe that a majority of you will ever vote to do that. I thank you."

—J. S. P.

Philadelphia

(Continued from page 13)

market and other large cities in adjacent states and the lake region.

Making Friends

A caller in the Quaker City was J. M. Shelley, who represents J. C. Herman Company of Philadelphia, manufacturers of the King and other brands. The King is a large Pennsylvania following, especially in the central section. Philadelphia has been giving the good showing within recent years the visits of representative Shluppman have been consequently more frequent.

An honor within recent days of the late Louis Eisenlohr, the founder of Otto Eisenlohr Brothers, and a brother of Chas. Eisenlohr, until lately active in management in an official capacity, firm, was the dedication of a painting of the Commodore, well known, in the Lu Lu Temple Club at Atlantic City. The painting was presented by Mayor Kendrick of Philadelphia, on behalf of University No. 610 F. and A. M. Mr. Shelley was a life member of both organizations.

A Bayuk Wedding Story

Announcement of the coming of Ford M. Bayuk, son of Meyer A. founder of Bayuk Cigars, is of interest to the trade family association. While the Bayuk is not identified with the name, he is a brother of Harold Bayuk, Treasurer of the corporation. The wedding will take place February 14, at the home of Mrs. Keneseth Israel, with Rabbi W. Fineschreiber officiating. The bride is Maybelle F. Fagen, a graduate of Lehigh University, who took a prominent part in soccer contests. He is in the business in this city. The young man will sail for a honeymoon returning April 1 to reside at Comlyn Street in this city.

The Holt Cigar Company has the lease formerly held by (Ed) Mahn on the property, S. W. 1st and Chestnut streets, where his business will be conducted on same lines as those which have been conducted at the City Hall Square store on the largest outlets for cigars in the city. Through the medium of big sales, quick, courteous service, the business developed rapidly in this center of the City. Arthur L. Holt, Barney Rappaport will be in charge the opening week, to greet customers located in the neighborhood and to familiarize strangers with the Holt method of selling cigars.

Chicago

(Continued from page 21)

Garcia, besides carrying all the brands. He is always ready to sell to salesmen, and has many friends.

Jack Rosenberg, Ho

At the opening of A. Weiss & pany's restaurant recently 2,000 the Fourth cigars were given away the customers by Jack Rosenberg, Preferred Havana Tobacco Company.

Fox Fax, volume two, for which has reached the store. As usual, very interesting. Trade Service (The Who Cans, Income Tax, How to Your Stock of the Tobacco Company, Him Something About Prices, Law Business Ahead, The Proper of Cigars and Tobaccos, and Filler are important items for the retailer to carefully study.

"Greater delicacy, truer balance difference just a few cents more. This is the reading in the newspaper advertisements that tempt to timia cigarettes.—H. L. H.

CLASSIFIED ADVERTISING

FRIEDMAN TOBACCO CORP., 469 Kent Ave., Brooklyn, N. Y., and sells cuttings, scraps, stiffs of any quantity.

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

LXXXI. No. 18.

FEBRUARY 25, 1926

Per Annum, \$3.00
Per Copy, 10 Cents

Cigar Tax Rates As Passed By the Senate Now Definitely Settled

(Special Telegram to Tobacco)

WASHINGTON, D. C., Feb. 24.—Unanimously in any respect, the conference of the Tax Reduction bill was passed by the overwhelming vote of 21 to 1 in the House Tuesday afternoon, after defeating the bill making the rate of \$387,811,000 back to conference. The Senate, by a vote of 61 to 39, approved the conference report on the bill, which is expected before the House this week. The tobacco section of the bill was finally accepted as passed by the Senate and altered in Tobacco.—L.A.M.M.

It is how closely Charles Dushkind, director of the Tobacco Manufacturers Association, has been kept in touch with the cigar tax reduction of the general revenue is necessary to point out that

Revenue Collections in January

WASHINGTON, D. C., Feb. 23.—Taxes collected during January on tobacco products by the Bureau of Internal Revenue amounted to \$30,023,241.15, as compared with \$29,626,378.73 for the same month of last year. Of these collections, \$1,832,184.13 was collected in January this year as tax on small cigars, as compared with \$1,995,700.00 collected in January of last year. The figures show also that in January it collected \$2,875,840.55 in January of last year. The figures show also that in January it collected \$2,875,840.55 on large cigars, as compared with \$3,400,000.00 collected in the same month of last year. Also during January the tax collected \$21,955.65 on small cigars, as compared with \$54,746.46 collected in the same month of last year. The cigarettes amounted to \$8,121.15 in January with \$14,652.24 collected in January of last year. The figures of this year the bureau collected \$1,316.81 as tax on snuff of cigars, as compared with \$612.00 collected in the same month of last year. In January also taxes collected on smoking and chewing tobacco amounted to \$5,583,825.76, as compared with \$7,335.88 collected in the same month of last year. Miscellaneous collections on tobacco in January amounted to \$3,160.27, as compared with \$2,149.35 collected in January of last year.—L.A.M.M.

Tax Bill Finally Passed the House by 354 Votes For to 28 Against—Senate Follows by 61 Votes For to 10 Against—Tobacco Section Is as Originally Agreed on by the Senate.

last Saturday, February 20, Mr. Dushkind sent out a special bulletin in which he pointed out the course events were taking. And now they have been settled, practically as he suggested that they would be. Mr. Dushkind's special bulletin was as follows:

"It is with genuine pleasure that we are now able to report that the lower tax rates on cigars passed by the Senate have been agreed to by the Conference.

"This means that these tax rates are now virtually settled. While the bill is still to be finally re-passed by both Houses, such action is merely a matter of formality, particularly in this case, because the report of the conferees is unanimous. This report must either be accepted in toto or be rejected in toto, and there does not seem to be the remotest probability that it will be rejected.

"The bill is now scheduled for passage in the House on Tuesday and in the

Senate on Wednesday. It is altogether likely that the President will sign it on Wednesday or Thursday.

"The new tax rates on cigars will be as follows:

	Present Rate	New Rate
Little cigars	\$ 1.50	\$.75
Class A	4.00	2.00
Class B	6.00	3.00
Class C	9.00	5.00
Class D	12.00	10.50
Class E	15.00	13.50

"The new tax rates on cigars are to become effective thirty days from the day that the President signs the bill.

"Rebates for the difference between the old tax rates and the new tax rates will be allowed for all tax-paid stock on hand on the date when the new tax rates become effective. This would include all cigars purchased during the thirty days' interim and remaining unsold at the end thereof.

"The Revenue Department is already preparing the necessary forms and regulations for the taking of inventories and filing of claims for rebates. These will be supplied to the Collectors in the respective revenue districts, who in turn will furnish them to the trade.

"The repeal of the Special Manufacturers' Tax on cigars, cigarettes, and tobacco is also definitely settled. In fact as this provision has already been passed by both Houses, it cannot again come up for consideration.

"The new 8c tax on leaf tobacco passed by the House and rejected by the Senate has been killed in conference.

"In accordance with our usual practice, we shall immediately upon the final passage of the bill issue a more detailed report summarizing the main provisions of the entire bill."

A \$100,000 Tobacco Warehouse Loss

HAZARVILLE, Conn., Feb. 20.—A warehouse here, owned by Stephen Bridge, filled with tobacco owned by Steane, Hartman & Co., Inc., of 96 Commerce street, Hartford, was destroyed Wednesday afternoon by a fire of undetermined origin. The loss will be more than \$100,000, according to estimates made.

Fifty-five people were at work in the building sorting and casing the broad leaf and Havana seed tobacco that had been grown by neighboring farmers. At 2 o'clock a workman heard the crackle of flames and looked toward the roof. Flames that evidently had started near a chimney had gained a big headway and unnoticed by those at work in the rooms below, already had burned over a large area.

The workers made a hasty exodus and an alarm was sounded. The warehouse was situated near the center and it was only a few minutes before the fire department arrived, but the flames were already beyond control. Some of the tobacco was saved, however.

Nearly were several dwellings and within fifteen feet of the burning warehouse was another shed. By playing a steady stream of water against its side, firemen saved this building from destruction, although it was badly scorched.

Two hours after the fire was discovered, only a smoldering pile of tobacco and a few beams remained. It is thought the blaze started from the chimney, either through some defect or from overheating.

Mr. Bridge said his warehouse was valued at \$15,000. It was partly protected by insurance. Emanuel M. Hartman, reached at his home in Hartford, said the value of the tobacco was estimated at \$100,000, fully covered by insurance. He said he could not make an exact statement of the loss before examining the ruins.

Cleveland Business Shows Improvement

Softer Weather Lends Aid to Trade—Dullness Following Holidays Disappears—Credit Conditions Best for Some Time—Credit Bureau Seems Desirable—Trade Notes.

CLEVELAND, Ohio, Feb. 20.—Conditions have improved considerably since the last time your correspondent sent in the Cleveland news. The weather has softened and with that as an incentive it seems that business has picked up. The after holiday dullness is no more. With the end of February the spring season comes upon us—with that a general loosening up of things. Credit conditions are the best they have been in some little time.

Cleveland jobbers may do well to copy New York in the respect of the newly established Tri-Boro Credit Bureau. A credit bureau would do wonders to perfect a better than average state of affairs in the city. The cooperation of local jobbers to this end rather than the more or less cut throat competition and lack of co-operation that exists now. Jobbers more than just seldom have held the bag while their debtors have sold and resold their stores. A good strong central credit bureau where safe and dependable credit information may be dispensed would surely be a strong step in the right direction. And a step that should have been taken some few years ago, too, because it has been needed.

Baer-Wolf Jobs Websters

The Baer-Wolf Company, well known local firm of cigar jobbers, has taken over the Webster cigar in this territory.

This cigar enjoys a fine reputation in this market and has an established and fast growing business. The Baer-Wolf Company should get the best out of this brand.

Doing a Good Business

Fred Witte, who has taken over Harry Patch's store on East Sixth street, is certainly making good with a vengeance. Here is an expert cigarist in a good location. Fred's other store just below Play House Square on Euclid avenue is another bright spot in the city's collection of fine stores.

Tom McDonald Back

Tom ("Red") McDonald, popular local cigarist is back in our fold again after a few weeks jaunt into the sticks

(Continued on page 4)

"Parcels Post" Hearing Put Off

(Special Telegram to Tobacco)

WASHINGTON, D. C., Feb. 23.—The hearing which was to have been held before a subcommittee of the Ways and Means Committee of the House on Wednesday in connection with changes in regulations for the importation of cigars, etc., by parcel post has been postponed until March 2.—L.A.M.M.

Hopkinsville Has Another Big Sales Week

HOPKINSVILLE, Ky., Feb. 20.—Another record for the season was broken on the Hopkinsville loose leaf tobacco market this week when offerings totaled 2,053,330 pounds. At the same time a new low price average for the week was reached, the heavy deliveries bringing an average of only \$8.83.

The next highest total offerings for one week was for the week ending February 5, when 2,034,930 pounds brought an average price of \$9.99.

This week's sales brought the season total up to 15,986,350 pounds and the average sales price for the season now stands at \$10.50. In the same period of the 1924-25 sales season, the loose floors in Hopkinsville sold 9,759,960 pounds.

Officials of the Hopkinsville Tobacco Board of Trade had intended to close the local Burley market with a final sale today, but this has been postponed until next Saturday, February 27, on account of the leaf being in poor order. Atmospheric conditions have retarded deliveries to such an extent that tobacco men found the growers had not been able to bring the remainder of their crops to the floors. It is hoped that the final sale will clear the barns in this section of all Burley.

The Burley market, established in Hopkinsville for the first time this season, has proven successful in the opinions of both growers and buyers, and a heavy acreage of the light type is predicted for the current year. One large buyer promises to build a factory here in time for handling the next crop, if the acreage is sufficient.

Numerous meetings have urged the advisability of increasing Burley production in Christian and surrounding counties; while other factions contend that the price will fall as soon as heavy production begins in this part of Kentucky.

Poor grades are blamed for the low prices on the dark tobacco market here this week and quotations published by the Tobacco Board of Trade indicate that the same prices are being paid as early in the season, when the average was \$12.

Quotations for the week were: Trash, \$3 to \$4; Lugs, common, \$4 to \$5; medium, \$5 to \$8; good, \$8 to \$12; fine, \$12 to \$15. Leaf, low, \$5 to \$8; common, 8 to \$15; medium, \$15 to \$20; good, \$20 to \$30, and fine, \$30 to \$31.50.—BURCH.

Inferior Grades Dominate Danville Offerings

DANVILLE, Va., Feb. 20.—Sales at auction here this week exceeded the million pound mark, but most of the leaf offered was of inferior type and indicative of the approaching close of the season. The total amount sold was 1,213,497 pounds, marketed for \$135,056, at an average price of \$11.12 per hundred pounds. Sales for the season now total 36,598,079 pounds, sold for \$5,882,758.65, at an average of \$16.08 per hundred.—TETLEY.

Farmville Figures

FARMVILLE, Va., Feb. 13.—Sales of tobacco on the Farmville Market are reported by Dunnington & Company as follows:

	Pounds	Avg.
Sales previously reported	4,286,134	\$15.53
Sales this week	215,068	10.83
Total	4,501,202	15.31
Sales same date 1925	4,110,661	

Farmville sales for week ending February 19: 145,762 pounds; average price, \$10.01. Dunnington & Company say: "Offerings are becoming smaller each week. About 95% of the crop has been delivered."

Oxford Offerings

OXFORD, N. C., Feb. 20.—Our sales for the past two weeks, have been 539,582 pounds, at an average of \$12.42. A good proportion of this is scrap and

from the looks of the daily sales recently, we are near the end of our crop. Prices on the cigarette type remain firm, and color grades eagerly sought after.

Some of our warehousemen favor remaining open until Thursday, March 4, as they do not think all of the crop will be in by Feb. 26, the date set by the Tobacco Board of Trade for closing. The weather conditions of the next week will influence the final closing date.—W. A. ADAMS Co.

Clarksville Average, \$11.89

CLARKSVILLE, Tenn., Feb. 20.—The record of the Clarksville Loose Leaf market stands thus:

	Pounds
Sales for week	1,421,455
Sales for season	11,725,360
Sales last season	9,232,685
Average for this week	\$11.89
Average for this season	13.52
Average for last season	15.84

—HENRY M. LUPTON, Secretary Clarksville Tobacco Board of Trade.

Berger Leaves Hartford

After careful inspection of the Connecticut crops, George M. Berger of the John Berger & Son Co., returned to his Cincinnati headquarters last week.

Bernard Schwartz Report

DETROIT, Mich., Feb. 22.—In the six months period, ending December 31, the

Bernard Schwartz Cigar Corporation, of this city, earned a net of \$180,629, against which was charged off \$20,000 for market development. Current assets were \$1,028,932, and current liabilities were \$108,933. Total assets, \$1,785,232.

Jaskuleck's Loss Over \$200,000

WEST ALEXANDRIA, O., Feb. 22.—In the recent fire which destroyed the tobacco warehouse of Samuel J. Jaskuleck & Company, of Dayton, the loss is estimated at more than \$200,000. Some snow on the roof of the warehouse is the only thing which prevented the blaze from spreading to nearby buildings.

Marqusee Looks at Shade

Quick buying of the shade grown leaf in Connecticut has excited many cigar manufacturers into immediate action. And J. Marqusee of Julius Marqusee & Son, Inc., 141 Water street, New York, is now in the thick of the rush at his New Milford warehouse.

Percival Lowe in East

Eastern leaf markets continue to interest Percival Lowe, of Percival Lowe, Inc., 155 Water street, New York. He returned last week from a Connecticut trip, and immediately made ready for another journey to Hartford.

Tax Paid by Eighteen Principal States

WASHINGTON, D. C., Feb. 23.—The Bureau of Internal Revenue, Treasury Department has issued a statement of internal revenue receipts from tobacco manufactures, etc., in eighteen of the principal states paying the tax for the calendar year 1925. The statement follows:

States	Cigars	Cigarettes	Manufactured Tobacco and Snuff
California	497,668.52	\$ 8,070,129.35	\$ 36,593.38
Florida	4,536,722.85	6,810.58	3,475.81
Illinois	790,800.73	17,589.97	5,970,579.10
Indiana	1,147,513.42	8.93	79,054.17
Kentucky	518,262.15	1,209,241.80	6,365,431.51
Maryland, including District of Columbia	884,194.58	79.17	588.25
Massachusetts	926,493.74	18,004.88	81,382.64
Michigan	2,301,411.09	60,094.22	2,778,800.64
Missouri	245,914.93	112.18	10,533,327.76
New Jersey	4,085,013.37	19,308,508.63	5,369,282.99
New York	5,012,116.74	34,431,267.92	1,567,222.11
North Carolina	189,880.97	137,587,814.59	21,663,977.35
Ohio	3,147,485.00	1,297.77	8,765,790.10
Pennsylvania	12,923,905.16	10,335,882.49	784,888.61
Tennessee	430,818.38	21.60	3,410,381.83
Virginia	1,659,024.61	28,909,003.98	3,604,304.61
West Virginia	344,099.92	16,200.00	2,016,117.68
Wisconsin	439,181.08	24.09	149,634.57
All other states	3,924,740.46	34,908.98	642,065.16
Total	44,005,247.70	240,007,001.13	73,822,900.27

States	Manufacturers (special taxes)	Miscellaneous including tax on cigarette papers and tubes	Total (all sources)
California	\$ 22,563.45	\$ 231,837.14	\$ 8,858,793.84
Florida	52,475.99	3,702.66	4,603,187.89
Illinois	17,279.26	400.12	6,796,649.18
Indiana	18,623.67	10.00	1,245,210.19
Kentucky	14,735.03	2,055.63	8,109,726.12
Maryland, including District of Columbia	9,714.35	355.45	894,931.80
Massachusetts	12,247.23	45.23	1,038,173.72
Michigan	29,950.38	339.68	5,170,596.01
Missouri	13,934.04	24.33	10,793,313.24
New Jersey	91,581.46	105.34	28,854,491.79
New York	124,829.90	739,165.75	41,874,602.42
North Carolina	271,103.24	168,975.80	159,881,751.95
Ohio	63,752.79	1,976.65	11,980,302.31
Pennsylvania	224,413.67	4,101.65	24,273,191.58
Tennessee	7,262.15	261.32	3,848,745.28
Virginia	90,628.44	231.54	34,263,193.18
West Virginia	11,116.87	19.11	2,387,553.58
Wisconsin	6,501.15		595,340.89
All other states	46,623.66	6,148.75	4,654,487.01
Total	1,129,336.73	1,159,756.15	360,124,241.98

Summary of Collections

	Calendar year ended	Dec. 31, 1925
Cigars	Dec. 31, 1924	\$ 44,920,643.72
Cigarettes	Dec. 31, 1924	213,143,138.09
Manufactured tobacco and snuff	Dec. 31, 1924	74,339,188.07
Manufacturers (special taxes)	Dec. 31, 1924	1,130,784.78
Miscellaneous, including tax on cigarette papers and tubes	Dec. 31, 1924	1,127,650.43
Total	Dec. 31, 1924	334,661,405.09

Cleveland Business

(Continued from page 3)

on an R. G. Dun mission. "From that everywhere he has been Dun cigars are meeting with a fine response from smokers who are in Cleveland and hereabouts brand has been showing a far greater activity than any brand class. Tom is the kind of a big warm up to and the same call for the R. G. Dun cigar—an able duo these.

A Visitor

F. S. Mills of the Lockite was a visitor here in town. This concern manufactures tobacco and cigarette pouches and there is a great demand in the territory. Every fine store in the city takes this well known line of products.

A Fine Record

The Eastern Sales Company, factors and distributors of a tex moisture, has increased its sales force at the same time the company is certainly making an record on sales results in this. Almost every small humidifier can boast of a Protex moisture, combining with beauty and small element of efficient service.

Julius Oppenheim He

Julius Oppenheim of the S. F. Company, was here this week. Oppenheim handles a line of pipes and ers' articles that ranks with the in the market. And he sells them after he sells them the dealer side. And they repeat. And what one want.

A Novelty That Sel

Did you notice those recent around town? Those "small world" kind? They are up to date novelties and real sellers. Cleveland Pipe and Novelty handles this latest way to increase business total and sells more can get from the maker.—H.

Porto Rico Small U of Chewing Tobacco

WASHINGTON, D. C., Feb. 23.—existing market in Porto Rico for plug and scrap tobacco for chewing purposes is exceedingly small. report to the Tobacco Section of Department of Commerce and American Trade Commission at Juan. Discussing this matter reports says:

The demand for chewing tobacco, American manufacture, both plug and scrap, seems to be limited to a few tinental American residents in the land, to seamen visiting the island and the other. Island ports are a very few native Porto Rican smokers working on the docks. San Juan, who are forbidden probably represent the major users belonging to the last of three groups of consumers of chewing tobacco. The use of chewing tobacco has never extended to the ter classes of Porto Ricans, it is used generally regarded with disfavor. A certain amount of local chewing tobacco of the twist type is used by the peons in the agricultural districts. This twist tobacco is made of the pure native grown tobacco, its natural state without being ened or treated in any way. Tobacco users in the agricultural districts not like the sweetened chewing tobacco such as is produced by the manufacturers, but prefer the untreated native leaf.

The possibility of developing the market for American chewing tobacco seems very remote, in view of the racial prejudice against the use of tobacco of any sort, and the influence of the natives for the untamed native leaf. However, it is possible that a slightly increased demand might be created on the part of stevedores, workers in the sugar mills, and other laborers, the status whose work prohibits smoking. The market for the various

Wisconsin Leaf Deliveries Go On Apace

Warehouses Operate Full Force Under Ideal Weather Conditions—Unsold Crops Quickly Taken When Found—Lively Incidents Mark Court Proceedings in Pool Cases.

tobacco for pipe use is some-
than that for chewing to-
ugh it too is of minor im-
portance compared with the cigars
which will probably al-
to the favorite forms of to-
to Rico. Many continental
and British residing in the
state pipes, creating a small
the better known American
blends. Very few native
smokes pipes, with the ex-
small number of peons in
stricts, particularly those re-
mountainous regions. Both
men and women of the latter group
smoke pipes, using the nat-
American leaf. Whenever they
omit these people prefer to
or cigarettes. In this con-
it interesting to note that the
"baro" or peon looks down
pipe, considering it something
only by those too poor to
gare or cigarettes.

It seems that the greater
the chewing tobacco, both
rap, used in the Island, as
h of the pipe mixtures, are
one firm, Gillies & Wood-
of San Juan. This firm is a
large tobacco, candy and maga-
zine in San Juan, and does a
large retail trade in chewing
tobaccos. In addition, Ri-
santa, Cruz 17, San Juan, may
be the largest importer of cigars
although his chief trade is
in cigars. Mr. Santalla now re-
presents one of the leading American
companies.

There seems to be no other firm
which can be looked upon as conse-
derable in the matter of smoking or chew-
ing tobacco.—L.A.M.M.

EDGERTON, Wis., Feb. 20.—The weather the past week has been ideal for the seasonal work in tobacco. Deliveries have gone on apace, warehouses are going full blast, the buying is urgent whenever anything is to be found unsold, growers are getting big checks, both in the pool and out, and everything is "hunky dory." Signs are pointing towards the lateness of the season, and soon the crop of '25 will be nothing but a pleasant memory to the Wisconsin growers—certainly to the independent growers.

The tobacco is getting well picked up in the northern and the southern areas—binders, Bs and stemming. Among the independent growers there are a few hard heads left, but every pleasant day finds a few of the holdouts trekking to town towards the offices of some buyer, and there signing away their crop at a fancy price. The southern growers are getting sixteen and seventeen cents as their average price, while the northern grower is hitting it seven or eight cents higher. The average price has sunk one and a half or two cents, but this is solely on account of the quality of the crops remaining unsold. Those few crops of quality left unsold are today bringing the peak price established in the early buying, whenever any is found.

Deliveries are still heavy, but the

weekly carload lots being received in Edgerton have dwindled from the customary fifty per week down into the twenties, while carloads dispatched from this market are now a little greater in number than those received for the first time this winter.

The market on old goods is as lively as ever, also. A thousand cases of 1923 and 1924 binders were moved out of first hands last week, and just where the tobacco is to be found to furnish many more such weekly markets is hard to say. The largest single sale of cased goods last week, perhaps, was made by the Pool, which announced the sale of five hundred cases of '24 to the Consolidated Cigar Corporation. A half dozen packers enjoyed a brisk demand for the remainder of the total, and everything is "heads up" in this state.

The Pool is rushing out final payments on the '24 stemming to the growers, and has even put on a night shift to rush the necessary accounting work incident to such a large volume of work. Total payments on the '24 stemming will amount this week to \$485,000, and will be heartily welcomed throughout the tobacco belt. The Pool Bulletin is making much ado over the fine condition in which the pooled tobacco is being delivered, as compared to the condition some of the non-poolers have delivered

in. It states that "Pool members are delivering their tobacco promptly, and their morale is sound. Attempted contract breaking has aroused the loyal poolers and caused them to come out in the open and back up their organization."

For the last few months the ominous rumblings of discontent have sounded along the Pool horizon in a fiercer growl than heretofore. They are as impossible to locate by the innocent bystander as are the preliminary tremors of an earthquake for the man in the street, these fearsome signs have long caused universal apprehension. Now, at last, ugly, definite craters of rebellion have upreared with terrific force in the former pleasant pastures of co-operation and are belching such red hot verbiage and defiance to the Pool's officers that seared spots in the green are rapidly spreading.

After the Pool had summoned Irwin Olson, a buyer for Bloch Brothers, before Court Commissioner Rufus B. Smith at Madison last Tuesday to enjoin him from receiving his father's crop he had bought, and from buying or receiving any more pooled tobacco, events happened thick and fast. Included in the summons were Bloch Brothers, Ole T. Oleson, one of the biggest growers in the state, and father of Irwin Olson, and John Dahl, former director of the Pool. Irwin Olson admitted buying pooled crops openly and knowingly, and that he had said that he knew of hundreds of pooled crops that had been sold away from the Pool. He was ordered by Court Commissioner to draw up a list of all the pooled crops he knew to have been

(Continued on page 35)

Cigarette and Manufactured Tobacco Withdrawals During January

Following comparative data of tax-paid products indicated by monthly reports are obtained from the statement of Internal Revenue collections

for the month of January, 1926. (Figures for January, 1926, are subject to revision until published in annual report.) Percentages figured by T. M. A.

January Withdrawals for Consumption				
	January 1925	January 1926	Quantity	Per cent
Cigs A—U. S.	197,586,657	182,253,910	— 15,332,747	— 7.76%
Cigs A—P. R.	4,991,390	5,264,875	+ 273,485	+ 5.48%
Cigs A—P. I.	13,280,875	14,911,808	+ 1,630,933	+ 12.28%
Total	215,858,922	202,430,593	— 13,428,329	— 6.22%
Cigs B—U. S.	88,911,063	69,669,533	— 19,241,530	— 21.64%
Cigs B—P. R.	1,107,230	385,600	— 721,630	— 65.17%
Cigs B—P. I.	181,585	197,170	+ 15,585	+ 8.58%
Total	90,199,878	70,252,303	— 19,947,575	— 22.11%
Cigs C—U. S.	176,578,609	172,774,005	— 3,804,604	— 2.15%
Cigs C—P. R.	4,563,700	2,370,400	— 2,193,300	— 48.06%
Cigs C—P. I.	68,767	87,176	+ 18,409	+ 26.77%
Total	181,211,076	175,231,581	— 5,979,495	— 3.30%
Cigs D—U. S.	9,471,502	7,824,599	— 1,646,903	— 17.39%
Cigs D—P. R.	3,125	10,750	+ 7,625	+ 244.00%
Cigs D—P. I.	50	260	+ 210	+
Total	9,474,677	7,835,609	— 1,639,068	— 17.30%
Cigs E—U. S.	2,255,223	1,150,895	— 1,104,328	— 48.97%
Cigs E—P. R. ....	.....	200	+ 200	+
Cigs E—P. I.	101	80	— 21	— 30.69%
Total	2,255,324	1,151,175	— 1,104,149	— 48.96%
Cigs A—U. S.	474,803,054	433,672,942	— 41,130,112	— 8.66%
Cigs A—P. R.	10,665,445	8,031,825	— 2,633,620	— 24.69%
Cigs A—P. I.	13,531,378	15,196,494	+ 1,665,116	+ 12.31%
Total	498,999,877	456,901,261	— 42,098,616	— 8.44%
Cigs B—U. S.	36,497,640	14,637,500	— 21,860,140	— 59.89%
Cigs B—P. R.	1,000,000	.....	— 1,000,000	— 100.00%
Total	37,497,640	14,637,500	— 22,860,140	— 60.96%
Cigs C—U. S.	6,652,474,506	6,943,814,797	+ 291,340,291	+ 4.38%
Cigs C—P. R.	40,000	41,000	+ 1,000	+ 2.5%
Cigs C—P. I.	151,370	231,650	+ 80,280	+ 53.04%
Total	6,652,665,876	6,944,087,447	+ 291,421,571	+ 4.38%
Cigs D—U. S.	2,035,033	1,122,438	— 912,595	— 44.84%
Cigs D—P. R. ....	.....	252,000	+ 252,000	+
Cigs D—P. I. ....	.....	5,500	+ 5,500	+
Total	2,035,033	1,379,938	— 655,095	— 32.19%
Cigs E—U. S.	3,403,890	3,390,649	— 13,241	— .39%
Cigs E—P. R.	32,053,505	31,020,781	— 1,032,724	— 3.22%
Cigs E—P. I.	15	38	+ 23	+ 153.33%
Total	32,053,520	31,020,819	— 1,032,701	— 3.22%

Seven Months Withdrawals for Consumption				
	1st 7 Mos. Fisc. Yr. 1925	1st 7 Mos. Fisc. Yr. 1926	Quantity	Per cent
Cigars, Class A—U. S.	1,569,355,342	1,599,030,291	+ 29,674,949	+ 1.89%
Cigars, Class A—P. R.	69,255,085	89,797,700	+ 20,542,615	+ 29.66%
Cigars, Class A—P. I.	114,855,508	132,304,780	+ 17,449,272	+ 15.19%
Total	1,753,465,935	1,821,132,771	+ 67,666,836	+ 3.86%
Cigars, Class B—U. S.	793,204,173	655,650,134	— 137,554,039	— 17.34%
Cigars, Class B—P. R.	10,681,820	7,321,270	— 3,360,550	— 31.46%
Cigars, Class B—P. I.	2,219,020	1,839,420	— 379,600	— 17.11%
Total	806,105,013	664,810,824	— 141,294,189	— 17.53%
Cigars, Class C—U. S.	1,528,431,708	1,552,328,290	+ 23,896,582	+ 1.56%
Cigars, Class C—P. R.	34,221,580	33,301,540	— 920,040	— 2.69%
Cigars, Class C—P. I.	1,054,427	879,622	— 174,805	— 16.58%
Total	1,563,707,715	1,586,509,452	+ 22,801,737	+ 1.46%
Cigars, Class D—U. S.	81,941,821	91,445,932	+ 9,504,111	+ 11.64%
Cigars, Class D—P. R.	48,150	81,925	+ 33,775	+ 70.15%
Cigars, Class D—P. I.	13,118	17,014	+ 3,896	+ 29.70%
Total	81,976,089	91,544,871	+ 9,568,782	+ 11.67%
Cigars, Class E—U. S.	24,115,181	27,273,453	+ 3,158,272	+ 13.10%
Cigars, Class E—P. R. ....	.....	3,100	+ 3,100	+
Cigars, Class E—P. I.	14,787	5,990	— 8,797	— 59.49%
Total	24,129,968	27,282,543	+ 3,152,575	+ 13.07%
Total, all classes—U. S.	3,997,021,225	3,925,728,100	— 71,293,125	— 1.78%
Total, all classes—P. R.	114,206,635	130,505,335	+ 16,298,900	+ 14.27%
Total, all classes—P. I.	118,156,660	135,046,826	+ 16,890,166	+ 14.29%
Grand Total	4,229,384,720	4,191,280,421	— 38,104,299	— .90%
Little Cigars—U. S.	296,563,460	235,672,780	— 60,890,680	— 20.53%
Little Cigars—P. R.	8,000,080	5,995,200	— 2,004,880	— 25.06%
Little Cigars—P. I. ....	.....	600	+ 600	+
Total	304,563,540	241,668,580	— 62,894,960	— 20.65%
Cigarettes—U. S.	43,110,359,093	48,349,447,159	+ 5,239,088,066	+ 12.15%
Cigarettes—P. R.	271,910	314,100	+ 42,190	+ 15.52%
Cigarettes—P. I.	547,637	822,100	+ 274,463	+ 50.12%
Total	43,111,178,640	48,350,583,359	+ 5,239,404,719	+ 12.15%
Large Cigarettes—U. S.	9,920,653	11,840,613	+ 1,919,960	+ 19.35%
Little Cigarettes—P. R.	7,470,000	1,975,400	+ 5,494,600	+ 73.56%
Little Cigarettes—P. I.	400	6,100	+ 5,700	+
Total	17,391,053	13,822,113	— 3,568,940	— 20.52%
* Snuff (lbs.)	21,686,944	21,951,191	+ 264,247	+ 1.22%
Tobacco Mfd. (lbs.) U. S.	216,975,224	216,585,821	— 389,403	— .18%
Tobacco Mfd. (lbs.) P. I.	111	688	+ 577	+
Total	216,975,335	216,586,509	— 388,826	— .18%

* All U. S. only. (+) Increase (—) decrease.

only. (+) Increase (—) decrease.

The SUNSET TRAIL, a stand-pat 5c. cigar for ten years, is the product of a reliable factory devoted to the policy of making nothing but a 5c. cigar.... It does not aspire to higher-priced merchandise because it knows that the best products on earth are the products of profound concentration and, furthermore, that there is a permanent place in the consumer-demand for a low-priced cigar of such high quality as only mass production and devoted concentration can produce.... The SUNSET TRAIL 5c. CIGAR can be had in three attractively convincing styles of packing.... Single-Banded, Five-In-Foil and in Lithographed Tins.... Our proposition to Brokers and Jobbers is very attractive.... Write the makers.... The Roby Cigar Company of Barnesville, Ohio.

Making A Fatherly Interest in Your Progress and General Welfare

PHILADELPHIA, Feb. 22.—Yohn & McCompany, Juniper and Sansom moved to move their cigar business to 1328-34 South Sixteenth street.

STEIN, 309 Roebeling street, New York, has moved to its new home at 21 Tompkins avenue.

PA, Feb. 22.—Felsco Brothers, 1328-34 South Sixteenth street, are to open a cigar and confectionery store here in connection with new building in about two weeks.

N. J., Feb. 22.—A. M. 105 East Front street, is to open in his cigar department last Friday. He will repair and re-out two weeks.

MASS., Feb. 22.—Edward 1328-34 South Sixteenth street, is to open a cigar business here, died Friday last.

PA, Feb. 22.—William 1328-34 South Sixteenth street, is to open a cigar business here, died Friday last.

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of Charles E. Mitchell on the southeast corner of Jefferson and Twelfth streets.

HAGERSTOWN, Md., Feb. 20.—Nicholas Benedets has opened a cigar and billiard business at 34 View street.

CORONA, L. I., N. Y., Feb. 22.—David Cohen, 10407 Astoria avenue, is opening a new cigar and confectionery store at 3207 Junction avenue.

HANOVER, Pa., Feb. 22.—E. M. Grumbine, 38 Broadway, is to open a cigar store here in about two weeks.

Worcester, Mass., Feb. 20.—Federick Pappas, 125 Franklin street, suffered from a fire last Thursday. All stock and fixtures reported destroyed. Mr. Pappas is a retail tobacconist.

BUFFALO, N. Y., Feb. 20.—Gaetano Aquitino, 168 Terrace street, this city, reports a destructive fire last Tuesday, which completely destroyed building, fixtures and stock of cigars, etc. Estimated loss is about \$8,000.

PHILADELPHIA, Feb. 22.—Pauline Farber has purchased the cigar business of William G. Crozier, 2301 Point Breeze avenue.

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Maresh and F. J. Tilcek have purchased the cigar and lunch business of J. R. Schindler on Lyons avenue.

DAYTON, O., Feb. 20.—Gilbert Austing has opened a cigar store at 823 East Fifth street, this city.

WOODSTOCK, Ill., Feb. 20.—Conway Brothers are to erect addition to building, and install new wall fixtures for their cigar and confectionery business here.

STEVENS POINT, Wis., Feb. 20.—A. J. Kubisiak has purchased the cigar and provision business of Michael Haddad on Normal avenue.

BELL, Cal., Feb. 14.—A. E. Teale has opened a cigar and confectionery store at 711 Baker avenue.

LANSING, Mich., Feb. 20.—E. D. Klock is to move his barber shop from 1204 Turner street to 304 East Grand avenue and will add a cigar department.

NEWARK, N. J., Feb. 22.—D. A. Schulte, Inc., is to open a branch cigar store in the Industrial Building, 1054 Broad street, in about a month.

CLEVELAND, O., Feb. 20.—Louis Klein Cigar Company is to open a branch of

its 1120 Euclid avenue store at the new Allerton-Cleveland Hotel, 1260 Chester avenue, in about thirty days.

KEWANEE, Ill., Feb. 20.—M. Bennett has opened a cigar and confectionery business at Sixth and Chestnut streets.

MIDDLESBORO, Ky., Feb. 20.—W. F. Ball had a loss of \$2,500 by a fire in his cigar and billiard hall last Friday.

HAGERSTOWN, Md., Feb. 20.—N. & W. Mark has been opened at 106 North Jonathan street by J. R. Nicodentus and C. F. S. Warrenfeltz, to sell cigars and provisions.

PONTIAC, Mich., Feb. 20.—Joseph L. Marcero has purchased the cigar business of A. M. Cooper at 4 North Saginaw street.

ANDERSON, Ind., Feb. 20.—S. & W. Cigar Store has been opened at 128 East Ninth street.

AUSTIN, Tex., Feb. 18.—Andrew Anderson & Sons have purchased the wholesale and retail cigar business of E. Seelig.

DAYTON, O., Feb. 20.—American Kanteen has been opened at Green and Jefferson streets to sell cigars.

BRAINERD, Minn., Feb. 19.—Olympia Candy Kitchen, 612 Front street, suffered a loss of \$1,000 by fire last Thursday. Business is to be resumed. Cigar damage small.

CLEVELAND, O., Feb. 20.—Robert E. Handler, operating a cigar store in the Felm Building, 210 Payne avenue, this city, is reported to have filed a volun-

tary petition in bankruptcy, with liabilities of \$18,397 and assets of \$357.

SPENCER, W. Va., Feb. 20.—D. H. Harlow has purchased the cigar and provision business of Michael Haddad on Main street. Many new lines are to be added.

MARQUETTE, Mich., Feb. 20.—Johnson & Connors, 147 West Washington street, are to open a cigar and drug store here in about two months. Temporary address, R. J. Johnson and J. M. Perkins, Negaunee, Mich., until March 1. They are in the market for many lines of stock.

DAYTON, O., Feb. 20.—Michael Diamonte has opened a cigar and lunch business at 238 South Main street.

SOUTH ST. PAUL, Minn., Feb. 19.—T. Holmes and J. O'Neill are to open a cigar and lunch business at 104 Grand avenue in about three weeks. They are in the market for fixtures.

Louis K. Liggett Company, Inc., 41 West 42nd street, New York, announce

that they are to open modern cigar departments in their new branches at 541-543 Main street, East Orange, N. J.; Newark, N. J.; Philadelphia; Hyannis, Mass.; Buffalo, N. Y.; Richmond, Va., and many other places to be listed later.

P. S. Hill Left Estate of Over \$235,000

GREENWICH, Conn., Feb. 22.—Judge Radford admitted the will of the late Percival S. Hill, president of the American Tobacco Company, to probate last Monday. There was a total of \$135,000 in real estate, and \$100,000 in personal property. All of it goes to Mrs. Cassie M. Hill, his wife, who is also executrix. Date of will is December 15, 1915. Mr. Hill died December 7, 1925, it will be recalled.

Cuban Tobacco Exports

WASHINGTON, D. C., Feb. 22.—During the past year, tobacco, the second in importance of Cuban products, showed a healthy increase for all kinds except unstemmed and scraps, according to a report received in the Department of Commerce from Consul General Carlton Bailey Hurst in Havana. Stemmed tobacco increased by 3,410,043 pounds, and by \$2,623,300 in value as compared with 1924. Exports of cigars increased in quantity by 185,020 pounds, and in value by \$640,306.—LAMM.



Passing the Good News Along

423 Market street, is to open a cigar and lunch business at 425 Market street in about five weeks.

NEW DELMONICO BUILDING, 531 Fifth avenue, New York, is to open a cigar business there very soon.

BOSTON, Mass., Feb. 22.—Boston Cigar Company, 3 Pleasant street, has continued its fruit and cigar business at the branch store, 172 Central street.

PHILADELPHIA, Feb. 22.—Henry Golin, corner of Third and Jackson streets, this city, has purchased the cigar business of B. Liss.

WHEELING, R. I., Feb. 22.—Wheeling Cigar Store, 2 Main street, has been incorporated with 500 shares of common stock, to sell cigars and tobaccos, wholesale and retail. This is an old firm.

PHILADELPHIA, Feb. 22.—M. Cherin, 105 East Front street, this city, has purchased the cigar business of M. Shusterman.

BOSTON, Mass., Feb. 22.—B. B. Richardson, 8 Market street, is to move his cigar business to 8 Market street soon.

GOODMAN and David Perman, 105 East Front street, New York, have opened a cigar and stationery store in this city.

PHILADELPHIA, Feb. 22.—Samuel Shusterman has purchased the cigar business



"Delivering the Goods"

CIGARETTE PAPERS
IN BOBBINS, REAMS AND BOOKLETS
CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS
SPIEGEL & SONS CO., Inc., 34 West 17th St. New York

ESTABLISHED 1854
THE JOHN BERGER & SON CO.
PACKERS OF
LEAF TOBACCO
MAIN OFFICE IMPORTERS OF
315 MAIN STREET HAVANA and
CINCINNATI, O. SUMATRA
WAREHOUSES
Germantown, O.
Lancaster, Pa.
South Windsor, Conn.
Havana, Cuba.



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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, FEB. 25, 1926

Surplus or Shortage?

Some few weeks ago—not months—it was indicated from various cigar leaf growing areas that the acreage this year would be materially reduced.

Reasons for this drastic step were many. But the chief one, of course, was demand—or lack of it. Price, costs, fertilization, rotation of crops, and all that sort of thing, followed as other reasonable suggestions for the reduction of tobacco.

Much, then, was said and written about the situation. It was applauded by many, ridiculed by others. All in all, the subject became of intense interest to everyone connected with the cigar business.

Now, merely a few weeks since all his agitation was started, reports are coming to TOBACCO from various crop districts that instead of a surplus stock of cigar leaf in Connecticut, in Wisconsin, in Pennsylvania, there is the immediate prospect of a shortage in at least two of these sections, with a possible similar situation in the other very soon!

This is indeed cheering news to the entire cigar leaf industry. But it is particularly pleasant for the growers, the packers, the brokers, the manufacturers and thousands of their employees.

It indicates, if anything at all, that the cigar business is good! It shows that confidence has been restored. It is an actual proof—the best proof—that the cigar trade is not gradually lapsing into coma.

In fact, the shortage of acceptable cigar leaf is in line with just what well-informed members of the trade rather anticipated. Of course, they also anticipated the temporary set-backs, current in all business at times, but they have been in such close touch with the actual manufacturing demands that they predicted—some of them—that the former surpluses would soon be shortages.

Revenue statistics sometimes belie the real manufacturing situation, too. For instance, the January statement shows some forty million less cigars made this year than last.

But that matter is due to a peculiar situation in respect to the proposed rebate on the floor tax clause of cigar reductions. Many jobbers and large retailers, this year, have failed to stock up as readily as they did last year. They are waiting for the thirty day period to expire, after the signing of the new revenue bill, when they make their claims for rebate upon the government.

Things like that do make a difference in production. Price changes and other fluctuations

in cigars are expected. Distinct innovations are looked for. So, to be on the safe side, many nervous dealers are not buying cigars now—as they should.

However, right after the revenue matters are out of the way, look out! Look out for the biggest bull market in cigar leaf, and in manufactured cigars, that has been seen in years!

Some serious and unexpected situation would necessarily be obliged to arise in the meantime to derail this curbed boom. And it is a genuine, A-No.-1 boom because the entire country is booming with it!

No cut in acreage is outlined in other national industries right now—so why should cigar leaf be the exception?

Sold—Two Million Cigars!

One day last week a very young man in New York put on his hat, his coat, his rubbers, and left his office with the idea of selling some cigars.

He put a nickel in a subway slot, hurried aboard a train carrying a crushing crowd, and eventually landed in the office of a prospective customer.

Now this young man is a modest man. He is so modest in fact, that he asked TOBACCO to pass the occurrence over with a mere paragraph.

But how could an inch of type tell the story of this young man's achievement in selling his customer an order for two million cigars?

For that is exactly what happened. Without any blare of trumpets and the crashing of cymbals and drums, this very youthful cigar salesman simply went out to sell some cigars—and he returned with an order for two million!

And it was a perfectly good, genuine, A No. 1 order, too. For TOBACCO saw the signed requisition.

Of course the young man was pleased. Of course he was simply elated with his success. But he didn't say so. Nor did he blab and blab his order all over his own office, or among his competitors.

Fact is, he rather earnestly and modestly desired to soft-pedal the entire affair. He knew he had accomplished something for his customer and for his home, but he did not care to boast about it.

How, though, did this quiet young man sell two million cigars? What was his argument? What was his proposition? How did he put it over?

Well, he had, to start, a good house to sell for. Then, next, he had the merchandise to deliver. Coupled with these two chief requirements, this salesman had of course, a distinct sales point to make.

What it was, exactly, would be to expose the prepared plan back of the young man's carefully thought out argument of sale. This, probably, he will use again. So it is unfair to mention its detail.

Sufficient to say, however, that the two million cigars were sold on a very conclusive point. This point induced action! And no sale is ever complete without action!

All in all, the cigar industry should be proud of young men like this, who can go out and bring back a signed order for two million cigars!

In fact, if the order had been for one-half, a quarter, or even a tenth of two million, it would have been a remarkable sale!

It goes to show, too, that a salesman, to land an order of this sort, need not be of such age and experience that he knows all the ins and outs of the sales game!

And it goes to show, moreover, that any fearless young man with a good sales line and story can go out and sell cigars. He may not sell two million right off the bat, nor he may not sell any part of two million.

But any intelligent, hustling, earnest man—young or old—can sell cigars or anything else in the tobacco line, if he will first think out his action—then act!

Nations May Adopt a 13-Month Calendar

Fresh stimulus has recently been given to the reform of the calendar by the action of the committee of inquiry of the League of Nations in calling representatives of the Roman, Greek, and other orthodox churches of the East, the Anglican Church of England, and about 100 Protestant churches to discuss the advisability of making the year a fixed instead of a movable date, dependent on the full moon. The first or second day in April has been suggested.

Further sessions of the committee of inquiry are to be held soon to make recommendations to the League of Nations regarding plans for calendar reform. Enthusiastic support has been given in many quarters to the plan that would divide the year into thirteen 28-day months, with one extra day at the end of the last week in December. Every four years a leap day would be inserted at the end of June. The calendar it is said, could be made easily on January 1, 1928, as that will be Sunday.

Prof. C. F. Marvin, Chief of the War Bureau of the United States Department of Agriculture, indorses the 13-month year because it would greatly simplify meteorological and other scientific records. He points out also that there are innumerable advantages to economic, agricultural, civic, industrial, and business interests in having months and quarters exactly alike, and numbered days of each month always fall on the same day of the week. Many difficulties now existing in compiling accurate comparative statistics, in accounting, banking or computing interest would be done away with.

An interesting fact in connection with the proposed calendar is that it harmonizes many respects with the plan of the calendar used by the Israelites.

On the Seven Seas

In the snow and slush of Times Square, New York, last week, was a row boat. No, it was not necessary for the ferrying of pedestrians across the wet streets.

But the very fact that a row boat—a large row boat—was in Times Square—in the heart of the blazing metropolis—was surely enough to gather a perpetual crowd around the object.

And in the boat were several sets of showers, fresh water and food reservoirs, life lines and lines. Each item was clearly stenciled in the black ink of the S. S. Roosevelt.

An accompanying sign or two informed the interested folk that this boat—this metal boat—was the actual one which had been used by the heroic crew of the Roosevelt to save those twenty-odd men of the British ship Antione.

It was loaned, for exhibition purposes, by the United States Shipping Board. Some on connected with the board realized the current advertising interest of the life boat thus exhibited and used it!

Passengers and freight are desired by the Shipping Board for its vessels. If they cannot obtain the vessels cannot be continued under the American flag.

But passengers are being obtained for American boats. Freight, too, is increasing. Believe it or not, it would increase more rapidly if American exporters realized the fields they were neglecting.

American consuls, in all parts of the world, are reporting to the Department of Commerce that unlimited opportunities exist almost everywhere in the world for our goods, both raw and manufactured.

Such things as the rescue of these English

by the men of the *Roosevelt* go a long way toward the extension of this interest in American.

The new newspapers, the radio and moving picture, the story of an achievement like this is spread over the entire universe. It is news—also advertising.

American goods should react to this publicity. Why do I? But American business men are slow to see their advantage.

Commercial attaches of our country, in the foreign markets, are urged by business men to invite American exporters to solicit business. Specific instances are on file in Washington, at the Department of Commerce, for information and quotations on many

Tobacco and its products are included. All active export agents desire the well selling advantages of American material. They appeal repeatedly for our co-operation.

Full tobacco men blazed the trail years ago. They sold cigarettes and sundry manufacturers need also. Now the demand is inclusive almost all departments of our trade.

Will we realize upon our opportunities? Will we export more of America's over-production? Will we help the Shipping Board to keep that Erin flag on the Seven Seas?

Dumping!

What is the export curse? Do you know? You know what troubles the foreign customer most about goods he buys in America?

Well, it is one special item. It is *dumping!* Dumping, in the sense of the foreigner, is nothing more nor less than sending goods, to Asia, to South America, or anywhere else in the world, the refuse, or the near refuse of the American grower or manufacturer.

American producers, as a rule, are very loath to say the least, about this matter of dumping. They first supply the home market to meet the competitive demands of the moment. What's left, goes abroad—to become a burden on exporters in general!

It's not always the case. In the tobacco business we are glad to say, it is not the rule, in any means. But it seems to be the intended rule of many exporters in various lines.

Very recently, in fact, this subject was brought up by a most earnest and honest exporter of tools. His company manufactured tools for the markets of the universe. He had a special hardware, including shovels, and so on.

He was talking with a Swiss export agent for a frank statement of grievances. He complained the Swiss, deprecatingly, "does not wish my heartfelt answer?"

"I nodded the hardware exporter, with a smile, "shoot your troubles. Let's hear 'em."

"But monsieur," shrugged the Swiss exporter, "there is only one. It is—what you call it? The dump!"

"He gasped the astonished exporter, "What's that you say?"

"Monsieur, the dump!" repeated the Swiss, smiling. "What you call it to send goods not so good, eh?"

"The hardware man thoroughly understood the matter, at last, he admitted its truth. He replied, sorrowfully, "what you say I know we are guilty of dumping. We cannot sell here—no more."

Then those two men talked the matter over. And they agreed, before parting, that no dumping would or should occur. They agreed to suppress it, between them, the articles to be dumped were otherwise the very best stock of the manufacturer.

"Not even a single shovel of inferior production shall leave our plant to you," promised the American exporter. "I shall see to it personally that our goods are of the most reliable quality—and you may depend upon it!"

Some such action as this must be promised—and fulfilled—by every exporter, including tobacco and its products, before world trade can be assured that the American grower or manufacturer does not dump his material in undesirable quantity and quality upon the trade of the world.

Tobacco exporters need to worry less, perhaps, about this subject than many others, but all should do their very best to stop this dumping—either at home or abroad, where our customs and methods are not so well known nor recognized for the real merit they usually exemplify.

Spring Suits

Some cheerful individual remarked, the other day, that salesmen are just "dressed up bums!"

Nice thing, that, to say about the hardest worked men in the country—except ourselves!

Everyone, of course, thinks she or he has the harder, more difficult task. It is natural. It is rather self conceit of the most positive sort when we individually and collectively believe that we each have the most trying situation to handle.

And, to handle it effectually, we need several things. It is unnecessary to enumerate what these primary requisites are. But one of them—an outstanding one—is *clothes!*

Salesmen in any line, all tobacco products included, are expected to make a presentable appearance. They are expected to be so dressed that they appear to advantage in any company, business or social.

One day, to illustrate this, a chief of division, representing one of the larger tobacco companies, had occasion to rebuke all of his men.

They were just the usual run of missionary salesmen, with the missionary salesmen's outlook and income. Their outlook, upon this day in question, was poor. It was a cold, wet, stormy day, and all the men in the crew came to work at eight A. M. wearing rough, warm clothing and caps!

Perhaps the big boss could have countenanced the other clothing, but he drew the line at those caps!

"What!" he shouted, angrily, "who gave you gun-men permission to leave Sing Sing?"

Well, everyone changed covers immediately. For the boss specifically prohibited longshoreman disguises for his men, then and there. He made a neat little speech upon the subject, and he pointed out the importance of good clothes, even on a missionary job to the bushmen on the back-trails of tobacco civilization.

As a rule, all successful salesmen recognize this situation. And they dress to meet it, as their incomes allow. One cigar salesman, in particular, was always so well dressed that one time an exclusive tailor offered to supply this man's suits and coats for absolutely nothing at all if he would merely quietly mention occasionally that the clothing was made by so-and-so.

This is an extreme case, but it goes to show how important that tailor thought the salesman regarded clothes—and how important he looked in them!

Anyway, good clothing breeds self-satisfaction, respect, and all the accompanying elements of tasteful quality. And now, with the rapid approach of Spring—notwithstanding the weather—the hat man's slogan is in order: "Look at your hat—everyone else does!"

This applies, too, in the way of shoes, collars, ties, shirts, socks—and yes, suits!

Many men who regard themselves as appropriately dressed, do not wear jewelry of any kind. They make this a rule, and even a

watch guard or ring is eliminated. Then, too, all medals, insignia, decorations are seldom worn.

Stripes, checks, plaids, of pronounced hues and tones, are also taboo. Fact is, the spring suit era calls for nothing more nor less than unobtrusive neatness—character and adaptability.

And it is not necessary to wear the most expensive clothing to achieve this purpose. Salesmen are not dressed-up-bums, and tobacco, cigar and cigarette salesmen, particularly, are, if anything, the exact reverse of this application.

Butter and Egg Tobacco Men

Prosperous times in the tobacco business are evident. It is entirely unnecessary for us to remark that trade everywhere is better than usual.

All TOBACCO's correspondents report an ever increasing tendency toward larger consumption, enlarging profits. Some few exceptions are visible, naturally, but they are due likely, to either local or interior conditions which are not affected by the industry's trade, good or bad.

And, when the reports are so general that business is good, it is customary to look around occasionally and view the situation with a periscope.

Formerly, when speaking of prosperous trade, it was always the custom to say, "Well, I guess that's the butter-and-egg business." Big butter-and-egg men have been represented, in the parlance of the day, as the wealthy men of the land, the men of huge affairs who ride in imported cars and invariably wear silk hats, fur coats and dangling watch charms of precious stones.

Now, the other day, some men were talking of a friend, and one of the crowd said, "Oh, yes, he is a very rich tobacco man." And the man he mentioned is not regarded in the trade as rated much over a few ordinary thousands in cash and paper.

It goes to show, though, the idea of the multitude. It goes to show that the people-on-the-street believe that most anyone associated with the tobacco business now is a rich man, a sort of butter-and-egg-and-tobacco man.

Prosperity always plays tricks like that. Men who have just ordinary incomes, from a tobacco business which is ever in a somewhat transitory state of luxury, are declared by the uninformed bystander to be as well-to-do as the fabled butter-and-egg citizen.

Yet the fact is that many tobacco men are doing fairly well. They are not all in the cigarette division, either. Some are even in the recently despised cigar line.

And if anyone could have said, a year ago, that a cigar manufacturer or a cigar jobber would again be prosperous—well, he would have aroused a smile, at least!

Here we are, though, thinking of some progressive cigar folk as butter-and-egg men—think of that!

What wonders can occur in less than 365 days!

The Weather Vane

Business? It's rotten! Honest it is—

There ain't no pep, no siz, no whiz! Collections? They're poor! Honest they are—

There ain't no cash—but did you see my car? Ain't it a cuckoo, ain't it kinda swell—

Some class for a boat with cigars-to-sell! Sure, it's bought an' paid for all clear

With velvet I've made just this year!

—THE SMOKER.



Charles Denby 2 for 15c

They satisfy the smoker because they are good, and the merchant because they sell.

LA FENDRICH

10c. to 3 for 50c.

H. FENDRICH, Inc.
EVANSVILLE, IND.—ESTABLISHED 1850



ROBERT EMMET

Fresh Cigars Kept Fresh
in Airtight Tins

One Size,
One Grade,
One Price.

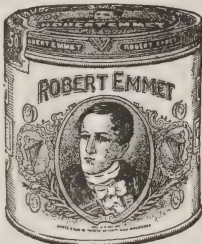
10c

Packed in
Airtight
Tins

The Big Seller

Wherever You Go

SPIETZ CIGAR CO., LIMITED, Manufacturers
Harper & Seneca Sts., Detroit, Mich.



LA PALINA CIGAR

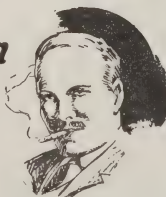
If you want a fast
moving number, stock up on

TOPIC CIGARS

"Good from End to End"

In all sizes --
shapes and colors

Bobrow Bros. Inc., Mfrs.
Philadelphia, U.S.A.
Makers of Bold - La Tosella - Recall



Philadelphia To Benefit By Exposition

Sesqui-Centennial Holds Out Bright Prospects For Cigarette—32 Million Expected To Visit City of Brotherly Love—Various Encouraging Activities Noted.

PHILADELPHIA, Feb. 22.—While the majority of the retailers have been experiencing a slightly duller business within the past few weeks, the larger central city stores have been holding to the more active markets that began with the early days of the year. All the better grades of cigars in these more prominent stores are moving from shelves, counters and cases in greater volume than for many years at this season. The lower priced stocks seem to be lagards in the present day markets among the high grade dealers. In the smaller stores the demand for the lower priced products, while showing a slight falling off still is above the same period of last year at this time.

Preparation for a big year for the cigar industry is forecasted by the proprietors of the prominent central city shops. With the prospects of a floating population of some 32,000,000 people expected to visit this city during the Sesqui-Centennial Exposition which opens June 1. The dealers are confident that the industry will reap huge benefits from the sales of cigars to the transient customers. The estimate of the business organizations of that number of visitors leads the dealers to believe that one of the industries to most profit will be the cigar retailers. There are booked by the Philadelphia Chamber of Commerce 209 conventions to be held throughout the year which will assure thousands of travelers to the city and among them purchasers of cigars. So that the dealers are looking forward to big things in the advancing months.

Big Factories on Normal Basis

There was a falling off in employment in both the Pennsylvania and New Jersey cigar manufacturing industry during the past month, according to the statistics of the Federal Reserve Bank for the Third, Philadelphia District. While the lowered employment schedule chiefly affects the intermediate plants, the larger manufacturers have been maintaining their working forces on normal basis. There has been some reduction of the forces from the higher average of the holidays when the workers were increased to meet the tremendous rush of the last minute buying. Now that the first of the year's needs have been supplied there is tendency towards return to the normal operating and employment.

Holt To Have Open House

The latter part of this week Arthur L. Holt is to open his Chestnut street store, in a formal way, and appropriately dedicate his new enterprise with open house hospitality. The store is to be decorated in floral garnishment, and with the "Job Lot King" and his associate, Barney L. Rappaport, as hosts to greet the new patronage. The Holt interests have taken over the Fourth and Chestnut streets store for the past three years occupied by Godfrey Mahn, who

for years has been one of the high grade dealers in this city, with two other stores. The formal opening will be held Thursday, February 23.

Prominently featured in the sales of the new Holt branch at Fourth and Chestnut streets will be the Flor Di Valentine, an established brand of A. S. Van Son, Inc., with headquarters in New York at 842 Broome street, and branch factories scattered throughout Pennsylvania, in Meyerstown, Pottsville, and Pottsville, Pa. There are 75,000 of these Valentines offered in opening sales. It is appropriate these originally Philadelphia made cigars should be the attraction for those of this branch store of the Holt company, for it was back in 1848 that the Valentine Company started its story in the Quaker City and in a brief period forged to the front of pioneer manufacturers of the city.

Another big factor in the cigar that will be opening features at the store is the D. C. Cigars made by Demmi Cigar Company, of Tampa. There will be 100,000 of these at the disposal of the patrons of the new store. The Demmi Cigar Company's store has long been among the best in the Holt stocks. Recently the company has given more prominence to the Beauty brand, its standard leader.

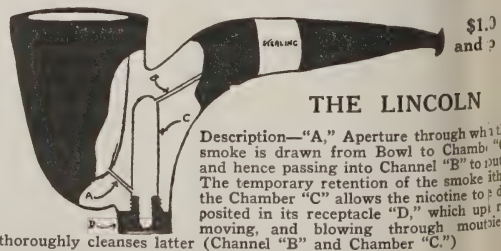
Growing in Popularity

With a broad acquaintance in the life of the City of Brotherly Love, through many years of association with the editorial staffs of its newspapers, Daniel Duffy, who for several years has been in the cigar manufacturing business at 925 Federal street, has added the prestige of his well known brand, by distribution of these among prominent associates of social and editorial days. A record of twenty years of cigar manufacturing occupied his time in addition to editorial pursuits, and down through the years the Alco has been rapidly making many friends in the retail trade among the smoking population for a good ten-cent cigar. The Alco is made in three sizes, the Blum, the Cable and Perfecto. The brand has in recent times been broadened in its production and now has a growing patronage.

In making his round of the cigar industry during the past week, Korn, who hails from the New York offices of the Tampa manufacturers, Martinez, gave particular attention to the newly introduced Eton cigar. The producers have been waiting a year. The introductory sales have been very gratifying to the dealer and when the Martinez representative made his calls on the dealers, orders were plentifully booked.

(Continued on page 13)

A NEW DESIGN (Patented)



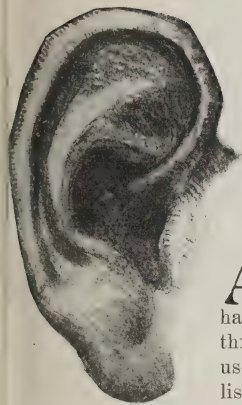
thoroughly cleanses latter

Description—"A," Aperture through which smoke is drawn from Bowl to Chamber "C" and hence passing into Channel "B" to pass the temporary retention of the smoke into the Chamber "C" allows the nicotine to be deposited in its receptacle "D," which upon moving, and blowing through mouthpiece, thoroughly cleanses latter (Channel "B" and Chamber "C.")

Write for Prices

LINCOLN PIPE CORPORATION
34-36 Devoe Street
Brooklyn, N. Y.

With an ear to the ground—



A FAMOUS tragedian, noted for his unwillingness to talk, explained his habit thus: "All that I know I drank in through my ears and eyes. When I talk I use my mouth, and I learn nothing. So I listen to what others say, my mind constantly sifting the wheat from the chaff!"

Tobacco leaf buyers are keen. They have abnormally developed senses of sight and touch. They know tobacco; and understand human nature.

But now a new group of leaf buyers is springing up—men who have *ears to listen*, as well as eyes to see and fingers to feel.

These tobacco men have their ears to the ground, figuratively—and *actually*. They are listening to the story that the soil tells; for they now know that when the Soil Specialists speak they speak in terms of better tobacco leaf.

The new-day leaf buyer has found that the quality of the leaf he buys is dependent to a large extent upon the plant-food in the soil; and when Soil Specialists say that burning quality and flavor of leaf is improved by an application of high analysis fertilizer with potash in a sulfate form and a minimum of chlorine, the new-day leaf buyer listens with both ears eagerly attuned to the news.

For he knows that his success—in fact the future progress of the cigar industry—depends upon improving the quality of leaf.

Should a tobacco leaf buyer use only his eyes and nose and fingers---or should he also depend upon his ears?




Many buyers already insist upon knowing with what fertilizer the tobacco they buy was grown. They want to know if plenty of potash was used in the mixture and whether the potash was in the form of sulfate. Some buyers offer to pay a higher price per pound for sulfate-of-potash-grown leaf.

Growers, too, are learning. A new wave of understanding is sweeping through the tobacco industry. This is a healthy sign—for it means the ending of the cigar slump, and swinging to the breeze a new slogan—"Better Cigars—Better Sales."

If you have not already learned what potash in the sulfate form can do for tobacco leaf—how it can improve *your* brands—get in touch with us. *Let your own ears hear the story!*

POTASH IMPORTING CORPORATION
OF AMERICA
10 Bridge Street, New York, N. Y.

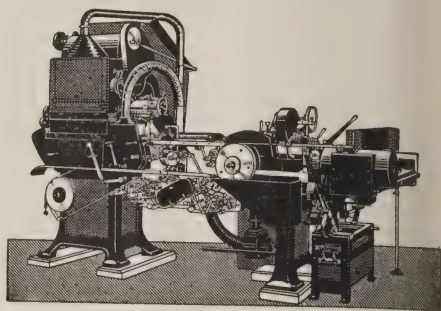
ATLANTA, Sales Agents, H. J. Baker & Bro., 81 Fulton St., New York
SAN JOSE, CALIF. West of Rockies, Meyer, Wilson & Co., San Francisco, Cal.
BALTIMORE,

Genuine  German
POTASH

"Excelsior Record" Cigarette Machines

The only Cigarette Machine
with One-Knife Cut off and
Capacity of
50000

Plain or Tipped Cigarettes
— per hour —



Unequalled finish of Cigarettes—Easy operation—Clocklike precision—Low maintenance cost

EXCELSIOR CIGARETTE MACHINES

TOBACCO CUTTING MACHINES

AUTOMATIC KNIFE GRINDING MACHINES

MIXING, SIFTING AND COOLING MACHINES

ROASTING MACHINES

N. V. Export Maatschappij v h

85 / 87 Stationsweg

J. C. MULLER

ROTTERDAM 3

After all
nothing satisfies like
a good cigar

LESCHHEY-MYERS-CIGAR BOX CO.

CIGAR BOX MANUFACTURERS

YORK-HANDOVER-EPHRATA-PENNSBURG-PHILADELPHIA

The Best Cigars
are packed in
Wooden Boxes

Philadelphia

(Continued from page 10)

Charles Lloyd, of the Benjamin Hotel stand of the Yahn Company, now has associated with him at the counter his old friend of the days when he was manager of the Peermont Cigar Company, and Market streets, Jerry Young Felman will remain at the stand as assistant to Manager.

Ace and its ambassador, Mr. Popper, have been leaders of trade in recent times. Last week representative of E. Popper & manufacturers of the Ottina brand of New York, made the trade here there was a reception given in the way of business in demands for the Ace brand and with growth of orders. Philadelphia distribution brands has been particularly in the current year.

Progressive Just the Same

The departure of President Sam-
uel and Jacob Paley of the Con-
gress Cigar Company, Third and Spruce
streets, or the sunny climes of Palm
beach, the business has been left in the
hands of William Paley, the capable
member of the firm whose notoriety
for efforts in behalf of the Palina
brand have been responsible for the
success of the distribution of these
cigars. The subsidiary producing
company of the Palinas. Upon the re-
turn of a Florida traveler the younger
Paley in charge of the business will
return to Europe in April to attend the
congress at Amsterdam and to make
rounds of the sight seeing places of
Europe across the seas.

B. Scrambling, of the Scram-
bling Cigar Company, Cleveland, Ohio,
representative of La Palina cigars, came to
city last week to call on William
Paley, the Congress Cigar Company
to announce his needs for more of

the brand to meet growing distribution
in his territory.

Still in the Vanguard

From the Queen City of the Lakes
come reports of the ever growing de-
mand for the Cinco cigars made by Otto
Eisenlohr & Brothers, Philadelphia
made cigars and pioneers in the industry
whose reputation has been so long es-
tablished that it has become one of the
standards of achievements in the history
of the industry of the Quaker City. Just
returned from a trip to Buffalo and the
distributors, Tinkham Brothers, Vice-
President Joseph F. Gallagher received
assurance of the tremendous distribution
of the Cinco in well filled order books
of the largest proportions ever needed
for that section of the country. Tinkham
Brothers, with their quarter century or
more association with the distributive
trade in Buffalo, cover also Rochester and
Jamestown, as jobbers for the Cinco.
They report the community sold for the
Eisenlohr cigars, and the evidence is in
the orders now being rushed to meet
the needs of the Buffalo firm.

Producto Drives

Having accomplished extraordi-
narily good results in the 1926 sales drives
and advertising campaigns on the El
Producto cigars that were put into effect
within recent weeks in the southern ter-
ritory through the Daniel Laughran
Company of Washington, D. C., and the
Cliff-Well Company of Richmond, Va.,
General Manager Frank P. Will, Sales
Manager Thomas Dean and Advertising
Manager H. H. Kynett, of the G. H. P.
Cigar Company, Third and Brown
streets, went over to New York to in-
stitute similar constructive factors for the
brand in the Metropolis last week. In
conference with the New York man-
ager, E. H. Enners, 131 Prince street, and
his sales organization, the local execu-
tives outlined the year's campaigns for
that section, then returned to headquar-
ters with glowing accounts of last year's
business and early new year's sales.
President Samuel Grabosky and Captain
Joseph Goldberg, of the firm, are back
from the Havana markets, where they

(Continued on page 36)

San Francisco Outlook Has Roseate Hue

**Promises of the Weatherman Help to Increase Buoyant Spirit
—Cigar and Tobacco Trade Gratified with Conditions—
Pushing for Still Greater Success—Personal Activities.**

SAN FRANCISCO, Cal., Feb. 16.—With
the weatherman promising to be good
for a while, and the whole state rejoicing
in plenty of rain, the business outlook to
all branches of the cigar and tobacco
trade in the west is certainly gratifying.

The Joseph Rinaldo Company is look-
ing at it just that way. Rinaldo himself,
as part of a big drive, is starting hard
after the bigger downtown trade, while
his partner, Mike Markovitz, is joining
hands with F. T. Montgomery in doing
the same thing for the east side of the
bay. Frank Lyons will push harder than
ever in the Mission district, and Dave
Rinaldo has been brought in to assist
in the city drive. Bill Penn will take
over his work outside the city. The Feb-
ruary trade has started in well with
them.

Pleased With the Situation

Emil Judell, after spending a few days
in Havana, has started on his home trip,
visiting distributors on the way. He has
sent word that he and his wife enjoyed
the trip to New York more than usual.
While the Tobacco Show was well worth
the visit, there were social and entertain-
ment features that were greatly enjoyed
by both. One thing the firm appreciates
from his trip is the interest taken in the
eastern trade in their new patented show
case, the simplicity and convenience of
which make a strong appeal. To supply
the eastern orders they have the cases
made up there.

Philippine Prospects Promising

I. Delbourgo, vice-president of the El
Oriente Cigar Company of Manila, has
been in San Francisco for several weeks
in the interest of the Fighting Bob cigar.
He is meeting Emil Judell in Los An-
geles, and will continue his trip from
there, as it is his intention to make the

entire country. Mr. Delbourgo is a native
of New York, but has spent most of his
life in the Orient. He sees great possi-
bilities of development in the Philippines
and states that such development will be
rapid, in case United States capital con-
cludes to seriously take hold. While the
cigar trade of the Philippines with the
United States has grown, he believes that
there is room for further growth. He
feels that the smokers of the United
States need to learn to discriminate as
to the Manila cigars just as they do as
to the American cigars. While there will
be less of it in future, owing to the
growing stringency of inspection, it is a
fact that at times of more than usual
demand, small factories have made ci-
gars from tobacco that was not properly
cured and hurried them on the Ameri-
can market. The Fighting Bob people, as
well as some of the other high class
factories, consider that a three years'
curing period is essential for good cigars,
and there is no reason why a quality
Manila cigar trade should not be built.

To Spread La Palina Fame

D. Alberti, the factory representative
of the La Palina cigar, has been making
the south part of the state, where the
La Palina is taking hold greatly. He is
canvassing the entire western territory
getting ready for the big newspaper ad-
vertising campaign which begins the first
of March. He states that 1925 increased
their distribution enough on the Pacific
Coast to make them feel perfectly safe in
putting over another big drive for 1926.

H. L. Judell & Company have been
obliged to considerably increase their
office space. With the growth of business
and the addition of new members of the
office force this has become a necessity.
And if the business continues to grow

(Continued on page 36)

GARCIA SMOKERS

A New Standard of Excellence in a Cigar at

5 cts.



Packed only in GREEN cans.

Jobbing accounts solicited

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69 West Washington St.,

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National Selling Brands

OF

Standard Manila Cigars

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*Correspondence Solicited.***A. J. Ross & Son***"Packers of the Best There Is"
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*Established 1896***Speed Without Control
is Dangerous****WHY NOT BUY YOUR****Scrap Filler Tobacco**where you can get the best at the lowest price?
If you are not already a customer, send us a
trial order, or write for samples."Good will builds fast when friends of ours
Speak well of us to friends of theirs."**The Ehrhart Leaf Tobacco Co.
VERSAILLES, OHIO****M. E. Stern & Company**

Leaf Tobacco Brokers

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Dayton, Ohio

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Dealers and Packers of

CIGAR LEAF TOBACCO

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TOBACCO****is the
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for

5c**&****2 for 15c****Cigars****Zimmer Spanish****Little Dutch****Gebhardt Seed****J. A. Smalley & Co.,**Commission Buyer, Facker
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VERONA, OHIO

Warehouse Verona, O.

SMITH BROTHERS CO.Dealers and Packers of
Cigar Leaf Tobacco

VERONA, OHIO

Warehouses
Verona
Greenville
West Manchester**B.P. Conkling & Co.****LEAF TOBACCO**

Greenville, Ohio

The Versailles Tobacco Co.*Manufacturers of
High Grade Scrap Filler
Tobacco.**Samples and Prices submitted
on application.*

Versailles, Ohio

H. TIETIG & SON

Packers of High Grade

Ohio Leaf Tobacco

Office and Warehouses

MIAMISBURG, O.

W. J. Lukaswitz—Chas. Toadtman

**GENERAL STEMMING
COMPANY***--Strippers and Packers of--*

Cigar Leaf Tobacco

Dayton, Ohio
Miamisburg, OhioSmith-Conkling Company
Greenville, Ohio*Packers of All Kinds and
Grades of Ohio Tobacco.*

Tips

Everybody suffers from tips. Everybody has a share of the universal graft known as the tipping system, and it is becoming much worse. For years and years folk who travel have been in the habit of paying a sort of ten per cent bonus to waiters, barbers, bellboys and boot-

blackies. It seems, even some clerks in some offices, and some clerks in offices demand their share of the petty graft. Attention, to get ordinary service is now a necessary part of the sense.

They say the hotel and restaurant business costs them many hundred dollars annually. One cigar salesman has said it cost him approximately 100 last year for tips. Another selling leaf tobacco, admitted that his tipping bill in 1925, from his extra sheets, was \$257.60. He listed them separately, and as closely as he can remember, just to see what tips cost him in a twelve months' period.

And his tax is entirely unnecessary. It would be unnecessary if the law required these tipping establishments to pay their employees. In fear of their employees, some few bosses, in fact, are not getting their help. And they have no right to expect that no tips are accepted. They know it injures the effort to render universally good service to everyone, share and share alike.

Of course, sub-rosa, tips are even current in the places where they are forbidden. But the rule, as a rule, is effective. It insists upon each employee to give the best possible service without expectation of a gratuity.

When providing the establishment is in payment of good wages, there is no complaint about the loss of tips from the public.

One or two outstanding hotels have adopted and enforced the rule of no tips. Several restaurants have followed suit. And the success of cafeteria or self-service lunches in the elimination of tips, is evident.

Traveling men, men who have an expense account to render at the end of the week, would appreciate the gradual disappearance of the tip. It would relieve them of a burden which is passed on, in overhead, to the entire buying public.

For, whether or not a person directly gives a tip, it is paid in the cost of the goods. And tobacco products, just now, cannot be taxed with even the small addition of a ten-cent tip! It must be stricken from the price!

India Seeks to Grow The American Types

WASHINGTON, D. C., Feb. 24.—The Agricultural Research Institute in India is using every endeavor to produce a type of tobacco which will resemble the American tobacco in color, flavor and smoking qualities, while possessing the hardness and growing qualities of the best Indian varieties. Two types of American tobacco, Adecock and Burley, were selected for hybridization with the Pusa type 28. During the past year all these types were grown in the Botanical Area with the object of obtaining seed and making a study of the types.

Experiments were also made in the different methods of curing the leaf. Very good results were obtained in the curing of Burley by air on racks, both with the split stem method and by stringing the leaves, the finished product in this case being, it is reported, but little inferior in color to the American tobacco. The curing of the Adecock tobacco was more difficult as this tobacco, like the indigenous types, does not ripen off in the field.—LAMB.

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Leaf Tobacco


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Dealers in All Kinds of Havana Tobacco
Specialty: Remedios & Vuelta Abajo Tobaccos
SITIOS 11, HAVANA, CUBA

A Winning Combination



Combination No. 30220. 12 pipes—
9 straight, 2 bent, 1 half bent. \$3.50
each, retail.

Combination No. 30221. 12 pipes—
8 straight, 3 bent, 1 half bent. \$3.50
each, retail.

Combination No. 30222. 12 pipes—
rustic finish—9 straight, 2 bent, 1
half bent. \$4.00 each, retail.

*The Milano line is a fast selling line!
This combination makes it sell faster!*

PLACE this smart, plush-covered display tray in your window, or on your counter! Watch your customers look for their favorite shape! This tray is a proven sales-maker. It gives a bird's-eye view of twelve of the best liked Milano styles.

Your customers know Milano from our advertising. They know Milano's superior quality. They know about our famous Milano "insurance". The little white triangle—the Milano mark—is an old friend of theirs....When they see this beautiful stand, they'll be reminded of all this. You will find a noticeable increase in calls for Milano pipes....If your jobber cannot supply you with the three assortments listed above, write us direct.

WM. DEMUTH & CO., 230 Fifth Ave., New York
World's Largest Manufacturers of Fine Pipes

MILANO

"The Insured Pipe"

"It's a W D C"



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Cigar and Cigarette Holders

Require hardly any time or space, yet they pick up those extra profits. Identified by the white Milano triangle. Attractive displays. \$1.50 up, retail.



WAITT & BOND

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Extremely

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Gaining in Popularity Leaps and Bounds

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If you have stocked Marlboro Cigarettes—
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No other cigarette on the market like it.

Mild as May—
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Your jobber can supply you

Recommended and Made



PHILIP MORRIS

Havana Crop Movements Are Very Large

Old and New Tobaccos Moving—High Prices—Suarez Stable Buyer—Rain Heavy—Duys Buys Upper Vueltas—Winter Also Purchasing—New Crop Reports Excellent.

Havana, Feb. 19.—Again several bales of leaf tobacco were sold the past week, and it seems good prospects of the new crop are at all with the demand for the old. Even the prices are higher than many people interested in expect, especially so far as the old tobaccos are concerned. That all these buyers expect a crop of light quality.

Suarez Buys Heavily

A. Suarez & Company are again as buyers in our market, registered and received more bales. Since this firm started several weeks ago up to the day have taken more than 12,000 of the market. This makes A. Suarez & Company, or Esin & Company, the largest Havana tobacco. In Sobr, de la warehouse they received 400 bales, and approximately each in Miniz Hnos. and Feruanto's warehouse. This firm is stripping heavily the country, although rain showers them at times from working. They bought in the eastern section and over 1,000 bales of fillers a European client.

Another Large Buyer

Hevia & Perez do not stay much above mentioned firm of Suarez, having bought several of Remedios first and second octavas and Vuelta Abajo grades. Haas was a pretty heavy Remedios third caps, he bought a thousand bales, most of B. Diaz & Company. Du & Company registered a good Vuelta Abajo upper grades. Smith added further quantities of Remedios unsorted capaduras for stripping purposes. Suarez & Co. were buyers of a few sized 8as for stripping purposes. The last week the New York Justice Winter & Company purchased several lots of tobacco and seem active in the market. Also Elter is keeping himself busy, stripping further lots of V. A. and V. A. fillers to his former purchaser.

Manufacturers Buy

Impa cigar manufacturers, as local manufacturers, are in

the market again, as they undoubtedly realize the necessity of mixing later on the heavy tobaccos of the last crop with lighter grades of the new crop, which naturally are ready to be worked earlier than new heavy grades.

E. H. Davis, of the U. S. Tobacco Journal, is still in Havana, calling on his many friends and having a good time for a couple of weeks before going back north. We wish Mr. and Mrs. Davis a pleasant stay on this island. Miss Davis did not come along this time and, parece mentira, that the relatively young Mr. Davis probably will be a father-in-law soon. That's what happens to a father who has a lovely and charming daughter.

New Crop Good

The reports about the new crop continue to be very favorable. From some sections of Remedios people are writing about "imperial" cuts of tobacco and others qualify their tobacco "immejorable" (unimprovable), so there must be something true "about" all this. Still, there are others, especially talking about the new Vuelta Abajo crop, who claim that the crop will not be as large as most people say, and that there will be lots of defective tobaccos, caused by excess of rain.

The farmers in the Vuelta Abajo section, although many of them are by this time at the end of their resources, continue their work, and the best proof is that four million of seedlings were sent from Consolacion del Sur to the Remedios section, where farmers are partly planting again. Our packers and Almacenistas are mostly still in town, and probably will not make their annual "recorrido" before the middle of March.

Old Stock Active

As mentioned above, the old stock is moving rapidly, and pretty soon there will hardly be anything to speak of left in the market. Let us only hope that this fact does not interfere with the good and sound judgment of our almacenistas and packers shown a few weeks ago, when there was more tobacco left in the market. If all our friends who have the intention to pack would give a look at their books before leaving for the country on their buying trip this year they may feel much more satisfied next year around this time.—GALLO.

Medio Returns From Cuba

Satisfied with the considerable Havana buying of Maurice Winter & Company, New York, Domingo Medio returned to New York last week.

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BOUQUET de GATO—MI PREFERIDA—CRESSIDA
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 148 STATE ST., HARTFORD, CONN.

Connecticut Surplus Soon A Shore

Sales Continuous—Shipments Desired at Once—Snow Trade—Steane, Hartman Warehouse Burns—Haa Destroyed—Tax Rebates Cause Loss of Business.

HARTFORD, Feb. 20.—The past week saw no abatement of the active demand for Connecticut leaf that has existed here since the first week of the year. Sales were rather above the previous weeks, covering all the various kinds of types, and at a scale of prices well up to previous levels.

Prompt Shipments

Another decidedly good feature is the prompt shipping order on many of the sales. This shows that much of the leaf is wanted for immediate use by manufacturers, many of whom have been buying from here to mouth for some time past. They have done so in the hope that prices would drop to prewar levels, which, no doubt, would have been the case, to some extent, had the 1925 crop proved up to be the bumper crop it looked like when being harvested.

This failed to prove out when put over the sorting benches. Owing to the large percentage of low grades, the good or desirable grades cost much more than expected. Yet, with their high cost, they have the merit of style, yield, and texture that will more than make up for the higher prices.

Lots of Snow

Buying continues at a good pace in spite of the bad condition of the roads, which are just being dug out of the heaviest snow of the winter. This fell on the tenth, following a heavy snowfall on the fourth, giving us a total of nearly thirty-six inches of snow on the ground. This drifted badly, blocking traffic considerably, and it was days before some of the main highways were opened to traffic. Heavy rains on the fourteenth and nineteenth made travel worse, but helped to take off some of the snow still leaving many side roads impassable.

\$100,000 Loss

A warehouse operated by Stearne, Hartman & Company, Inc., at Hazardville, was completely destroyed by fire on the seventeenth, with a loss of over \$100,000 in 1925 tobacco, which was being sorted and packed.

Since the fire they have leased the warehouse of A. S. Hulbert in Somers, and are ready to begin sorting and packing on the twenty-second.

They will also renew their buying in order to make up for a part of what was lost in the fire. This is a much harder proposition than it was, for crops unsold, of merit, are not plentiful. Prices are ruling much higher than two months ago, when few buyers were in the field.

Another Fire

The residence of William P. Haas, of L. B. Haas & Company, Hartford, was also destroyed by fire on the night of the seventeenth, with considerable loss on contents. Fortunately the fire took place in the early evening, at a time when the entire household was out. It was caused by an overheated furnace.

Buyers Arrive

Among the buyers here during the week were P. Lowe, A. Santalla, Jose Diaz, Paul Hirschhorn, A. I. Mendelsohn, J. Jacoby, L. Leopold, M. Regenberg, L. Cohn, J. Marqusee and Max Hartman, all of New York; Louis Kramer, of Bayuk Cigars, Philadelphia; M. Harris, of Kraus & Company, Baltimore; Theodore Finn, Chicago; Baer & Company, Harrisburg, and several others, including S. H. Grabosky, of the G. H. P. Cigar Company, of Philadelphia.

Sales a plenty were recorded in large

and small lots of all types, and general feeling seemed to rest on confidence in the future of the business.

Tax reduction will benefit considerably when the new rate effect, though some manufacturers there is a certain amount of slow on orders from both jobbers and tailors. They do not want to hand large stocks on which they have the bother of putting claims in order to get the benefit of tax reduction.

Association Notes

There "ain't any," except what is on the street, and rumor has it several big deals have been on both the 1923 and 1924 broadleaf, long seconds, 1,500 cases to be and 1,800 to another, are rumored. Many smaller lots, including Havana and a big lot of Havana darks, are also listed.

If sales of the 1923 crop at the rate they have been going in the first of the year, there will be cases left to sell in the near future. The dormant 1924 crop to be over until the 1925 crop is along with some decrease in age, is rather apt to reduce the surplus of tobacco to a revelation within the next six months.

The January Production Figures

WASHINGTON, D. C., Feb. 2.—January 433,672,000 large cigars manufactured, as compared with 803,054 manufactured in the same month of last year, according to the Internal Revenue. During the month also 14,637,500 small cigars manufactured as compared with 3,640 manufactured in the same month of last year.

The bureau's figures show that during January 6,943,814,797 cigarettes were manufactured, as compared with 6,652,474,506 manufactured in the same month of last year. Also in January 438 large cigarettes were manufactured as compared with 2,035,033 manufactured in January, 1925.

In January also 3,390,649 units of snuff were manufactured, as compared with 3,403,890 pounds manufactured in the same month of last year, and in January 31,020,781 pounds of cigars were manufactured, as compared with 32,053,505 pounds in January of last year.

In Porto Rico in January there were 8,031,825 large cigars manufactured, as compared with 10,665,445 in the same month of last year. No small cigars manufactured there in January of last year, while last year during January 1,000,000 were manufactured. There were 252,000 large cigarettes manufactured in January, against no large cigarettes in the same month of last year, and 10 small cigarettes in January of last year, as compared with 40,000 in the same month of last year.

The bureau's figures show that during January in the Philippine Islands there were 15,196,494 large cigars manufactured, as compared with 13,500,000 in the same month of last year. In this year also there were 23,650 cigarettes manufactured, as compared with 151,370 in January of last year.

L.A.M.M.

The Home of Connecticut Broadleaf
J. E. SHEPARD
 Grower and Packer of
Connecticut Broadleaf Tobacco
 South Windsor, Conn.

Chicago Strikes Very Slow February

Der and Collections Shy—Wolfson at Six Day Meet—Lucky Strikes Tax Free Again—Cigar Advertising Planned—Money Offers Settlement—Rosenfield Hurt.

Feb. 20.—As we enter the second month of the year, business shows signs of a quick improvement. January was off fairly good, but February has been a hard month for the

persons unknown the bottom has of the retail end, which has moved up the jobbers' business.

Business has been very slow and has helped to hold back the filling and further extension of credit. Dealers who are behind in pay-

ment, newspaper advertisement tells Chicago smokers that Wm. Penn is a fine cigar. The General Cigar Company, Inc., has a 100 per cent discount on this brand here.

Metropolitan Cigar Company, a firm is manufacturing El Selero, a cigar that was in former years quite a seller here.

Busy Store

One of the largest lines of well known Havana cigars is found at the store of Al Tarrson, 153 North Clark street. Every branch of merit can be found here. With Al Tarrson, Fred Rosenfield and Al Livingston behind the store the trade is well taken care of in quantity cigars.

Now all know Harry Levy works Celino Venga & Company. Harry Levy, while Chief Aaron Straus, of the firm was in New York, Harry was in the job and kept the Chicago store by sending out orders.

It was a great pleasure to greet our friend Eddie Marlin, who spent a day here for V. Guerra Daiz &

Company. While the prices of Eddie's cigars have advanced upward, he nevertheless booked some fine orders for La Mega, that well known clear Havana smoke.

Little Charles Advance

Mort Hammer is in town for Salvador Rodriguez & Company of Tampa. He is highly elated over the placing of Charles the Great cigars with Park & Tilford, New York jobbers. He has advised the trade that Little Charles, an offspring of Charles the Great, and selling at five cents, has advanced in price from \$35 to \$37.

Perfecto Garcia & Brothers have advanced their fifteen cent tin packing to the three for fifty cent class. Perfecto Garcia is the largest selling clear Havana cigar on the Chicago market.

Schulte's advertised, in a large newspaper space, that at the Fair store they were offering La Palma ten cent Major size at special box prices. They asked all dealers to come and purchase any quantity, as the supply was unlimited. The fact that last year the Congress Cigar Company cut Schulte off their list has not stopped this firm from picking up, in various cities, from dealers and jobbers, a big supply to put on sale in Chicago.

The Dolan Segar Shop, at Dearborn and Washington streets, features two large window displays of Cu-Rey, a three for twenty-five cents seller, packed in foil, from Cuesta, Rey & Company, of Tampa.

Wolfson at Races

Walter Wolfson, head of Eduardo Gonzalez & Company, Tampa, forgot the cigar troubles this week and spent six sleepless nights taking in the six day

bike race at the Coliseum. Walter forgets the price of tobacco, or what the cigar maker may demand, when the six day grind is on.

Albert Ruhstrat, in former years a partner in the wholesale firm of Ruhstrat-Christian Company, and for the past year manager of the Detroit branch of Nathan Elson & Company, is back in Chicago calling on the trade with El Salero cigars, a local product.

"Yes, sir; that's my baby," says Bill Campbell in referring to his Tom Palmer cigar. Well, William is one of our old timers and he gets some play from the Loop dealers.

The Drexel Recreation Parlor, at 819 East Fifth street, shows a fine display of Topic cigars.

Lucky Strike Deal

The American Tobacco Company opened its Lucky Strike cigarette campaign on Monday when it distributed the dealers' tins of fifty Lucky Strike cigarettes to sell at twenty-five cents, tax free.

Dealers were allowed one purchase, which was delivered by the factory salesman for cash. The jobbers had no stock on hand under this offer, same being strictly a factory offering. Millions of Lucky Strike cigarettes went into the hands of Chicago smokers at these reduced prices this week.

Robert Brunton, sales manager of the Continental Tobacco Company, Chicago department, is busy with the local force seeing that their brands of cigarettes and tobaccos get good display space. Bob has his factory making private blends of tobacco for all our large dealers, and his Revelation, Dunhill and Barking Dog cigarettes are increasing in sale.

General Advertising

The General Cigar Company, Inc., has a neat card in each box of Wm. Penn cigars, telling the dealer "42 per cent of all cigars sold are Class A cigars."

"Are you getting your share of this business? Wm. Penn is a good five cent cigar."

In each box of Robert Burns is also

a neat card showing a Cuban tobacco scene, taking "you back to the days of old fashioned Havana." These little cards are very valuable, as the dealer can paste them on his window for the smoker to see.

The Boston Store cigar department offered the stock of the H. B. Franklin Cigar Company at greatly reduced prices. Bankers' Special, in several sizes, were sold at less than fifty cents on the dollar.

Garcia Distribution

F. Garcia & Brothers clear Havana cigars are shown by many dealers. In the down town district this cigar is sold in all the Schmerhorn Company's stores. The Fred L. Wells stores, Tebbets & Garland Miles Cigar Company, Nina E. Baker, Monroe Grill, J. L. Williams, Henry J. Hammann, Al Tarrson & Company, John Wittmeyer, Hotel Sherman, Franklin Cigar Company, High noon Club, Max Kaplan, Lou Surstman, Hoyle's Auditorium Cigar Shop, Klein's Restaurant, Builders' Club, Chicago Athletic Club, and A. Dreyfuss Company, all leading down town dealers of cigars, also sell them.

Namah Mixture is the leading brand featured by J. Henry Hamann in his store at 8 South Wabash avenue. Henry carries this fine mixture in several packings. It is made by the Continental Tobacco Company.

Visitors in Town

Frank Patton, of Gonzales & Sanchez, Jacksonville cigar manufacturers, and Steve Herz, of D. Emil Klein & Company, New York, visited the Chicago market this week. Both reported business good.

Chas P. Rubey, head of the Charles P. Rubey Company, Chicago's large cigar jobbers, left for New Orleans to take in the Mardi Gras. Then he will go to Tampa to visit the Salvador Rodriguez factory, whose Charles the Great cigar the house of Rubey distributes here.

A very striking Lucky Strike cigarette window is shown by the Monroe Cigar

(Continued on page 36)

The best cigars contain
**Connecticut
 Valley
 Tobacco**



**The CONNECTICUT VALLEY
 TOBACCO ASSOCIATION, INC.**

Headquarters · 225 State St · Hartford, Conn.

North Carolina Tobacco Sales In December

Dept. of Agriculture, W. A. Graham, Commissioner.
Report Prepared by W. H. Rhodes, Jr., Acting Statistician,
Co-operative Crop Reporting Service

N. C., Feb. 20.—Producers' bright tobacco sales from the 1925 crop totaled to 329,752,911 pounds to February 1. The average price of the season was \$22.99, which places the value of the season's sales at about \$76,000,000.

Sales on the Old Belt were more than double those on the New Belt. The average price of the season was \$22.99, which places the value of the season's sales at about \$76,000,000.

Spring and Wilson markets showed the highest averages for the season. Sales at Burlington and Mebane (usually the highest price markets in the State) averaged lowest.

It was noted that the January tobacco report has been divided into groups for the Old and New Bright Belts. It will be released in this form.

North Carolina Tobacco Warehouse Sales Report for January, 1926, on Old Bright Belt

	Producers' Houses	Dealers' Resales	Total Sales	Average Price 1926	Average Price 1925	Season's Producers' Sales
..... 2	236,218	7,946	247,236	\$10.42	\$22.20	1,414,116
..... 4	2,123,800	230,584	2,512,168	22.80	24.16	13,065,641
..... 1	155,416	274	176,576	13.58	18.32	889,566
..... 3	746,668	58,228	849,442	29.67	21.50	5,287,300
..... 4	1,388,560	2,546	1,476,232	18.63	19.26	7,953,422
..... 3	376,694	11,996	450,094	17.38	18.65	3,125,558
..... 1	414,866	17,954	469,620	10.28	17.80	1,875,708
..... 2	340,046	1,138	353,726	11.28	30.92	1,617,364
..... 2	684,414	72,690	817,092	8.70	16.46	3,100,464
..... 4	1,369,258	35,216	1,540,122	17.42	22.12	7,748,203
..... 2	341,475	4,524	350,635	13.60	18.76	3,159,987
..... 3	648,774	38,488	725,380	12.78	25.17	3,444,092
..... 2	327,923	3,960	407,593	10.63	14.20	1,052,265
..... 3	360,005	4,566	632,495	17.36	16.53	3,054,245
..... 3	163,840	5,014	187,934	21.96	17.74	3,195,028
..... 5	6,442,682	499,456	7,347,586	13.36	18.74	33,161,831
..... 2	57,655	240	75,497	15.65	.....	1,551,375

Belt 46 16,448,294 996,820 18,639,428 \$16.02 \$20.16 93,696,165

Sales on New Bright Belt During January, 1926

	Producers' Houses	Dealers' Resales	Total Sales	Average Price 1926	Average Price 1925	Season's Producers' Sales
..... 2	129,494	9,500	140,834	17.56	16.50	1,324,342
..... 2	57,112	236	61,060	16.88	.....	2,075,936
..... 2	245,266	1,925	252,588	21.39	25.28	11,541,356
..... 3	150,309	1,172	160,651	16.64	6.34	5,867,864
..... 6	1,888,374	142,752	2,209,806	22.30	22.08	40,617,389
..... 5	548,872	56,404	637,916	19.29	18.40	30,335,763
..... 1	62,424	.....	62,424	25.06	21.09	2,745,206
..... 4	1,327,402	30,662	1,406,810	24.69	24.24	25,228,940
..... 2	120,826	2,886	129,328	18.56	17.24	1,241,220
..... 2*	77,500	1,422	82,542	18.43	14.02	3,506,507
..... 2*	No Report	.....	.....	.....	20.47	3,481,239
..... 4*	82,540	512	84,780	22.30	.....	6,595,797
..... 7	2,741,168	398,570	3,380,014	27.21	25.78	65,287,384

Belt 42 7,431,307 646,008 8,608,753 \$24.10 \$19.22 199,848,943

Totals 88 23,879,601 1,642,828 27,248,181 \$18.57 \$21.13 329,752,911

The following houses, located in the New Belt, failed to report their sales for January: Smithfield Tobacco Warehouse, Smithfield, N. C.; Clays Tobacco Warehouse, Tarboro, N. C.; Ruffin Tobacco Warehouse, Tarboro, N. C.; James Tobacco Warehouse, Williamston, N. C. Closing before January 1 were located in the New Belt and are included in season's total producers' sales.

Common Weed Recured at Richmond

Richmond, Va., Feb. 20.—There was a common dark fired tobacco market this week; and, as reported to the buyers of sun

cured tobacco, it was sold at a very low price, and this brought down the general average for the week. Good red leaf is in active demand at high prices. All strictly sun cured tobaccos sell at full value. Total sales for week were 195,845 pounds at \$16.10 average.—R. C. MORTON & CO

C. MORTON & CO. LEAF TOBACCO DEALERS

Established 1857
Richmond, Virginia
Bright and Dark Virginia
Burley—Western—Seed Leaf
Strips—Scraps—Stems—Cuttings

J. B. MORRIS CO., Inc.

Dealers and Exporters of
LEAF TOBACCO
RICHMOND, VA.

Cable Address: "Morriseo," Richmond, Va. All Codes.

LEA, President.
R. S. Secy.-Treas.
J. B. CONTRACT

GEO A. LEA & COMPANY
Incorporated
LEAF TOBACCO BUYERS AND BROKERS
SATISFACTION GUARANTEED
Cable "LEA"

J. D. ROGERS, Vice Pres. &
General Manager.
PERSONAL SUPERVISION
Rocky Mount, N. C.

W. T. HUGHES President
M. L. T. HUGHES Vice President
W. T. HUGHES, JR. Secy. and Treas.

W. T. HUGHES & CO. INC.

ALL GRADES

Leaf Tobacco

Specialists in

VIRGINIA AND CAROLINA BRIGHT CIGARETTE and SMOKING TOBACCO

Domestic and Export

Long Experience. Specialize on Bright and Mahogany Wrappers. Fine Cutters. Export Leaf and Strips.

New Factory Modernly Equipped for Steam and Air Drying and Free From Tobacco Beetles.

Our Motto:—SATISFYING OUR CUSTOMERS

Samples and Quotations Sent on Application

DANVILLE, VIRGINIA U. S. A

CABLE ADDRESS "MIRABEAU" Danville, Va.

CODES USED: ARNOLD'S CODE No. 3 since 1915 A. B. C. CODE 4th & 5th Editions

Cable "Wright" Codes: Western Union; A. B. C. 5th Ed.

WRIGHT-HUGHES TOBACCO CO.

INCORPORATED

LEAF TOBACCO DEALERS

ALL GRADES VIRGINIA, CAROLINA AND KENTUCKY TOBACCO
ORDER OR CONTRACT—SAMPLE UPON APPLICATION
Storage Capacity 5,000 hogsheads
WINSTON-SALEM, N. C., U. S. A.

Cable "Winleaf" Winston-Salem, N. C.—Codes A B C 4th & 5th Editions Western Union

WINSTON LEAF TOBACCO & STORAGE CO., Inc.

DEALERS IN LEAF TOBACCO

Strips, Scrap and Stems. Complete Facilities
Samples Submitted on Request
WINSTON-SALEM, N. C., U. S. A.

CODES in USE

Imprinted on the Correspondence of Progressive Concerns—Who Thereby Increase Prestige and Overseas Trade!

BENSINGER SUGGEST USING THESE CODES

ABC 5 LETTER 6th EDITION \$16.00
ABC 5 LETTER 5th EDITION 20.00
BENTLEY COMPLETE PHRASE CODE 8.60
[30] WESTERN UNION 5 Letters (used) ... 25.00

SPECIAL COMBINATION OFFER

(Above 4 English Codes) **\$52.00**

Add 50c per copy for postage. When remittance accompanies order we pay postage. When you possess these codes your cables are understood everywhere!

Complete Price List of All Codes Upon Request.

WE ALSO CARRY IN STOCK TOBACCO CODES.

T. BENSINGER CO., Inc

(Established 1887)
19 B Whitehall Street, New York
Most Widely Known Distributors of Telegr.-Cable Codes

PHONE: BOWLING GR. 6580-6989
CABLES: MULTIGRAPH, N. Y.

CHINA AMERICAN TOBACCO CO. Inc.

Packers—Dealers—Exporters

ALL TYPES OF

LEAF TOBACCO

Rocky Mount, N. C.

New York, N. Y.
25 Broadway

Cable Address:

"CHIMERICA"

FACTORY AT ROCKY MOUNT, N. C.

BRANCH FACTORIES IN PRINCIPAL MARKETS OF ALL TOBACCO DISTRICTS.

Richmond, Va.
9th and Main

All Codes

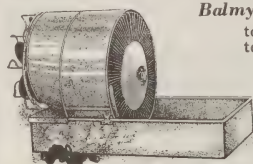
DIBRELL BROTHERS Inc.

Leaf Tobacco Dealers

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

Cable Address "Dibrell"—Danville



Balmy, Moist Atmosphere
to prevent the leaf from drying out—
to keep cigars fresh—

The American Portable Humidifier

For Ten Years
used by the leading Cigar MANUFACTURERS in all
departments where humidity helps production.
CIGAR JOBBERS and RETAILERS find it THE hu-
midifier best suited for use in humidors and stock
rooms, large or small.

No mist, no spray, no noise.

Humidity evenly distributed and regulated.

40% of total sales are repeat orders

AMERICAN AIR PURIFIER CORPORATION
165 East 35th Street New York City

C. W. WALTERS CO., INC.
South Boston, Va. Mullins, S. C.

Packers and Dealers in
LEAF TOBACCO

Specializing in
Virginia, Eastern Carolina and South Carolina Tobaccos

Cable address:
RUSSOCHINE MOUKDEN

Codes used:
A. B. C. 6th edition
Bentley's & Private

RUSSIA CHINA TOBACCO MFG. CO.

Moukden,

China

Trade

Mark



Winston-Salem Market To Close March 12

WINSTON-SALEM, N. C., Feb. 20.—
Sales during the week just ended to-
talled 852,908 pounds, which bring the
total sales for the season to 40,591,551
pounds. Prices have been firm on the
smoking types and better grades of all
kinds, but it has been hard to sell the
non-descript types, as none of the com-
panies seem to want them.

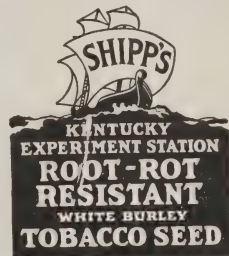
Season's Average, \$16.92

The average for the season thus far
has been \$16.92, making \$6,867,214.98
paid out by the warehousemen during

the season for tobacco sold on
floors. It is expected that the
week sales will be rather heavy
the good "season" for grading
which is now on. After the
are expected to be rather light.
housemen now estimate that the
will reach between 4½ and 5
pounds, all the balance of which
easily sold in the next week.

Closing Date Fixed

At a meeting of the Board of
held this morning it was
decided to close the market on
son, Friday, March 12 and
urged to get their tobacco to
by that time as there will be
sion of the closing time, the
date practically all of the
will be off the market so that
tion sales can be run this
later date than March 12—



produce better crops
with less work

Quality and quantity are insured
because these seeds were grown
direct from the Kentucky Experi-
ment Station's choicest selection of
the latest improved resistant strain,
the finest, purest strain so far de-
veloped by tobacco experts.
Through the scientific cultivation
and careful selection of mother
plants, we have preserved the pur-
ity of the strain.

A test with a common variety showed
tobacco grown from Shipp's seed to be
worth about \$150 more to the acre! Yet
they cost only

\$1.50 per ounce
Postpaid

Little or no resetting; topping
and curing made easier; a regular
stand of tobacco; these are the
features of SHIPP'S Seed. Order
NOW.

J. V. SHIPP, Midway, Ky.

Lynchburg Prices on Good Grades

LYNCHBURG, Va., Feb. 20.—
Oglesby, of the Lynchburg
Warehouse Company, making the
ing report of leaf tobacco sold
Lynchburg "open" market:

Sold this week
Sold to Feb. 19, 1926
Sold to Feb. 20, 1926
Increase for 1926

Receipts were fairly good
of the week, but the rain on
Friday cut them off and the
part of the week were small.

The rain, however, made
son" for handling tobacco
thought what was hanging
be taken down and gotten
market.

Common Grades in

The percentage of tobacco
in the farmers' hands is large.
buyers are anxious that the
as soon as possible so they
sults. Those having tobacco
to bring it in within the next
few days.

A larger part of the
continue to consist of common
script grades and such types
demand, but the quality's
prices are showing as well as
expected, that being consid-
ered.

Some good crops are show-
ing when they do are eager
prices that are proving help-
ful to all concerned. Gold
wanted and is bringing finan-

E. B. FICKLEN TOBACCO

Incorporated

Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco

BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT

Apply for Redrying, by Season or Natural Season

Samples Furnished Cable "FICKLEN" Correspondence Solicited

W. T. COUSINS & CO. "OLD BELT" SMOKING TOBACCO DANVILLE, VA.

Buyers of All Grades of Virginia and Carolina Tobaccos

a Specialty

LEAF TOBACCO OF ALL DESCRIPTIONS
PACKERS, DEALERS, EXPORTERS, IMPORTERS.
OUR OWN DOMESTIC AND FOREIGN PACKING
PLANTS ENABLE US TO MEET ALL REQUIREMENTS.

Universal Leaf Tobacco Co.

Home Office: Richmond, Va.—New York City Office: 21 East 40th St.
 Cable Address: ULTOCO, Richmond, Va.—All Codes Used

Reclaiming the Return of Redrying Profits

Rich, counsel for the Tobacco Redrying Association, has authorized to join hands with R. A. of Danville in the \$500,000 suit against R. R. Patterson, F. Edmondson and Tucker C. The announcement is made by the association and declared that the directors of the tobacco association behind him in the movement. He was told by Joyner that the association had tendered his resignation and reconsidered only on the ground that the pool should take no part in seeking restoration to the position of the alleged redrying. The belief prevails now that the litigation decided definitely the new board comes in for a concerted effort is made to get the other sign up. While the details have retained counsel have their reply in Richmond, denying the suit, they will seek a delay in going on constitutional grounds. The attorneys is attending the case and this is always a valid ground for continuance of legal actions. Wade was at South Boston and sought permission to use the books of the Edmondson company mentioned in the trade Commission's report. Wade was refused, pending advice from the court. Wade says he then asked to produce the notes executed by the purchase of machinery, these had been destroyed or destroyed effort apparently is to get the source from which money to finance the redrying corporation.

reiterated anxiety on the part of the pool to get the pending litigation the way, there is the whisper that the case will never come to final adjudication, but that a compromise be reached with a proviso that the profits alleged to be shared to the treasury jobs shall be sacrificed. Wade was asked about this but said with a smile that was a subject he was not to discuss for publication.

Esthonia Issues New Rules

WASHINGTON, D. C., Feb. 22.—In order to encourage both the domestic manufacture and the export of prepared tobaccos from Esthonia, the government has issued new regulations permitting the duty-free import of raw tobacco provided an equal quantity of smoking tobacco has been manufactured in Esthonia and exported, according to a report from American Consul Joseph G. Groening in Tallinn. The leaf may be imported either in the stemmed or unstemmed form, but the smoking tobacco exported must be of good quality and not made of stems.

The regulation became effective November 15, 1925, and applies for one year from any subsequent date of export.

A translation of the regulations is on file in the Tobacco Section and may be obtained upon request.—L.A.M.M.

Drawbacks Now Allowed on Smoking Tobacco

WASHINGTON, D. C., Feb. 22.—The Treasury Department's decision of June, 1921, providing for the payment of drawback on cigars manufactured by the British-American Tobacco Company, Ltd., in its factories at Richmond and Petersburg, Virginia, and exported wrapped in tinfoil manufactured with the use of imported lead has been extended to provide for the payment of drawback on the exportation of tinfoil wrapped smoking tobacco manufactured by that company at the factories named.—L.A.M.M.

The Polish Monopoly Raises Prices

WASHINGTON, D. C., Feb. 22.—The Polish Tobacco Monopoly uses 44,000,000 pounds of tobacco yearly, 42,000,000 pounds of which are purchased abroad, mostly from Italy, Holland and the United States, according to a report received in the Department of Commerce from Assistant Commercial Attaché Ronald H. Allen, in Warsaw. January, because of the decline of the zloty and the necessity of covering purchases with foreign currency, the Monopoly raised prices about 50 per cent.—L.A.M.M.

H. T. COBB, President
T. W. WEBB, V. P. & Treas.
RICE GWYNN, Jr., Secy.
Gwynn Tobacco Company, Inc.
 RICHMOND, VA., U. S. A.

Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.
 CORRESPONDENCE SOLICITED
 Cable Address "GWYNCO"

B. P. EGGLESTON & CO.
 Established 1882 DRAKE'S BRANCH, VA. D. Q. EGGLESTON
DEALERS IN LEAF TOBACCO
 Specialty:—VIRGINIA DARKS
 Your Business Solicited Correspondence Invited

THE VENABLE TOBACCO CO., Inc.
 Cable Address "Venable." Arnold's Code 5, Commercial Telegraph & Cable Code.
LEAF TOBACCO BROKERS
Durham, N. C., U. S. A.
 ALL GRADES OF LEAF TOBACCO AND STRIPS

Cable: Monk Arnold's No. 5 & 15
A. C. MONK & CO. Farmville, N. C.
 A Large Supply of Leaf Tobacco Always on Hand.
 We buy all grades Bright Tobacco, Virginia, Dark and Barleys, Steam and Natural Season. Samples Furnished.
 Branch Factories: Wilson, N.C.; Wendell, N.C.; New Bern, N.C.

ANDREW JAMISON, President Established 1885; Incorporated 1910
W. A. ADAMS COMPANY
 —BUYERS AND EXPORTERS OF—
ALL GRADES OF OLD BELT
LEAF, STRIPS, SCRAPS AND STEMS
OXFORD, NORTH CAROLINA, U. S. A.

E. K. VIETOR & CO., Inc.
 Leaf tobacco, strips, scraps, stems, siftings
 1800-2200 SEMMES AVE. RICHMOND, VA.

E. V. WEBB & CO. Cable "IRVINE" Kinston, N. C.
LEAF, STRIPS, SCRAPS AND STEMS
ORDER OR CONTRACT
 CORRESPONDENCE SOLICITED COMPLETE FACILITIES
 SAMPLES ON APPLICATION
KINSTON, N. C., U. S. A.

KINSTON TOBACCO COMPANY
 Incorporated
DEALERS IN LEAF TOBACCO—EXPORT AND DOMESTIC TYPES
 Buyers and Rehandlers of all Grades of Bright Leaf Tobacco on Order or Contract
 Complete Redrying Plant and Ample Storage
 CORRESPONDENCE INVITED—SAMPLES ON APPLICATION
 E. Y. Speed, President W. H. Armistead, Vice-President R. P. Watson, Vice-President
KINSTON, N. C., U. S. A.

Cable Address: "CLARK" Code: "ARNOLDS NO. 5"
 Largest Loose Leaf Tobacco Market in the World
W. T. CLARK & COMPANY
 Established 1887
 Packed for Export and Domestic Trade
 We operate in North Carolina, South Carolina, Virginia and Georgia
 Head Office: WILSON, NORTH CAROLINA, U. S. A.
 Packing guaranteed. Samples submitted on application.

R. S. RUDOLPH & SON Clarksville, Tenn., U. S. A.
 Dealers and Brokers in Leaf Tobacco
 Codes—Arnold's 5 & 15
 Western Union, A. B. C. 5th Edition
 Cable "Rudson"

CABLE ADDRESSES
"SPENCER"
Danville - Va
Smithfield - N.C.

T.S. WILLIAMSON, Pres. W.M. C. SPENCER, Vice Pres. C.E. WILLIAMSON, Sec. Treas.

WILLIAMSON-SPENCER, INC.

Packers and Exporters

Specializing in

BRIGHT VIRGINIA & CAROLINA TOBACCO

On Order or Contract

**DANVILLE, VA.
SMITHFIELD, N.C.
U. S. A.**

ALL CODES USED

TOBACCO SEED

Slate Seed Company

The Largest Tobacco Seed
Growers in the World

SOUTH BOSTON, VA., U. S. A.

L. B. JENKINS & COMPANY

Leaf Tobacco Dealers
Kinston, N. C., U. S. A.

Buyers and rehandlers of all grades of Bright Leaf Tobacco. Domestic and export types bought on order or contract. Modern redrying plant equipped with improved machinery and ample storage facilities.

Correspondence Solicited

Cable "Jenco"

Samples Furnished

THORPE & RICKS, Inc.

Codes—Arnolds
Nos. 5 & 15
A. B. C.
5th Edition.
Cable Address:
THORPE.

Established 1886

BRIGHT LEAF TOBACCO



Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

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CODES: Bentley's, Lieber's

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Virginia, Carolina, Kentucky and Tennessee Leaf Tobacco

Established 1898

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We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.

Correspondence solicited.

Satisfaction guaranteed.

Samples sent on request.

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Packers & Exporters All Grades of
LEAF TOBACCO

Specializing in

Virginia, Eastern Carolina & So. Carolina Tobaccos.

REIDSVILLE, N. C.

Tri-State Co-op Fighting for Its

Loyal Members Making Determined Efforts to Secure Cent Sign-Up on New Five-Year Contract—Politicians, Business and Professional Men Lend Aid

HENDERSON, N. C., Feb. 20.—Fighting with their backs to the wall, as it were, and with but a brief space of ten days in which to make their salvation, members of the Tobacco Growers Cooperative Association are turning for the moment from the hard blows they have received during the past two months, and are bending every energy toward procuring by March 1 the required 65 per cent sign-up of tobacco grown in the South Carolina belt, which includes the border counties in North Carolina. From every hand and on all sides, members of the pool in that section are being urged to work as though the house were afire to make the coveted goal.

Politicians, bankers, business and professional men are urging them on and helping however they may. Colonel D. A. Spivey, State Senator from Horry county, South Carolina, has appealed to the farmers with the admonition that "signing the contract and getting their neighbors to sign it at once is more important than seeding down their plant patches," adding that prospects are that the 1926 crop will scarcely bring enough to pay for the fertilizers if the association is allowed to fall through. The effort is to perpetuate the association through another five years after the present five year contract expires after the delivery of the 1926 crop.

There has been no fear in Virginia, it is said, and none of western North Carolina. But there is some uncertainty in the east, and particularly in this belt. If South Carolina makes the grade, however, the day is saved, as the leaders argue the situation.

The association has had some staggering blows the first two months of 1926. Early in the year the Federal Trade Commission smote the cooperatives the deadliest blow it has received. Came then the publication of profits by Patterson and Watkins, and later on the salaried list. On top of these followed the W. M. Person receivership suits, the first of which was dismissed by Superior Court Judge Thomas H. Calvert, and an appeal noted, but later non-suited and dropped. And now the association sues its former directors, or is said to be contemplating that course. Litigation of that character would almost amount to a solar plexus to any business organization, folks say, but in spite of it, the cooperatives seem undaunted and undismayed. They evidently intend to see the thing through.

It is said in South Carolina that the bankers and business men have suddenly come to realize at this late hour that a return to ten cent tobacco would bring a recurrence immediately of the conditions of 1921. One authority says that, even though the business men are waking up to the seriousness of the situation, "the apathy of the farmers is nothing less than amazing, particularly in view of their knowledge that the present association saved tobacco prices from crumbling in South Carolina during the past season, and is their only protection hereafter."

Dr. Clarence Poe, of Raleigh, editor of the Progressive Farmer of that city, which circulates throughout the South,

and is perhaps the most influential paper in the southern states, was director of the association in Carolina, but stepped down a year ago. He discovered activities not has plunged into the fight sign-up. Last Saturday he held mass meetings of farmers from counties in the South Carolina belt and Lumberton, both in Carolina border counties, the gathering being the largest that has taken place in the present drive for a 65 per cent sign-up of all the tobacco in the new and larger marketing association, according to reports from those counties.

"We may have made mistakes in our cooperative marketing, but not that we are going back and changing the system to take charge of the farm editor, declared the farm editor, "that we could make would be that we could not work on our salvation," he said continuing back to the auction system itself multiplied. The buyers will try to get your freedom have the courage to do it. Ty on burdens ten times as heavy. He urged the utmost endeavor the situation by signing up of the crop in the South during the remaining days of the year. Dr. Poe has criticised certain of the association that the big audiences for him in the where he spoke. Declaring that been criticised for pointing out regarded as mistakes in the of the association, Dr. Poe farmers that they now have an opportunity to correct the error had cropped out of the accomplishment and build a marketing association which would true democracy of farmers, id full publicity and free discussion problems by all the member the rule, and one which would the ideal of a marketing association, which, he declared, was a self-government among farmers by they make themselves master of their own destiny.

Governor Thomas G. Bland South Carolina, has thrown in the breach as the situation becomes serious for the sign-up, and influence to assist the campaign. Noting an opinion by some of the association that the sign-up failure unless a determined effort made, the governor wrote attorney J. J. Perritt, chairman of the association committee, in which he "felt the reorganization of the association, affecting as it does the principles of cooperative marketing, grave consequence to the people of the entire State."

The governor declares it is not so much remains the view of past experiences, it is the hope that "the people of South Carolina will buckle on their armor and enthusiasm press forward successful conclusion of the campaign. The executive adds that he is personally interested in co-operation.

(Continued on page 6)

J. E. SEARS & COMPANY

APPOMATTOX, VIRGINIA, U. S. A.
VIRGINIA DARK TOBACCO

Bought on order or contract for domestic, or foreign account
Ample facilities for steam and air drying
We manufacture hoghead shooks. Stock on hand at all times

G. R. GARRETT COMPANY, Inc.

Cable Address
"GARRETT"

Dealers in

LEAF TOBACCO

Codes { A. B. C. 4th Ed. Bentley's

Clean, Uniform Strips a Specialty

ROCKY MOUNT, NORTH CAROLINA, U. S. A.

Hampton Roads Breaks Export Record

Exports During December Amounts to 53,265,424 Pounds—Total Leaf Stems and Scrap Out of Famous Harbor During 1925 Amounted to 226,042,730 Pounds.

Hampton Roads, Va., Feb. 20.—U. S. Customs reports show that during the month of December the exports of unmanufactured tobacco amounted to 53,265,424 pounds. As records are available this is a record of such exports from the port of the United States during one month.

The exports of leaf, stems and scrap of tobacco during the year 1925 amounted to 226,042,730 pounds, while the total from all U. S. ports amounted to 477,487,710. In other words, Hampton Roads exports were 47.5 per cent of the total.

This is not all the story. For the past months a great deal of tobacco has been exported from the port of Hampton Roads by the use of steamers to be exported to Los Angeles, San Francisco and other ports, the deviation of what would have been exported here was due to the fact that in Shanghai for about three months, for the whole year China took 136,000,000 pounds.

The decline in demand in Europe and the increase in demand in the Far East in the United Kingdom may be seen in the following record for the year:

United Kingdom Imports	170,090,021
All European Countries	120,241,643
Far East Countries	115,305,117
The relative value of tobacco as the leading item in exports out of Hampton Roads, in terms of dollars for December, 1925, was as follows:	
Tobacco	\$23,660,076
Cotton	5,310,489
Coal	1,129,075
128 Other Commodities	2,418,971

During this month the gross revenue to ships from exports of tobacco was over five times the gross revenue from exports of cotton, its nearest competitor.

The increase of over 500 per cent in regular freight steamship service out of Hampton Roads during the past seven years may be explained by the 2,200 per cent increase in exports of unmanufactured tobacco during the same time. The revenue from tobacco exports is making possible satisfactory steamship service, for an increasing number of other commodities, for the location of export merchants at Hampton Roads, and for the establishment of industrial enterprises manufacturing for foreign markets.—Wm. HOLMES DAVIS, president Virginia Forwarding Corporation.

German Cigarette Factories Decide to Amalgamate

WASHINGTON, D. C., Feb. 22.—Under pressure of economic necessity, so reports in Germany today, reports from the Trade Commissioner W. E. to the Department of Commerce, German industry has decided to amalgamate. The industry in question is of cigarette making. As a result of a congress held in Berlin, January 2, 1926, it was decided to form a "Gesamtheit" or company of interest agreement embracing the whole industry.

There it was resolved to enter into a protest against the new cigarette tax imposed by the Reich government, October 1, 1925. A delegation was appointed to bring this protest to the notice of the Minister of Finance, with the declaration that, if not modified immediately, the new tax may cause irreparable harm and endanger Germany's income from cigarette taxation. The short period comprised between August 1 and September 30, 1925, was brought in 304,432,094 marks to the German government, it is said. This sum made up 75 per cent of the whole German tobacco industry during the same period and 416,288,094 marks.

For the same brand the tax on 40 cigarettes is asserted to stand at 5 marks per thousand, leaving a profit of only 5.50 marks per thousand, which have to be paid for wages, packing expenses, and a tax, therefore, would eat up the profit.

It is claimed that the raw material tax makes it impossible to put on the cigarette selling at retail for a penny apiece. Even this 3 per cent now have to be with a minimum of 4 per cent. In which case, according to the German workers, it will be to stop smoking altogether. It is said that the disappearance of German domestic manufactured tobacco in this turn, it is held, may

open the way for penetration and absorption of the German market by foreign concerns.—L.A.M.M.

Workers Come and Go

WASHINGTON, D. C., Feb. 22.—During the month of December 8 immigrant cigar makers entered the United States while 63 left here and during the period July-December 65 immigrant cigar makers came into the country and 181 left here according to the Bureau of Immigration, Department of Labor.

The bureau's figures show also that during December 1 cigarette maker came into the country and none left and during the July-December period 21 came into the country and 16 left here.

Three cigar packers came into the country during December and none left and during the July-December period 15 came into the United States and 1 left.

The bureau's figures show that during December also 1 tobacco worker came into the country while none left here and during the July-December period 11 came into the country and one left here.—L.A.M.M.

Tobacco High in France

PARIS, France, Feb. 15. —Increasing prices for tobacco products here, and throughout France, have aroused a howling storm of protest from the National League for the Defence of Smokers. French finance ministers invariably look to tobacco for more revenue, and this has exasperated peasants and patricians alike. French treasury resources are nil, and the smokers of the nation say they should not be compelled, year after year, to supply an excess share to fill the deficit.

Watkins "Strikes Oil" Again

DANVILLE, Va., Feb. 20.—Tucker C. Watkins, who recently resigned from the board of directors of the Tobacco Growers' Co-operative Association, has identified himself with one of the large oil companies, will move back to South Boston from Richmond and follow that town. Six months ago it was predicted that this would be the case, but reports to that effect were denied.—T.E.L.Y.

Cable Address: WILTOBAC, Wilson, N. C.

WILSON TOBACCO COMPANY

Dealers in **LEAF TOBACCO**

Strips, Scraps and Stems Samples submitted on request

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Reliance Tobacco Co.

Dealers and Exporters

LEAF TOBACCO

DANVILLE, VIRGINIA, U.S.A.

CABLE ADDRESS: "RELIANCE" ALL CODES USED

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(Successors to W. G. DUNNINGTON)

Leaf Tobacco Dealers, Packers and Exporters

Our facilities are ample to buy, handle and re-dry in the best manner, any Quantity of Tobacco in any way desired. Branches on principal market of Virginia.

Farmville, Va.

Cable Address: "Dunnington," Farmville, Va. All Codes.

H. G. Whitehead W. P. Anderson S. H. Anderson

WHITEHEAD & ANDERSON

LEAF TOBACCOS Commission Merchants and Exporters

Specialists Eastern Carolina bright tobaccos, all grades, lowest to highest. In position by reason of close touch with entire trade to furnish on short notice any type tobacco from Bright or Old Belts Carolina or Virginia and all districts Kentucky.

WILSON, N. C., U. S. A.

The largest bright leaf tobacco market in the world.

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"TEC"

THE TOBACCO EXPORT COMPANY INC.

BREMEN 14 Teerhof Cable Address: "Tobaccoexport"

BASEL 5 Viaductstrasse Cable Address: "Tobacco"

CLARKSVILLE Tenn 225 Front Street Cable Address: "Tobacco"

Represented on all principal markets in U. S. and abroad

World Wide Service

Correspondence Solicited

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Henderson Tobacco Company

INCORPORATED

old's 5th and 15th

Cable Address: "Mohenco" Wendell

LEAF TOBACCO DEALERS

Buyers, Packers & Exporters all grades Virginia and Carolina Tobaccos. Ample Steam Drying Facilities and Storage.

Orders Solicited; Satisfaction Guaranteed. Samples furnished on request.

WENDELL, N. C., U. S. A.

Cable Address, "WILSIMMONS"

Codes { A. B. C. Fifth Edition Improved
Arnold's No. 5 and 15

Established

W. H. SIMMONS & CO.

Packers, Dealers and Exporters
ALL GRADES TENNESSEE AND KENTUCKY TOBACCO

Correspondence

Cable: "Barker," Carrollton

Codes: "Arnolds, No. 15"

R. M. Barker Tobacco Co.

INC.

CARROLLTON, KENTUCKY, U. S. A.

Buyers and Dealers in Burley Leaf Tobacco

We have our own factory located in the heart of the Kentucky Burley Districts.

We have the latest improved Proctor Re-Drying Machine, and our Storage capacity is unlimited.

We solicit your orders and will give same prompt and efficient attention.

SEND FOR OUR WEEKLY REPORTS

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CLARKSVILLE, TENNESSEE

OPERATING IN

Clarksville, Tennessee, and Springfield, Tennessee, Districts
Western Kentucky Districts

Upper Cumberland and Air-Cured Districts

Reliable Packing, Correct Inspection, Efficient Arrangement
for Exports. Storage at Low Rates.

Correspondence Solicited.

SPECIALTY—BURLEY AND ONE SUCKER BUYERS AND HANDLERS ORDERS SOLICITED

Operating on markets at Franklin, Tenn.,
Mt. Pleasant, Tenn., and Hartsville, Tenn.,
and Scottsville, Kentucky.

Head Offices: Nashville, Tenn.

CABLE ADDRESSES { U. S. A.—Command, Owensboro, Ky.
(ENGLAND—Invade, Liverpool)

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(Formerly called ROSS-VAUGHAN TOBACCO CO)

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Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying
U. S. A. Offices—Owensboro, Ky.British Offices—John Ross & Co., No. 27 King St. Liverpool, Eng.
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Buyers on all Hoghead and Loose Leaf Markets in Burley and Dark Sections

Norfolk, Va. Baltimore, Md. New Orleans, La. Paris, France

C. A. SULLIVAN CO., Inc.

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Export Freight Agents

Specialists in the Handling of Tobacco for Export. Highest financial
and Business References.

Kentucky Tobacco Sales During January

Figures Compiled by State Commissioner of Agriculture

FRANKFORT, Ky., Feb. 20.—Clement Agriculture of the State makes report of sales of tobacco in all warehouses in Kentucky during the month of January, 1926, as follows:

Sale of 1924 or Previous Year's Crop				1925 Crop	
	Pounds	Total Value	Average Price per 100 Lbs.	Pounds	Total Value
Burley tobacco sold for growers	2,128,125	\$480,541.36	\$22.58	31,150,576	\$6,144,000
Burley tobacco sold for dealers	180,490	26,848.81	14.87	1,932,523	334,200
Burley tobacco resale	388,955	65,237.97	16.61	2,221,879	381,500
Total burley and average	2,697,570	572,628.14	21.22	35,304,978	6,861,500
One-sucker tobacco sold for growers				6,005,049	564,100
One-sucker tobacco sold for dealers					
One-sucker tobacco resale				9,900	100
Total one-sucker and average				6,014,949	565,100
Unfried dark tobacco sold for growers	936,850	111,439.03	11.97	4,664,575	434,100
Unfried dark tobacco sold for dealers				66,195	619
Unfried dark tobacco resale	7,360	1,177.60	16.00	221,370	211,000
Total unfried dark and average	944,210	112,616.63	11.99	4,952,140	462,100
Fired dark tobacco sold for growers				12,064,870	1,084,800
Fired dark tobacco sold for dealers				832,520	84,900
Fired dark tobacco resale				13,330	133
Total fired dark and average				12,910,720	1,165,100
Green River tobacco sold for growers				8,609,050	585,000
Green River tobacco sold for dealers				53,675	53,600
Green River tobacco resale				477,170	47,200
Total Green River and average				9,139,895	634,600
Grand total and average	3,641,780	\$685,244.77	\$18.65	70,158,902	\$10,084,800

The Tobacco Situation in Kentucky

LEXINGTON, Ky., Feb. 20.—Under the caption, "The Tobacco Situation," the Glasgow Republican, published at Glasgow, Barren County, Ky., in its latest issues, publishes the following:

"Advices about spring planting in this state indicate that the trend is toward a smaller tobacco acreage and larger planting of strawberries.

"Western Kentucky farmers seem to be turning away from nicotine to more

general diversification of farm

"The section called Jaso chase, west of the Tennessee River, has been gradually turning away from so much tobacco, to the production of strawberries.

"It is said that the Fremont government monopolies are not to be in the market for a year, but have been chased enough previously to satisfy needs. British purchasers, however, are getting a strong hold.

W. R. NAGEL & CO

Dealers and Brokers on All Western Markets

Western District, Clarksville and Springfield Tobacco

OFFICE AND FACTORY:
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PADUCAH, KY.

W. B. KENNEDY
Cable: Kennedy

Codes: Arnold's 5 and 15, A. B. C. 5th Edition

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PADUCAH, KY., U. S. A.

Leaf Tobacco Broker and Handler of All Grades of Leaf Tobacco

Business Solicited on Orders for Commission

Factories: Paducah, Ky., Murray, Ky., Mayfield and Martin, Tenn.

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MORELAND, WITHERS & HICKS, Owensboro, Ky.

(Successors to J. S. Phelon)

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Can handle all grades in any way desired, on Order or Commission. Particular attention to business, with special attention to Green River and Barley

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Baltimore, Md., 18-20 E. Pratt St.

Burley, Aircured, Green River, Fired Dark, Maryland, Virginia and Seed Leaf Tobaccos on all markets.

We air and steam dry on most of the loose leaf markets and have the latest improved Philadelphia Steam Dryers in our Lexington and Louisville factories for handling Leaf and Strips.

Baltimore Market

Baltimore, Md., Feb. 18.—Gieske & Company, tobacco merchants, make the following:

RECEIPTS.—We have to report receipts for the last week of 117 hhds., as against 175 hhds. the week before.

SALES.—Receipts or sales.

Association Data

Tobacco Associations of Baltimore issue these statistics for the week ending February 17:

Including Reinspections

Week	Pre-Week	Net to Same	Total	Date	1925
118	1,108	1,226	937	309	
...	2	2	...	...	...

118 1,110 1,228 937 309

This week: Maryland, 1; to

Deliveries

Coastwise and For-

Domestic origin Total Ohio Total

369 680 1,049 2 1,051

383 4,464 4,847 40 4,887

752 5,144 5,896 42 5,938

Stock in Warehouses

Maryland Ohio Total

11,451 680 12,131

937 937

12,388 680 13,068

5,896 42 5,938

6,492 638 7,130

Sales

Maryland Ohio Total

945 175 1,120

15 1,135

1,120 15 1,135

Deliveries to date, 787 hhds.

Light Boys Were Bright!

REVENUE, Tenn., Feb. 22.—Both

Bright and his brother, J. C.

agled 12 and 16 respectively,

in his past season and raised

un of tobacco on an acre and

of ground on which 1,400

fertilizer were liberally mixed

an 1,400 boy-power of el-

how grease. Result was \$518.65 for their combined crop, at an average price of twenty-six cents the pound. Their farm is near Aston; they are the sons of M. D. Bright.

Owensboro Outlook

OWENSBORO, Ky., Feb. 20.—Moreland, Withers & Hicks make report as follows:

"Sales over the loose-leaf floors for the week aggregated: Green Rivers, 2,036,330 pounds; average \$6.79; Burleys, 119,615 pounds; average \$9.63. There is a little change to report in general conditions, although there is a noticeable weakness in low grade dark tobaccos."

The Kentucky & Virginia Leaf Tobacco Company, Inc., makes this brief comment:

"Offerings were some smaller this week as 85 to 90% of the crop in this section has now been sold."

"Market held at usual prices on all grades except common dirty trashes, which latter continued to sell at lower prices reported last week."

New Knoxville Warehouse

KNOXVILLE, Tenn., Feb. 20.—Local capital is to build a \$60,000 tobacco warehouse here. More than four million pounds of tobacco has been sold at the Planters' warehouse this past season, and the prospects for 1926 are about double that of last year, so it is proposed that the new warehouse be built at once to care for the overflow.

Hopkinsville Average, \$8.83

HOPKINSVILLE, Ky., Feb. 20.—Dark fired tobacco sales for official week ending Thursday, 2,053,330 pounds; average price, \$8.83 per 100 pounds. Sold to date of 1925 crop, 15,986,350 pounds; average price per 100 pounds, \$10.50. Sold to same time last year, 9,757,960 pounds; average price per 100 pounds, \$12.86.—J. W. HANCOCK, President Hopkinsville Tobacco Board of Trade.

Notes: "Böhlen"

FROM THE PACKING PLANT TO THE MANUFACTURER

BOHLEN & COMPANY

Dealers and Exporters

122 SOUTH NINTH STREET, LOUISVILLE, KY., U. S. A.

AMERICAN LEAF TOBACCO—All Grades

and Springfield Tobaccos a Specialty. Guaranteed Packing. Delivery to

repeat Customers can be made directly from our Bremen Warehouses

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LEAF TOBACCO BROKERS

Quarters 1000 W. Main St. LOUISVILLE, KY.

Factories on Loose Leaf Markets in Both Burley and Dark Sections.

Orders and Correspondence Respectfully Solicited

R. BLANKS TOBACCO CO.

LEAF AND STRIPS Handled on Order or Contract

FOR DOMESTIC AND EXPORT TRADE

All Grades of Fired, Air-Cured and One-Sucker

and Contracts Solicited. MADISONVILLE, KY.

CABLE ADDRESS "ROSSAFRICA" LOUISVILLE, KY.

Ross Tobacco Company

AFRICAN BRANCH

OFFICE AND FACTORY 1111 MAGAZINE STREETS

LOUISVILLE, KY., U.S.A.

J. M. PHILLIPS, GENERAL MANAGER

MANUFACTURERS OF ALL GRADES AFRICAN AND BLACK FAT LEAF TOBACCO

G. F. VAUGHAN TOBACCO CO.

BUYERS, REHANDLERS, REDRYERS OF
LEAF, STRIPS, STEMS, AND SCRAPS
FOR HOME AND EXPORT TRADE

Samples Submitted.

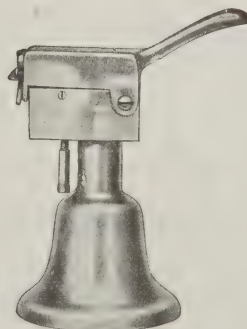
LEXINGTON, KY.

Contracts Solicited.

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CIGAR LIGHTERS

Easily filled, odorless, ignite everytime. Made in various forms for home, office or individual use.



GUINCO BELL LIGHTER

Paper Weight

The small bell lighter is especially designed for individual use, made of bronze, enameled in any color desired. Sold separately or with cigarette jar and trays to match.

S. E. GUINN MANUFACTURING CO.
JOHNSON CITY, TENN.

SUHLING & CO., INC.

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Cable Address: "Suhling" Lynchburg, Va.

Cable Address: "Geyercor"

Established 1855

ED. C. GEYER & CO.
BALTIMORE, MD.
LEAF TOBACCO in all its Branches

Cable: Austin, Greenville

 Arnold's No. 5
(A B C 5th Ed. Improved)


LEAF TOBACCO
THE AUSTIN CO., Inc.
GREENVILLE, TENN.
Latest Proctor System

THE MEADS TOBACCO CO.
If it's TOBACCO we have it
DOMESTIC AND EXPORT

RED LION, PA.

U. S. A.

Cable: "Meads," York, Pa. Codes: Arnold's 5 & 15, A. B. C. 5th, c/o Western Union.

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THE LARGEST
DARK FIRED TOBACCO MARKET
IN THE WORLD

(BURLEY MARKET BEING ESTABLISHED)

Hopkinsville, Kentucky Tobacco Board of Trade

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Plants and equipment for Buying, Air Drying and Packing on all One-Sucker Markets.

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FRANKLIN, KENTUCKY, U. S. A.

Exporters of Leaf Tobacco

Specializing Kentucky—Dark Air Cured

Plants and equipment for Buying, Air Drying and Packing on all One-Sucker Markets.

sion—Any Quantity—Samples Cheerfully Submitted.

Louisville Market

LOUISVILLE, Ky., Feb. 20.—The Louisville Tobacco Board of Trade reports the hoghead leaf tobacco transactions as follows:

Tobacco Sales for the Month and Year to February 19:

Ware-	Auction	Private	Total	Year
houses	Sales	Sales	to date	Jan. 1
Kentucky & Louisville	289	289	2,646	
Main Street	103	103	1,091	
Planters-				
Farmers	37	37	748	

Year 1925	429	429	4,485
Year 1924	825	825	8,793
Year 1923	1,144	1,144	10,387
	1,293	1,293	14,986

Classifications of This Week's Sales

	Old	1925	Total
	Crops	Crop	
Burley	36	393	429
Dark			
	36	393	425

Classifications of Sales Jan. 1 to Date

	Old	1925	Total
	Crops	Crop	
Burley	666	3,734	4,400
Dark	85		85
	751	3,734	4,485

Classification of Sales to Same date in

	1925	1924	1923
Burley	8,414	9,588	13,928
Dark	379	799	1,058
	8,793	10,387	14,986

Comparisons with Previous Years

	1926	1925	1924
SALES			
Total sales of new crop to date	6,364	10,289	12,685
Sales of new crop to date	5,510	8,743	11,157

REJECTIONS

Rejections this week:	76	200	131
Burley	76	200	131
Dark	00		
	76	200	131

Percentage of rejections to auction sales:

Burley	18	28	13
Dark	00		
	18	28	13

Rejections, Jan. 1 to date:

Burley	825	886	645
Dark	000		
	825	1,776	1,437

RECEIPTS

Receipts this week	327	886	645
Receipts, Jan. 1 to date	3,064	6,767	7,362

Quotations at Louisville, February 19

	Burley, Old	Dark	Bright	Colony	Dark
	Red	Red	Red	Red	Mig.

Trash, green or mixed	8-10	11-13	14-16		6
Trash, sound	10-11	12-14	17-19	6 1/2	7
Common lugs	13-15	16-18	19-21	7 1/2	8
Medium lugs	17-19	20-22	23-25	7 1/2	8 1/2
Good lugs	20-22	23-25	26-28	7 1/2	8 1/2
Common leaf	16-18	19-21	22-24	10	12
Com. leaf, short	11-12	14-16	18-20	8	10
Medium leaf	18-20	22-24	26-28	14	16
Good leaf	24-26	26-28	29-31	18	20
Fine and Selections	28-30	30-32	33-35	22	25

Burley, 1925 Crop

	Dark	Bright	Colony
	Red	Red	Red
Trash, green or mixed	6-8	10-12	11-13
Trash, sound	8-10	12-14	14-16
Common lugs	11-13	13-15	17-19
Medium lugs	14-16	18-20	20-22
Good lugs	15-17	20-22	24-26
Common leaf, short	10-12	13-15	16-17
Common leaf	14-16	16-18	20-22
Medium leaf	18-20	19-21	24-26
Good leaf	22-24	23-25	28-30
Fine and Selections	26-28	28-30	30-35 1/2

N. B.—Unsound or defective in condition, length or color, or mixed pack-

ages, from 1 cent to 3 cents per lb. E. BROCAR, Secretary.

East Tennessee Tobacco Sales

GREENVILLE, Tenn., Feb. 20.—The East Tennessee Burley Tobacco Sales, including Abingdon, Va., as follows:

Greenville

Sales this week	80 1/2
Sales last week	110 1/2
Sales to date, 1925 crop	10,623
Sales to same date last year	12,894

Knoxville

Sales this week	21 1/2
Sales to date, 1925 crop	4,053
Sales to same date last year	1,536

Morristown

Sales this week	3 1/2
Sales to date, 1925 crop	1,536
Sales to same date last year	1,536

Johnson City

Sales this week	80 1/2
Sales to date, 1925 crop	1,623
Sales to same date last year	1,623

Abingdon, Va.

Sales this week	21 1/2
Sales to date, 1925 crop	4,053
Sales to same date last year	1,536

There was a slight decline in the better grades. The sales have been set for February 26.

AUSTIN COMPANY, Inc.

Paducah Prospects

PADUCAH, Ky., Feb. 20.—(4p) The loose floors have kept up during the past week, but have been as heavy as last week.

The greater part of the offering has been of low and common grades, which there is little competition for. The percentage of good tobacco in the crop will be better than in the past. Demands for the grades continue firm, and common grades have shown a little improvement in prices of last week. However, the market is very irregular on the whole. Quite a large percentage of offerings at from 5 to 8 cents, with a low average on sales.

We estimate that about 40 per cent of the crop has moved, and the percentage of good tobacco in the country is comparatively small.

Producers of common grades are in their predicament, which is not what we believe the crop will be moving freely when weather conditions are favorable, notwithstanding prices on inferior grades.

Farmers continue to show the least in making preparations for the crop, and it is apparent there will be materially cut, but we think will strive harder than ever for better quality.—W. B. KENDRICK

Maysville Average

MAYSVILLE, Ky., Feb. 20.—(4p) Tobacco sales for official week ending Saturday, Feb. 19, 1926, averaged \$18.76 per 100 pounds. So to 1925 crop, \$18.76 per 100 pounds. The price per 100 pounds, \$20.77. Things this week contained a large percentage of inferior and off-type tobacco sold a bid or two lower than quotations. On the better grades, however, the market was firm and prices satisfactory to the growers. J. B. HEIZER & Co.

Codes: A.B.C. 5th Edition, Western Union

Branches:

Russellville, Ky.
Hartsville, Tenn.
Carthage, Tenn.

Contract or Commodity

of State Influences
Prices

Ky., Feb. 20.—Influenced offered offerings of principally the grades in soft condition and offerings of medium to good majority of the markets are lower prices for low grade medium to good grades continue very strong and active position.

Best information available, estimate on a conservative basis 45% of the Western District has been marketed, and in the quantity sold we would 75 to 80% of the good tobacco crop has been contracted. Sales for the week are as follows:

Sales for week 730,160 lbs. average of \$7.58; for season 6,007, at an average of \$8.09 against year ago of \$10.52 on approximately 104,000 lbs. Week's average is higher than preceding week.

Sales for week 402,680 lbs. average of \$6.60; for season 5,515, at an average of \$7.49, average 39 cents higher than preceding week.

Sales for week 232,680 lbs. average of \$6.16; for season 2,005, at an average of \$9.10, average \$2.11 lower than preceding week. At this market practically all edible to good tobacco has been offered of which the larger per cent sold in the country; consequently, offerings continue to command grades each week.

Sales for week 2,053, at an average of \$8.83; for season 15,980 lbs. at an average of \$8.15, against an average year ago of \$7.57, 56 cents higher than preceding week.

Sales for week 1,421, at an average of \$11.89; for season 11,536 lbs. at an average of \$11.58, against an average year ago of \$10.23, 13 cents higher than preceding week.

Sales for week 746,660 lbs. at an average of \$14.21; for season 10,410 lbs. at an average of \$16.58, against an average year ago of \$19.93, 33 cents higher than preceding week.

Large quantities of common non-descript tobacco in soft condition account, in the continued decline. No prices for tobaccos of quality.

Sales for week 2,036,330 lbs. at an average of \$6.95 and 119,615 lbs. at an average of \$9.63. Week's average is 16 cents higher than preceding week and 43 cents lower on lower grade leaf, lugs and weaver.

Sales for week 1,006,740 lbs. at an average of \$8.03. Week's average is 4 cents lower than preceding week. Lugs and low and medium leaf affect a slump in prices. On account of congested conditions, the market has discontinued until Monday, March 1.—S. B. & COMPANY.

ing Sales and Averages are Lower

Ky., Feb. 20.—Tobacco auction over the floors of Lexington (outside the Pool) warehouses the past week were the season both as to quantity, the total being 1,209,740 lbs. brought \$213,112.60 gross, or \$17.62 a hundred pounds. Tobacco sold at but little more than to pay warehouse charges, and tobacco brought fair prices.

while some crops averaged above \$20 a hundred, the net average for the week was the lowest of any week in the past five years.

Sales by warehouses during the week were as follows:

Monday			
Houses	Pounds	Value	Avg.
Jewell	78,660	\$15,002.20	\$19.07
New Independent	78,640	11,875.76	15.25
Virginia Avenue	41,795	6,440.75	15.20
Geary	91,120	1,596.92	19.49
People's	92,770	14,843.20	16.00

360,965 \$65,758.83 \$16.90

Tuesday			
Houses	Pounds	Value	Avg.
Jewell	18,165	\$3,492.94	\$18.67
Virginia Avenue	96,350	18,176.07	19.60
People's	59,525	10,571.80	17.77
New Independent	88,325	16,365.00	18.63
Geary	39,415	7,549.96	19.16

301,780 \$56,155.77 \$18.60

Wednesday			
Houses	Pounds	Value	Avg.
Jewell	38,480	\$6,932.33	\$18.05
Geary	89,385	15,162.84	16.84
Virginia Avenue	34,690	5,431.48	15.65
New Independent	42,480	7,128.30	16.80
People's	61,005	10,269.80	16.80

266,040 \$44,924.75 \$16.89

Thursday			
Houses	Pounds	Value	Avg.
Jewell	25,045	\$4,221.90	\$17.02
Virginia Avenue	29,275	4,774.86	16.29
New Independent	34,300	6,060.31	17.66
Geary	60,835	9,800.00	16.10
People's	36,535	5,980.23	16.37

185,990 \$30,737.30 \$16.74

Friday			
Houses	Pounds	Value	Avg.
Virginia Avenue	18,135	\$2,922.12	\$16.69
Jewell	16,255	2,892.16	17.76
Geary	33,425	5,170.94	15.47
New Independent	18,340	3,266.97	17.50
People's	8,810	1,283.76	14.40

94,965 \$15,535.95 \$16.35

Good Tobacco in Demand at Springfield

SPRINGFIELD, Tenn., Feb. 20.—Sales on the Springfield loose leaf tobacco market for the official week ending Wednesday, were as follows:

		Pounds
Sales for week	746,660	
Sales for season	5,448,610	
Sales for season	6,883,060	
Average for this week	\$14.21	
Average for this season	16.58	
Average for last season	19.93	

		Quotations
Trash	\$2 to \$5	
Common lugs	5 to 6	
Medium lugs	6 to 9	
Good lugs	9 to 15	
Fine lugs	15 to 19	
Low leaf	4 to 6	
Common leaf	9 to 10	
Medium leaf	10 to 15	
Good leaf	15 to 25	
Fine leaf	30 to 44	

Continued heavy deliveries of common nondescript kinds has caused the weekly average to decline \$0.77 on 746,660 pounds over the last average of \$14.98. Much of the offerings this week have shown too soft in order, this of course has also been detrimental.

All tobaccos showing any quality and to be in good condition demand good prices.—J. W. HAYES TOBACCO COMPANY, Inc.

Percival Lowe Returns

Remarking that the current crop in Connecticut is excellent Percival R. Lowe returned to his Water street, New York offices, last week after a quick journey to Hartford.

H. S. McGiffin, President; F. J. Stewart, Vice-President; L. J. Harper, Sec & Treas.

HARPER TOBACCO COMPANY
INCORPORATED

Packers of NORTHERN WISCONSIN TOBACCO

CHOICE NORTHERN BINDERS

Tomah, Wis.

FANCY BULKED SWEATED B's

ANDREW JENSON & SON

Packers of Wisconsin Leaf Tobacco

EDGERTON, WISCONSIN

Latest Equipment for Resweating Seedleaf Types of Tobacco

J. U. FEHR & SON

Packers of Fine Grades of

OHIO TOBACCO

135 to 141 Maple Street

Reading, Pa.

LA FLOR DE LA ISABELA

FACTORY, MANILA, P. I.

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PURE TESTED BURLEY TOBACCO SEED

Kelley's, Judy's Pride, Root Rot Resistant of the standing-up varieties; Kentucky Broad Leaf of the spreading-over variety, the kind our fathers raised. Machine cleaned and tested, at \$1.00 per ounce. The famous slick stalk, one-sucker dark seed, the finest yet grown for weight, color and price. Does well for both air and fire curing. Also improved one-sucker seed at \$1.00 per ounce, or 3 ounces \$2.50. Reliable agents wanted.

ARTHUR A. HOWELL, Route 4, Bethpage, Tenn.

Fine Burley Tobacco Seed

Three Standard, Hardy and Colory Varieties

Grown by us in 1925, under expert supervision on land that a plow had never turned before. Virgin soil, now growing scarce, produces vigor, purity and color which old land will not do.

Every tobacco grower knows that no fine tobacco can be produced without good seed. We are prepared to furnish fine seed for every type of soil in the Burley Belt.

No. 1. "HALLEY'S SPECIAL"—This is the colory disease resistant type—developed first on our own land by a representative of the Experiment Station of the University of Kentucky eleven years ago.

This tobacco is vigorous, colory and has plenty of weight, and is the safest tobacco to grow on any kind of soil. It is the only variety to plant in land that has grown much tobacco, insuring a crop when other varieties fail. This type of tobacco is the great contribution of the Experiment Station to the tobacco trade, and this autumn it took first prize at the Greendale, Fayette County Community Farm Produce Show.

No. 2. "COLORY TWIST BUD"—This is the old fashioned type of Burley crossed with color—the best weighing tobacco grown with sufficient color to command a good market price. Many sections of the Burley Belt are especially suited for this type and any grower who has used it has been pleased with the net return in dollars per acre.

No. 3. "IMPROVED HALLEY"—This type of tobacco was developed by us in 1907. It is the pioneer as a strictly smoking tobacco and the forerunner of several famous Burley cigarettes. It is a stand-up type, producing color on old land and new. This tobacco, smokers from top to bottom, commanded the leading prices on the Kentucky markets the first three years it was introduced.

FOR SALE BY

The Halley Tobacco Seed Co.

Fayette Warehouse No. 1, Lexington, Ky.

PRICE RECLEANED AND GUARANTEED, \$1.50 PER OZ.

S. B. SMITH & COMPANY

FIRST ESTABLISHED 1907

MAYFIELD, KENTUCKY, U. S. A.

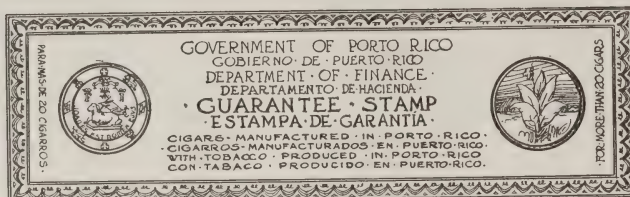
Codes Used
Arnold's 5 and 15
ABC Improved 5th Edition
Union Liebers Western

LEAF TOBACCO DEALERS AND EXPORTERS

Equipped in every respect to handle all fire-cured dark grades in any manner (natural or artificial drying) and to supply specialties in any quantities. Also efficient in handling export orders to any foreign port. Equipment coupled with geographical location enables best of services and strictly first hand source quotations.

Government of Porto Rico

Tobacco and Cigar Guarantee Stamps



For cigars exclusively Porto Rican Tobacco

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For Leaf Tobacco exclusively grown in Porto Rico

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upon request.

Government of Porto Rico Tobacco Guarantee Agency

F. Linares, Agent

136 WATER ST., NEW YORK CITY

TEL.—JOHN 179

Porto Rican Crop Estimate

TON, D. C., Feb. 22.—The tobacco crop for 1925-26 is estimated at 28,000,000 pounds, acceptable just received in the Department of Agriculture from the Department of Agriculture of Porto Rico. The estimate compares favorably with the crop which was estimated at 28,000,000 pounds. There is a tendency toward more attention to tobacco in Porto Rico. It is estimated that 30 per cent of the crop is cigars and cigarettes, the remainder being shipped in the leaf. The crop is taken nearly all of the year. Conditions in the tobacco industry of the Dominican Republic are being to a recent report received from the American Consul J. J. at Santo Domingo. A crop is expected over last year's which was unofficially estimated at 45,000,000 pounds compared with 40,000,000 in 1924, both crops being of the same quality. The quality of the new crop and the price favorable to the bulk of the Dominican tobacco is exported to Europe. The crop is in the important tobacco industry of Vuelta Abajo, Cuba, during the month of January caused much of the crop to be lost. The "Times of the Island" reported that the beds of tobacco were poorly drained and suffered considerably. Severe rains also experienced in other important districts of the Island.

Porto Rican Tobacco Show

to the Allied Tobacco Exchange Association, New York, F. Linington, agent of the government of Porto Rico writes under recent date as

to the Tobacco Show which is being held in New York from January 20 to February 10, inclusive, 1926, it affords me an opportunity to state that while tobacco is derived from such an extensive area, it is measured in dollars and cents as this office is concerned, the results and encouragement by our manufacturers and exporters at large from such extensive actual propaganda obtained

thereby, is well worth the expense and the work involved.

"I wish also to take this opportunity to commend your management for the efficient service rendered and the good order which prevailed during the six days of the exposition."

Shaw Sails for Belgium

After a long period of preparation W. B. Shaw, formerly of Theyskens & Shaw, Inc., New York, sailed Saturday for Europe on the S. S. Pittsburgh, to engage in the tobacco commission sales business upon the continent, with temporary headquarters at the Terminus Hotel, Antwerp.

All types of North Carolina, Virginia, Kentucky, Burley and dark tobaccos are to be handled, in addition to seedleaf goods. Mr. Shaw has also formed a connection for the supply of oriental tobaccos, and his lines now embrace practically every popular grade from North America, the West Indies and the Orient, with but a single commission between the European buyer and the packer.

Firm name will be William B. Shaw, and there will be no associate, according to present plans.

Both Weather and Tobacco Favor Porto Rico

JUNCOS, P. R., Feb. 18.—Fine leaf is now arriving from the interior, says Francisco Mujica, the grower and packer, and the new crop is remarkable for burn and yield. Weather is extremely satisfactory, too, he reports, as the rains occur nightly, and the daylight hours are replete with sunshine. Farmers, therefore, are doing their best to take every advantage of the situation in the Juncos and San Lorenzo districts.

H. Neuberger Much Pleased With Connecticut Crop

Excellent Havana seed leaf from the Connecticut fields is reported of the 1925 crop by Heinrich Neuberger, 141 Maiden Lane, New York. Mr. Neuberger says samples of the new tobacco will be ready at his waterrooms in just about another week.

MADERA TOBACCO COMPANY
PORTO RICO TOBACCO
DEALERS IN ALL KINDS
OF LEAF TOBACCO
SAN JUAN, P. R., and
155 WATER STREET, NEW YORK
OUR SPECIALTY



ORTIZ HERMANOS
AIBONITO, PORTO RICO
Growers, Packers and Strippers of Exclusively INLAND
PORTO RICAN TOBACCO

CORTES HERMANOS & Co., Sen C
Growers, Packers and Dealers
Best Porto Rican Tobacco
MANATI, PORTO RICO

BENIGNO DIAZ
Grower, Packer and Stripper of
PORTO RICAN TOBACCO
Exclusively Inland
PORTO RICO

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NEW YORK
IMPORTERS
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HAVANA & PORTO RICO TOBACCO
165 FRONT ST., NEW YORK

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Grower, Stripper and Packer of
SAN LORENZO FILLERS OF PORTO RICO TOBACCO
San Lorenzo is located in Porto Rico's best tobacco section.
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Nothing Satisfies Like a Good Cigar.
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Growers, Strippers and Packers of Porto Rican Tobacco
BUY DAMIAN FILLERS (The Porto Rican Vuelta Abajo)
Barros, Porto Rico

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JUNCOS FRANCISCO MUJICA
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HIGH GRADE PORTO RICO LEAF TOBACCO
STALK TOBACCO ONLY from JUNCOS and SAN LORENZO
SECTIONS EXCLUSIVELY
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Growers, Packers & Strippers of
Porto Rican Leaf Tobacco—Exclusively Inland
MANATI, PORTO RICO

CENTROSA CIGAR FACTORY
Manufacturers of
PORTO RICAN CIGARS FOR JOBBERS
5c, 10c and up
P. O. Box 502, Caguas, Porto Rico

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Stripper of Porto Rican Tobacco
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"Better Than the Play"

THE 5c
COVERED WAGON
CIGAR

Direct All Inquiries to Either
Codorus Cigar Co., Codorus, Pa.
or
J. A. Doll Cigar Co., Mt. Wolf, Pa.

HAVA
POCKET 5¢
PIECE

SELL ON THEIR MERIT
INVINCIBLES PERFECTOS
TRIANGULARIES
LONDRES CROOKS

Manufactured by
G. A. STROBECK
RED LION, PA.

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FAMOUS PLAYERS
5c CIGARS

Manufactured by
SUPERIOR CIGAR CO.
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EL TUFOR
SQUARE DIAMONDS

Mild 5c Cigars

Also Manufacturer of
La Saramita 5c Cigar
YORKANA CIGAR CO.
York, Pa.

THE CASTLE



The Best in 5c Cigars

W. H. MYERS & CO.
RED LION, PA.

WEB FOOT

INVINCIBLES
Two 5c Quality Cigars

Manufactured by
L. D. FRYE & SON
R. D. 1, Red Lion, Pa.

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YORK
COUNTY
CIGAR

MANUFACTURERS

STATE BOND
WHITE ORCHID
ARROW SMITH

Mild Quality Cigars
Manufacturer

The P. E. REICHARD CO.
RED LION, PA.

"The House of Reputable Merchandise"

York County News

YORK, Pa., Feb. 22.—Two new cigar factories were opened in York county during the past month according to bonds which have been filed with the First Pennsylvania United States Internal Revenue District at Philadelphia and certified to at the York-Adams division office, Deputy Collector Chauncey A. Hershey, in charge. The plants are owned by Wilbur W. Kinard, of Wrightsville, R. D. No. 1, and Charles P. Horn, trading as E. M. Horn & Brother, of Yoe. The amount of bonds furnished by each factory was \$4,000.

The demand for the product of the C. N. Foreman Cigar Manufacturing Company, which furnishes employment to 100 persons at the Red Lion factory and 62 persons at the Long Level factory, is reported to be so great that the company is unable to keep up with the orders.

James C. Taylor, a representative of the Taylor Cigar Company, Yoe, is on a business trip to Georgia and Florida, in the interest of the firm.

The T. E. Brooks Cigar Company, Red Lion, has purchased a plot of ground fronting 50 feet on Railroad alley and extending 100 feet westward to the cigar factory of J. C. Winter & Company, which is also the property of the company. The price for the site was \$3,000. It is said that the company will not put the ground to immediate use, but that it

was bought with a view to the future growth of the company's business. The company's production this month of nickel cigars is expected to reach five million.

Mrs. Ellen Blockinger, Red Lion, a member of the firm of C. N. Foreman & Company, cigar manufacturers, who has been confined to bed for several months by a nervous breakdown, is reported to be improved.

The employees of the I. Lewis Cigar Manufacturing Company helped to celebrate February 12 the 45th birthday anniversary of Peter Smith, superintendent of the Dallastown factory. While Mr. Smith was entertaining some friends, he was surprised to see walk into his home 66 of his employees, dressed in the styles of 50 years ago, who extended their congratulations to him. A musical program was a feature of the evening and refreshments were served.

The three-story brick cigar factory of A. S. Frey & Company, Red Lion, which was gutted by fire several weeks ago, is being repaired and remodeled. Work in the plant will be resumed as soon as the repairs are completed.

The Meads Tobacco Company, Red Lion, which prepares domestic tobacco for export trade, recently advertised for 100 workmen. Before the opening of the factory Monday morning more men than were needed were on hand for jobs. The majority came from the surrounding country districts. Those who were not given immediate employment were directed to report two weeks later, when a night shift will be employed.

News of the death in Carlisle of Otis F. Connelly, who for 45 years was engaged in the retail tobacco business, and for 35 years conducted a store adjoining the Cumberland Valley Railroad station in that town, has reached this city. Mr. Connelly was taken seriously ill February 4, while serving on a jury in the Cumberland County Court. He had only slightly recovered from an attack of acute indigestion, which was followed by a heart attack, which proved fatal February 13. The deceased was 69 years old. He leaves a widow and two sons and a daughter. Burial was made last Wednesday at Carlisle.

J. Stanley Winget, 71 years old, manufacturer of cigar machinery, while in the act of crossing the street near his home in this city, was run down February 18 by an automobile. He was taken by the driver of the automobile, James R. Fickes, this city, in his automobile to the York Hospital, where it was found Winget was suffering from a fractured left wrist and shock.—Yorkad.

Jobbers, Burned Out, Are Ready Again

GEORGETOWN, O., Feb. 22.—Since the disastrous fire which burned out the stock and business of White & Loudon, tobacco jobbers here, temporary quarters have been used by the library in the Public Building. New shipments of fixtures and stock have arrived, and the firm is now prepared for business. Immediate action will also be taken upon the erection of a new building for the firm on the Heterick property, of North Main street. Offices are to be on the street frontage, and shipping and storage quarters in the rear.

Kelly Salesmen Advise

Proof that the sales force of B. Kelly & Company, 229 Front Street, New York, is keeping the headquarters busy with orders for Manila cigars contained in the volume of retail and in going out of the office. And Edmund Kelly, head office, is doing his share of the work in his present western trip. He was heard from in Omaha.

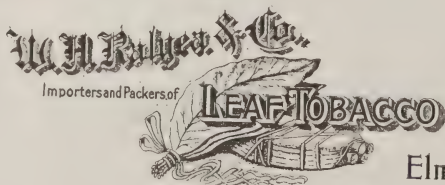
Secretary H. L. Susselmeier, firm, also accomplished something this week, when he got one satisfied order for two million cigars. Edmund Kelly is doing similar heavy work in his southern territory. All the Kelly salesmen are very active, the least.

Fred Davis on Jury

Business at the Schwab-Lewis offices, 1440 Broadway, New York, proving steadily, and Supriano Levy, of the Tampa factory, is making a rush schedule for new orders. Davis has been drawn upon by a jury, and he is now trying to get justice to all. Mr. Schwab is in Mississippi Valley territory, and expected back in New York in a few weeks. Pancho Arrango is also living in some volume by managing the business.

Jefferson in Hartford

Before leaving Hartford for New York, Harry Jefferson, of the F. L. Company, looked over considerable material for his concern.



Elmira, N. Y.

JAMES R. REYNOLDS
Leaf Tobacco

CONNECTICUT

ALABAMA SHAD

314 Carroll St.
ELMIRA, NEW YORK

MT. JOY FARM PRODUCTS CO., Inc.

Growers, Packers and Dealers in

PENNSYLVANIA TOBACCO

Lancaster County Grown MT. JOY, PA. Correspondence Solicited

Imported Tobacco, Cigars, Cigarettes, Etc.

am of Steamships and Dates of Arrivals at Port of New York

Tabo from Porto Rico	Packs
—Feb. 15	5
Strouse & Holzman	25
H. Duys & Co., Inc.	10
Hinsdale, Smith & Co.	13
E. Spingarn & Co.	1
Alvarez Bros.	71
G. M. Beyea	1
Cruz Bros.	1
Tobacco from Manila	
S. S. Pres. Van Buren	—Feb. 15
Bales	
S. Frieder & Sons Co.	18
Determann & Co.	40
Bowring & Co.	50
Bendheim & Hochreuther	125
Tobacco from Freetown, West Africa	
S. S. Padnsay	—Feb. 15
Ross Tobacco Co.	1 case
Tobacco from Palermo	
S. S. Providence	—Feb. 15
Italian Tobacco Regie	45 cases
Tobacco from Smyrna	
S. S. Britannia	—Feb. 16
P. Amberg	1 case
On order	872 bales
Tobacco from Southampton	
S. S. Aquitania	—Feb. 17
F. Murray Hill	2 cases
Tobacco Stems from Manchester	
S. S. Conehatta	—Feb. 15
W. S. Luckett	100 bags
Cigars from Porto Rico	
S. S. Coamo	—Feb. 15
Cases	
J. Klorfein	13
Bosch Bros.	30
Donato, Vigil & Co.	1
W. S. Smith & Co.	1
C. Schavrein	3
Villa, Lanza Co.	4
Gans Cigar Co.	2
United Cigar Stores Co.	35
Porto Rican-American Tobacco Co.	41
S. S. San Juan	—Feb. 17
Cases	
American Tobacco Co.	28
Madera Tobacco Co.	8
Infanzon & Rodriguez	17
F. Bonzillo	2
I. Lewis Cigar Mfg. Co.	40
(Continued on Page 36)	

SANTOS BUXO
Grower, Stripper and Packer of
SAN LORENZO TOBACCO EXCLUSIVELY
SAN LORENZO, PORTO RICO

ANTIAGO IGLESIAS SILVA
Grower and Packer of
BEST SAN LORENZO TOBACCO
Porto Rico

Good Profit
results from selling the Ray-O-Lite
pocket cigar and gas lighter. Dealers,
salesmen and agents will find this handy
and necessary counter display feature an
effective business bringer. Get a sample
for 50c, a dozen for \$3.00, or a gross for
\$30.00. Order not for Spring trade.
RAPID MANUFACTURING CO.
799 B'way New York



AARON B. HESS Packer of
and Dealer in
Domestic Cigar Leaf Tobacco
Box 1084, LANCASTER, PA.
Warehouses: 630-636 No. Prince St., Lancaster, Pa.

CHESTER CIGAR & TOBACCO CO.
MANUFACTURER OF HIGH GRADE
PENNSYLVANIA SHORTS
Pennsylvania Scrap our Specialty
RED LION, PA.

E. L. NISSLY & SONS
Growers and Packers of
CHOICE CIGAR LEAF TOBACCO
Packing Houses, LANCASTER & FLORIN
Main Office, FLORIN, Pa.
Critical Buyers always find it a pleasure to look over our samples
Samples cheerfully submitted upon request

K. STRAUS & CO., Inc.
Importers and Packers of
HIGH GRADE LEAF TOBACCO
301 to 307 N. Third Street Philadelphia, Pa.

MANUFACTURED WEATHER FOR TOBACCO
Carrier Engineering Corporation
NEWARK, N. J. NEW YORK BUFFALO BOSTON PHILADELPHIA
CHICAGO LOS ANGELES

CRESCENT MAPLEINE

A flavoring agency that modifies the pungency
of tobacco without destroying the full tobac-
co flavor.

Manufacturers of scraps, plugs and cigarettes
find Mapleine a great aid in blending and
sweetening.

Offices and Warehouses in 32 cities
CRESCENT MANUFACTURING CO.
SEATTLE, WASHINGTON
OFFICES: NEW YORK - CHICAGO - CLEVELAND - PITTSBURGH - MONTREAL



Read Tobacco Weekly



SPRINGFIELD

TENNESSEE

WHERE THE WORLD'S
FINEST DARK FIRED TOBACCO
IS GROWN AND HANDLED

We Offer to the Tobacco Interest

ELEVEN WELL EQUIPPED SALE HOUSES MANAGED
BY EXPERIENCED MEN.

SIXTEEN REHANDLING HOUSES WITH ALL MODERN
FACILITIES.

SIX STORAGE WAREHOUSES CARRYING LOWEST
INSURANCE RATE OBTAINABLE.

YOU ARE PROTECTED

BY THE

SPRINGFIELD TOBACCO BOARD OF TRADE



Wisconsin

(continued from page 5)
 of the Pool, and submit it
 announces the intention to at-
 every by replevin action of all
 be illegally from Pool mem-

Wicked Right in Court

le T. Oleson took the stand,
 house of farmers was soon in
 Onemoment belligerent, and the
 and kidding good humoredly
 testifier, Ole was there to tell
 what he thought of the Pool,
 it, in spite of the warnings
 news, Carl Hill, Madison, and
 Lerud, Stoughton, that it cost
 talk in court.

and I am spending a lot of
 he," he told Mr. Ela, business
 legal counsel for the Pool.
 to pay both sides." Sticking
 to his public statement that
 would not get another pound
 "Ole went on to explain
 they raise the tobacco on his
 fa, and the crops on the other
 grown mostly on shares by
 He had no interest in the
 stetu farm, his most recently
 roperty, as it was obtained un-
 sure just a few days ago.

injunction was served upon
 y tobacco been delivered from
 farms?" Attorney Ela asked.
 mine?" Mr. Oleson shouted.
 a little tobacco being deliv-
 erms in that neighborhood
 asked Mr. Ela.

ere hauling it out night time
 Ole shouted. "They used to
 it the daytime."
 ow that to be a fact, Mr.

ou do, too," was the an-

On testified that he had gone
 to directors' meeting some time
 and that he would deliver his
 nning for a nine cent advance, but
 he would not for the announced six
 dvance. When refused this, he told
 they would not get any of his
 r any of his tenants'. Director
 rell told him he would have to pay
 Pool, three-quarter cent a pound
 hould outside, and this he was
 o, he testified. When he was
 if r. Ela had given him permis-
 so, Mr. Oleson replied that
 have anything to do with Mr.

Ela asked, "You have nothing
 against me personally, have you?"
 "I don't know, you can't tell," was the
 reply.

His tobacco was delivered to the Pool
 the first three years, all except the to-
 bacco from the home farm, Oleson tes-
 tified.

"The tobacco on the home farm was
 never delivered to the Pool?"

"No, sir," Ole shouted, "I mean what
 I say, and I don't go about the bush,
 either."

When questioned what things he had
 against the Pool, Ole testified that he
 had some of his tobacco graded frozen
 that was not frozen, and that he did not
 have to starve before the Pool started.

When John Dahle, former director of
 the Pool, took the stand, it soon became
 evident that the Pool's suit for an in-
 junction to prevent him from delivering
 his tobacco to Bloch Brothers was going
 to be used in a new attempt to break
 the Pool. This new attempt is going to be
 made in a more spectacular manner than
 the circulation of petitions among dis-
 satisfied pool members. Attorney Carl
 Hill, Dahle's attorney, charges that the
 Pool has breached its own contract with
 its members; that has been conducted in-
 efficiently, and that Emerson Ela and other
 Pool officials will be summoned for ad-
 verse examination next week in connection
 with pending matters. This an-
 nouncement has electrified the entire to-
 bacco belt, and tremendous interest has
 resulted.

Emerson Ela gave the press a state-
 ment in reply to Attorney Hill's an-
 nouncement to the effect that the Pool
 was forewarned that Dahle's attorneys
 would resort to such tactics, and were
 ready for the acid test, and there was no
 cause for alarm nor concern.

At the acrimonious questioning of
 Dahle before a court room packed with
 farmers he called the Pool a failure,
 and admitted that he had been calling it
 a failure ever since 1922. Dahle also
 took the role of questioner at times and
 demanded of Ela information as to the
 amount of tobacco handled by the Pool,
 whether the percentage of the crop
 pooled had been shrinking every year,
 or not; and why did he not bring suit
 against contract breakers in the first
 year of the Pool's operation.

"It is all a child's dream this co-operative
 marketing of tobacco," Dahle in-
 sisted.

Questions made famous by the Bek-
 kedal trial as to whether, or not the
 Pool had 75 per cent of the 1920 Wis-
 consin crop signed up when it began
 operations, or since. Dahle was asked if
 he had not signed, as a director, the sup-
 plemental agreement under which the
 growers confirmed the validity of the
 contracts regardless of the percentage of
 acreage. When he answered that he
 wanted to explain, Ela said: "I'll let
 you explain in your own way at our little
 circus." Dahle retorted, "All right, we
 are going to have one," and added that
 it was necessary to sign the supplemental
 agreements in order to get a loan to
 pack the first crop.

"We will show that those contracts
 were padded before we get through," in-
 terjected Dahle's attorney.

"I thought that it would be better to
 pay the Pool three-quarters of a cent a
 pound by selling my crop outside, than to
 lose five or six hundred dollars." That
 at one of the directors' meetings in
 1922 he had moved that Ela bring
 suit against the contract breakers on the
 plea that the Pool was falling to pieces.
 "Why did you not prosecute when I
 moved that you should?" Dahle testified.
 And that he reasons that he did not de-
 liver his 1925 crop were that the pool re-
 fused to tell on demand how much of
 the crop they were handling, that the
 Pool is dwindling in acreage and num-
 bers, and that Mr. Ela, in refusing to
 prosecute contract breakers, had not
 kept the Pool in a safe enough condition
 to warrant delivery to it in confidence.
 Everything was so uncertain, including
 grading, and the grading system, that
 Dahle had deliberately put his own crop
 in stemming so as to be certain of get-
 ting at least the seven cent advance
 promised. That if he had stripped it for
 a higher grade, he might not get as
 much money as he would on stemming,
 if the Pool should collapse, because the

advances on higher grades were not as
 much as the quick selling stemming
 grades.

"If the Pool had gone on and kept
 its acreage and members in line, there
 would have been some hope," stated
 Dahle, "but I feel that this Pool is like
 a defaulted bank. And there are all of
 those letters received by Johnson (Sec-
 retary) from all of these men who are
 losing their farms, and are unable to
 pay their debts. It is a terrible man
 who will keep such a position—one man
 came and said he did not have enough
 money to send his children to school,
 and Ela said, 'You sue us and Hill will
 charge you \$500, and if you win I shall
 take it to the supreme court and it will
 cost you \$250, more!'"

"Now you are starting on the tail end
 (to sue the growers) when there is no
 use, and there is nothing left," Dahle
 went on. When asked if he thought it
 was the tail end, Dahle said "Yes."

"You have not encouraged anyone to
 deliver to the Pool, either, have you?"
 Ela asked.

"I would not wish anyone that hard
 luck," Dahle retorted.

Now the scene is cleared for action,
 and there is nothing to do but wait for
 the storm. Last minute reports have it
 that the Pool is serving summonses in
 every hamlet upon recalcitrant growers
 to appear within twenty days to explain
 why they should not be enjoined against
 delivering their crops on the outside.—
 BADGER.

Kaufmann Bros. & Bondy in New Wareroom Space

All the alterations have now been com-
 pleted at the pipe house of Kaufmann
 Brothers & Bondy, Union Square, New
 York. Display rooms and offices are now
 most advantageously located upon the
 third floor of the building so long occu-
 pied by this old firm. Kaywoodie pipes,
 of course, are the foremost specialty of
 the firm, and booked business, to date,
 shows every evidence of surpassing that
 of former years.

Advance Spring Trade Starts

Active Spring and Summer business
 is indicated at the offices of the Hesson
 Pipe Company, 565 Fifth avenue, New
 York. Manager Albert Freeman reports
 much interest in the new offerings of
 this concern, and it is anticipated that
 the approaching season will be an ex-
 cellent introductory period for the new
 and elaborate Hesson line.

Regensburg Advertising in Cars and Newspapers

Admiration cigar advertising is to be
 heavily reinforced in the street cars and
 newspapers of the country, according to
 present plans of E. Regensburg & Sons,
 New York and Tampa. Distribution is
 now complete throughout the United
 States, and the present outlook is for
 the most successful year Admiration has
 ever had.

Busy Assorting

New MILFORD, Conn., Feb. 13.—The
 tobacco shops under the management of
 J. E. Hungerford, one on Railroad
 street and one in the Barnes shop at
 Boardman, are busy just at present and
 the assorters find awaiting them ex-
 tremely good crops that are well cured
 and running smoothly. At the Railroad
 street shop about ninety persons are em-
 ployed, with plenty of work ahead of
 them, with the same outlook at the
 Boardman shop.

Cullman Over East

In a recent examination of Connecti-
 cut tobaccos in the eastern field Har-
 ard Cullman, of Cullman Brothers, Inc.,
 161 Front street, New York, found the
 market extremely busy, and he was de-
 lighted with the increase in the current
 business.

Kramer Bound East

Last week Louis Kramer, of Bayuk
 Cigars, Inc., Philadelphia passed through
 New York on his way to the extremely
 busy fields of Connecticut.

Florida and Georgia PACKERS AND DEALERS

I. Gardner, Pres. S. Spitz, Vice-Pres.
 Jos. Wedeles, Sec.-Treas.

MAX WEDELES TOBACCO CO.

DEALERS IN

Fine Florida and Georgia Shade
 Tobacco

Our Specialty
 Shade Grown Round Tip

Quincy, Fla.

JAMES J. LOVE

Leaf Tobacco
 QUINCY, FLA.

Plantations
 MALONE-OSCEOLA

F. Perry May Fountain H. May
 Fred L. May

MAY TOBACCO CO.

Growers and Packers of Shade
 Tobacco

York, Pa. Quincy, Fla.

B. Ottinger Henry Weinberg

B. Ottinger & Co.

Fine Florida and Georgia
 Wrappers

QUINCY, FLA.

A. E. Fraleigh Tobacco Co.



GROWERS—
 PACKERS—
 DEALERS—

Florida Shade
 Grown Tobacco
 MADISON, FLORIDA

ELECT—

Why be con-
 tent to smoke
 just A cigarette
 when you might
 smoke THE
 cigarette?

MULTIADES

(PRONOUNCED: MIL-TEE-AH-DEES)

Egyptian CIGARETTE

Admiration Inc

Tobacco Merchants' Association Of The United States



Officers and Executive Committee:

Jesse A. Bloch, Wneeling, W. V., president.
Chas. J. Eisenlour, Philadelphia, Pa., ex-president.
William Best, New York, chairman executive committee.
Major G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.
Julius Lichtenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Harvey L. Hirst, New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, counsel and managing director.

Chicago

(Continued from page 19)

Company in the Tribune Building. It features the tin packing of Lucky Strikes that are selling this week at twenty-five cents.

Jonas Schuchat, who has been placing Tom Palmer cigars in the middle west, is at the Chicago office of Wengler & Mandell this week. Schuchat has opened many fine accounts on this now made in Tampa clear Havana.

A carload of Lucky Strike cigarettes, shipped to various Chicago jobbers, went astray en route. Everybody was short of the twenties packings.

Advertising Space

News has reached Chicago that in about six weeks the biggest billboard and newspaper advertising that has ever taken place in the trade will be put into effect by several of the leading eastern cigar manufacturers. Among those who are to spend fortunes for publicity are reported to be the General Cigar Company, the Consolidated Cigar Company, the Congress Cigar Company, Inc., and the G. H. P. Cigar Company of Philadelphia. It is also reported that some of these factories will reduce the prices of their brands.

A half-page Lucky Strike cigarette advertisement, featuring the tax free offer of fifty Lucky Strikes at twenty-five cents, appeared in all the Chicago newspapers on Thursday. The deal was withdrawn today.

Mahoney Settlement

Mahoney Brothers, located at 330 South Franklin street, sub-jobbers, are seeking a 30 per cent settlement. Mahoney Brothers have for years been selling cigars, tobaccos, cigarettes and candies to the local trade. Several houses are caught, and it is reported that the debts of the firm are large.

Phil Lowenthal, a former cigar and drug store operator, has again entered the cigar business. Phil has bought the G. & R. Cigar Company, which has a large store at Franklin and Van Buren street.

Fine Store

One of the busy stores in the Loop is that of Lou Furstman, who operates a high class cigar and fountain store at 400 South Wells street. Being up to date, Lou has put in a large drug department and carries a large line of novelties.

He features such well known brands as La Venga, F. Garcia Corina, Cyrilla, La Vera, Cuesta-Rey, Perfecto Garcia and Tom Palmer.

He is installing a large soda fountain. Furstman is well schooled in the retail business and has a very high grade trade.

As we close this letter we regret to say that Wm. Rosenfield, "Popular Billy," who owns a retail store at East Jackson Boulevard, met with a serious accident last night when he slipped and fractured several ribs.—H. L. H.

PRINCE ALBERT

—no other tobacco is like it!

Imports

(Continued from page 33)

Madera Tobacco Co. 2
Porto Rico Express Co. 2

Cigars from Havana

S. S. Siboney —Feb. 17
Cases
Central Union Trust Co. 7
United Cigar Stores Co. 2
Alpers & Mott 3
Benson & Hedges 2
Washington Cigar Co. 7
Estabrook & Eaton 1
Leland & Wright 7
Perry, Ryer & Co. 1
G. S. Mahen 1
Park & Tilford 5
Faber, Coe & Gregg 5
A. J. Billin & Co. 1
S. S. Pierce Co. 2
Charles & Co. 2
H. Strauss 1
R. E. Lane 6

Cigars from Manila

S. S. Pres. Van Buren —Feb. 15
Cases
S. Frieder & Sons Co. 82
Meritas Commercial Co., Inc. 37
Hothorn, Litrodt Corp. 39
C. H. Hilbert & Co. 37
S. J. Freeman & Sons 45
H. W. Peabody & Co. 29
Austin, Nichols & Co., Inc. 3
Dusel, Goodloe & Co. 2
F. A. Davis & Sons 10
Hamilton, Harris & Co. 15
A. H. Perfect Co. 2
J. B. Moos Co. 8
Crane Cigar Co. 3
United Cigar Stores Co. 248
Philippine Tobacco Co. 16

Cigarettes from Porto Rico

S. S. Coamo —Feb. 15
Porto Rico-American Tob. Co. 4 cases

Cigarettes from Manila

S. S. Pres. Van Buren —Feb. 15
Cases
C. Mayer 1
Faber, Coe & Gregg, Inc. 1
F. Dohrn 1
P. J. Schweitzer 58

Cigarettes from London

S. S. American Banker —Feb. 18
Hoole Service Co. 1 case

Tri-State Co-op

(Continued from page 24)

ing because he feels the producer should have a voice in fixing the price of the commodity he has to sell. New conditions make it necessary that there be a change in the business methods of farming if it is to be successful as an occupation. He predicts that co-operative marketing must come in some form as a relief to the "very vexing" conditions that now surround agriculture in America, regardless of the product it produces.

The governor says that he is not only personally interested in the campaign and its success, but that the reorganization, "affecting as it does the general principles of the co-operative marketing system, is a very grave consequence to the people of the entire State."

Suggesting the query as to whether co-operative marketing of tobacco has paid, or not, Governor McLeod, in his letter offers statistics he says have been furnished to him, showing that the ten year average for 1913-1921, which includes the World War period, was \$15.80 per

hundred. In 1921, the year prior to organization, the average price was \$11 per hundred, with practically the same supply, he says. He then gives the four year average for 1922-25 as \$19.80 per hundred. This, he says, "speaks for itself, for it is a well recognized fact that there is no competition among the purchasers of leaf tobacco." He holds that the introduction of co-operative marketing gives an increased return on the product that would not have been available but for the operations of the associations.

Governor McLeod says the trouble is that the non-member has received the full benefit of this competition, but has in no wise assisted in shouldering the burden that has been borne by the association members. He says a larger sign-up is the remedy, and declares co-operative marketing will in this manner increase the assets to the State itself as a whole in annual revenue. He thinks the appeal should be as strong to the bankers and business men as to others, declaring that farming makes up the greater portion of the wealth of his State. Progress in development and in education, at this time and perhaps for years to come will be measured, the governor thinks, in the terms of the prosperity of the farmer.

The governor admits that errors have been made, and says it would have been remarkable indeed had such an organization been operated for four years without mistakes. But, he points out, "those errors have not only been fully realized, but thoroughly aired," and "there will not be a repetition thereof." "Out of the school of experience the Cooperative Marketing Association is prepared to organize for greater benefits at less expense, and for a greater degree of usefulness enhanced" by the experience of the past few years.

With all this activity in the South Carolina belt, nothing new has developed this week in the suit that has been announced by Wiley M. Person, former State Senator, of Franklin county, in his home county in which he will act as attorney for a number of members of the pool in requesting a receivership for the association and the dissolution of the corporation. Announcement has been made that all association warehouses in this belt will close next Friday, February 26, but this was not confirmed at the local warehouses of the pool, where an inquiry was met with the answer that it was not definitely known there whether the closing would be on February 26 or March 12, two weeks later.

San Francisco

(Continued from page 13)

they feel that it will be necessary to add the second story to their building.

The H. Bercovich cigar chain has its latest link, the twentieth, now in full operation in the Mission district. The store is elegant enough to be a real ornament to the district.

William Bercovich is in San Francisco. He closed out his interest in the Southern Tobacco Company to Ehrman Brothers, Horn & Company.

R. C. "Bob" O'Bannon is right on the move as if he thought the whole of 1926 was to be one long year of holiday trade for the Camel cigarette. Anyway, it has started out that way, for so far the trade has been better than it has ever been before.

Harvey Vreeland, representing the Benson & Hedges cigarettes, was stopping several days at the St. Francis, leaving on the twelfth.

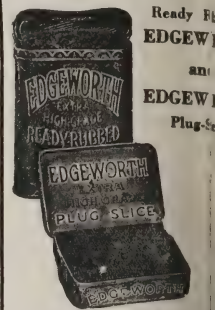
R. L. Ellis, president of Philip Morris & Company, has been a recent visitor in San Francisco.

Morgan Gunst and Milton Esberg have returned from their eastern trip to find the General traveling right along just the same as when they left.

O. W. Peaslee, sales manager for the American Tobacco Company of California is now in New York on a business trip.

A. Mellman of Los Angeles stopped off on his way from the east to let us know that Los Angeles has been doing a fine trade during the past year. He took in the Tobacco Show in New York and was quite enthusiastic over the trip. —SUNSET.

EDGEWORTH



TWO STANDARDS for dealers

Send us a trial order. We will satisfy you.

LARUS & BROS. Richmond, Va.

B. WASSERMAN

83 Chambers Street

New York

Established 1870 Incorporated

Importers

and

Distributors

of

Havana

and

Domestic Cigars

Philadelphia

(Continued from Page 13)

bought heavily of the leaf produced in the present year.

Tennyson Leaps Into the Air

A new nickel cigar has been introduced by the Tennyson, has been produced by the Maze-Cressman company, 1711 Vine street, during the week. It made its debut in the market at the price of \$37.50 per 1,000 long filler and Sumatra wrapped in invincible shape, measures 5 1/2 inches packed in cans, attractively wrapped in initial sales were so liberal that orders followed its first week in the market, and so encouraged its marketers to enlarge production to up its increasing popularity in the city. Manager Joseph S. Gamm much enthused over his successful ductory sales in this field and encouraged to prepare for a new five center.

CLASSIFIED ADVERTISING

FRIEDMAN TOBACCO CO. CORP., 469 Kent Ave., Brooklyn, and sells cuttings, scraps, sifting and any quantity.

The BULL'S EYE

Published every Now and Then

Proprietor **W. ROGERS**

Circulation Mgr. **W. ROGERS**

Editor **WILL ROGERS**



Another "Bull" Durham advertisement by Will Rogers, Ziegfeld Follies and screen star, and leading American humorist. More coming. Watch for them.

these ships used to stay out there twelve miles from shore and wait for somebody to come out and buy it. But now, since the Treasury Department has run them ashore, they sell it right from the dock here. It's funny these boats had never thought of that before. I'll bet that America can remind more Nations of things they would never remember themselves. It is a good thing they turned Prohibition enforcement over to the Treasury Department, for they are the only ones that could have afforded to enforce it. Prohibition has cost us more than the War, and the difference is that *we did get the War*. They will never prohibit "BULL" DURHAM, because the Prohibitionists and the Anti-Prohibitionists all use it. You can't prohibit a national necessity.

Will Rogers

P. S. Let's see some of your professional Ad Writers make an assertion any stronger than that.

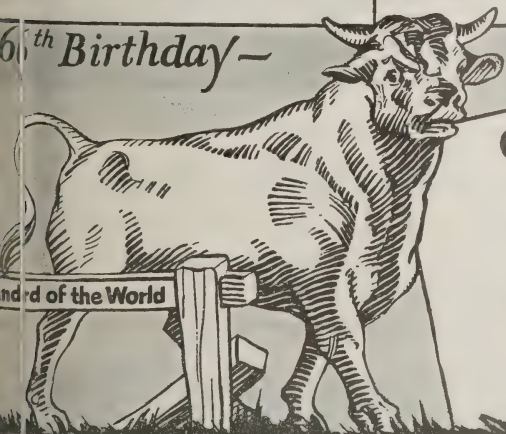
P. P. S. There will be another piece in this paper soon. Watch for it.

**MORE of
EVERYTHING
FOR a lot
LESS money.
THAT'S the net
OF this
'BULL' Durham
PROPOSITION.
MORE flavor—
MORE enjoyment
AND a lot
MORE money
LEFT in the
BANKROLL
AT the end of
A week's
SMOKING**



Guaranteed by
The American Tobacco Co.
INCORPORATED
111 Fifth Avenue, New York City

6th Birthday—



66 YEARS OF PUBLIC SERVICE
2 BAGS for 15¢
make 100 cigarettes
The WORLD'S BEST CIGARETTE

GENUINE **"BULL" DURHAM** TOBACCO

SUMATRA ROBERT J. KUGELMANN, INC. JAVA

128 WATER STREET, NEW YORK CITY

Cigarette Paper "EL PINO"

In Reels, Reams or Books

MIQUEL y COSTAS & MIQUEL
BARCELONA, SPAIN

United States Branch, 59 Pearl Street, New York City

CIGARETTE PAPER

Imported French in Bobbins, Reams and Books

Peter J. Schweitzer, Inc., 200 5th Avenue

H. DUYS & CO., Inc.

Headquarters for

**Sumatra and Java
TOBACCO**

142 WATER ST., NEW YORK

FRED SINGER

SINGER & MAYER, Inc.

IMPORTERS AND PACKERS
LEAF TOBACCO

144 WATER ST.

PHILIP MAYER

NEW YORK

PERCIVAL R. LOWE, Inc.

Leaf Tobacco Brokers

155 WATER STREET NEW YORK

CIGAR-CIGARETTE-TOBACCO

LABELS

L. Kehlmann Co.
229 West 28th Street New York

METROPOLITAN TOBACCO CO.

OFFICES AND MAIN DEPOT, 22-34 FOURTH AVE., NEW YORK

Main Depot	22 Fourth Avenue, New York City
Harlem Branch	179-185 East 116th St., N. Y. C.
Brooklyn Branch	648-651 Warren St., Brooklyn, N. Y.
Williamsburg Branch	287-291 Graham Ave., Brooklyn, N. Y.
Yonkers Branch	Bright Place, near South Broadway, Yonkers, N. Y.
Jessie Branch	907-921 168th Street, Jamaica, N. Y.
Pasaden Branch	114-118 Ocean Ave., Pasaden, N. Y.
Bronx Branch	4561 Park Avenue, New York City

PAPER BAGS FOR SCRAP AND FINE CUT TOBACCO

Manufacturers, Protect Your Tobacco. Pack it in our Paraffine Lined, Weatherproof Bags that keep the natural moisture of the contents on the inside, and Exclude the Dampness and prevents Mould.

For twenty-five years we have furnished bags to the Scrap Tobacco Manufacturers. There is a Reason. Write for samples—make a trial and be convinced.

THE WESTERN PAPER GOODS COMPANY

Third and Lock Streets

Cincinnati, Ohio

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TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

LXXXI. No. 19

MARCH 4, 1926

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Exports of Raw Tobacco and Various Manufactured Products in 1925

WASHINGTON, D. C., March 2.—The recent economic disturbance in our foreign cigarette market has been to stress the timeworn adage that all the eggs in one basket is a bad thing, says the Tobacco Section of the Department of Commerce in its report on American foreign trade in raw tobacco for last year.

The report continues: "The United States has had a very bad cigarette market of consequence. In 1925, 75 per cent of American cigarettes in 1922, 75 per cent in 1924, and 63 per cent in 1925. The total exports of cigarettes in 1925, at approximately 10,000,000, compared with 8,000,000,000 in 1924, and 8,000,000,000 in 1925, showing a decline of 8.5 per cent in 1925, compared with 1924, and a decline in exports to China means

Chinese Disturbances Cause of Considerable Decline in Cigarette Exports to That Country—Cigar Exports to All Countries Amount to 970,000—Interesting Compilation by Tobacco Section, Department of Commerce.

that American manufacturers will operate on a more intensive program towards expansion in foreign countries. Its effect on manufacturers and exporters in the long run will be stimulative. On the other hand, a stimulation has already been noted in the exports of raw leaf to China. In 1925 China took 28 per cent of the American cigarette leaf, compared with 22 per cent in 1924 and 14 per cent in 1923, from which it is clear that China is importing raw material from the United States instead of the manufactured product.

The development of new cigarette markets will be part of the future program of the cigarette industry in the United States. A good start has already been made in breaking into new markets

as is evidenced by the fact that aside from China, American cigarettes, were exported to 86 different countries in 1925. Many of these markets have shown encouraging development during the past four years, notably among them being Panama, Canada, the Philippine Islands, Haiti and the Straits Settlements.

The greatest problem confronting market expansion of tobacco products in foreign countries, however, is the barrier of import duties built up by monopoly countries and other countries for the purpose of protecting their own industries. England has met the situation nicely by erecting her own factories in foreign countries and importing the raw material, upon which a low rate of duty usually prevails. England enjoys also a

thriving trade with her numerous colonies, which take, on the average, about 75 per cent of her cigarette exports.

The total production of cigarettes in the United States amounted to approximately 80,000,000,000 in 1925, according to reports of the Bureau of Internal Revenue, compared with about 73,000,000,000 in 1924. Exports, although greater than from any other country in the world, amount to only 10 or 15 per cent of the production, the remaining 85 or 90 per cent being taken care of by domestic consumption. Imports of cigarettes into the United States are practically nil, amounting to less than 1,000,000 annually.

The following tables show the exports of cigarettes, plug tobacco and smoking tobacco from the United States, by

(Continued on page 4)

Tobacco Pool Has Big Come of Business

WASHINGTON, Feb. 24.—The amount of tobacco due to growers on the tobacco pool for which settlement was made by the Tobacco Pool on January 24 amounted to just a few thousand dollars less than \$500,000.

On the first day of December, the settlement of the Pool, which amounted to sending out of checks of about half million dollars to growers. The settlement of the 1924 tobacco pool, has amounted to about \$500,000.

On the first of January, the Pool made advance payments to growers of about \$425,000. The payment on Tuesday of about \$425,000 on the 1924 tobacco pool, the actual amount paid to the growers to belong to the Pool during the year will amount to about \$425,000 and by the end of February the amount will run very close to \$425,000.

At the same time of time, the Pool had about \$600,000 of indebtedness in 1924 and 1932 tobacco.

On Tuesday, the Pool borrowed three Madison banks \$145,000, one bank alone not only took \$80,000, but as a matter of fact, it took the entire loan. This was done on the security of the tobacco pool.

The Pool also has already received the Federal Intermediate Credit of about \$120,000 of the 1925 sorting tobacco and one to be borrowed will now be very rapidly as the Southern warehouses will be in operation within the next ten days.

Index Number, 110

WASHINGTON, D. C., Mar. — The index for the tobacco industry for the month of January was 110, and for the month of February was 111 for the same month, and as compared with 104 in 1924, and according to the Department of Commerce, taking 1919 as 100.

Cincinnati Trade Good Despite Weather

All Branches of Tobacco Industry Make Favorable Reports—February Better Than Second Month of 1925—Cigar Factories Operating at Seasonal Capacity—Notable Activities.

CINCINNATI, Ohio, Feb. 27.—Concerns in all branches of the tobacco industry report that business has been better in the past month than in the same period of last year. In view of the fact that the weather conditions were unfavorable almost every day of the month, the feeling among members of the trade is that they did very well. With general business normal and with practically no unemployment, the outlook for substantial spring increases in demand is regarded as very promising.

Reports from leading cigar manufacturers are that their factories are operating at normal capacity for the season. An increased demand is expected in March, and for this reason preparations for a greater production are being made in some factories. The feeling in this branch of the trade is that the tax reductions should be beneficial in the matter of increasing the demand for cigars.

Practically all jobbers report that February sales were larger than in the same month of the previous year, and all look to a progressive increase in the demand during the next few months. Like the cigar manufacturers, they expect the tax reductions to be a decided benefit, through being able to offer better quality for the money.

Taking the retail trade as a whole, that branch did a volume of business that is regarded as satisfactory for the season. As soon as the new revenue act becomes operative the retailers expect

to be able to "offer a better cigar for the money," and thus stimulate trade. The feeling is that if the money saved by the tax reduction is put into quality, especially in the lower-priced brands, the sales will show a material increase.

State Taxes Feared

In speaking of the reduced tax a member of the trade called attention to the fact that there is danger that different states may put on more tax than the Government takes off. "For instance, take the proposed Kentucky law, which was told about in a recent issue of TOBACCO," he said. "This would put on a large state tax—more than the Government reduction. Besides being a general nuisance, it would put every jobber in the state out of existence. Tennessee already has a bad law, but it is not as bad as the proposed Kentucky law. Most of our states are increasing the tax burden of business, and there is danger that they may ruin the prospects of the tobacco trade, just at the time when things are beginning to look brighter. Every member of the industry should keep an eye on his state legislature."

In Comfortable Position

"Our business has been surprisingly good in the past month," said Walter M. Hoefler, head of the Spence Brothers Company, makers of Easy Chair, Wigwam and Hamburg smoking tobaccos, as well as other tobacco products. "Much

(Continued on page 36)

Hearing On Parcel Post Legislation

(Special Telegram to TOBACCO)

WASHINGTON, D. C., March 2.—Argument was heard today by a subcommittee of the Ways and Means Committee of the House both for and against pending legislation which would open the parcel post to the unrestricted transportation of Cuban cigars. The strongest argument in opposition to this amendment to the statutes was presented by Charles Dushkind, of the Tobacco Merchants Association. Others appearing against the legislation included W. L. Crounse, of the National Cigar Leaf Tobacco Association; Representative Drane, of Florida, and others. Among those appearing in favor of the bill were: O. K. Davis, of the Foreign Trade Council; E. B. Filsinger, of the Export Manufacturers Club, New York; Arthur Travers, Merchant Association, of New York; N. B. Williams, National Association of Manufacturers; Henry J. Skipp, of Montgomery Ward, and other tobacco producers of all of the tobacco growing states joined with the cigar manufacturers in opposition to the bill. The opposition scored the post office department for making a suggestion that in order to keep operative the existing parcel post agreement with Cuba as to other merchandise, that the privilege of exporting cigars to this country should be allowed without restriction.—L.A.M.M.

Kildow Factory Busy

BETHESDA, O., Feb. 27.—Garcia Smokers, in the famous green can, are in keener demand right now than in some time. All the forces of the manufacturers, C. A. Kildow here, are at work, and the production of these five cent cigars is increasing daily.

Kohlberg In New York Again

Connecticut leaf is becoming very scarce, in the opinion of Jerome Kohlberg, of New York, who returned from the Hartford district last week, and he will now spend a few days in his offices before packing up for another trip.

Exports of Tobacco

(Continued from page 3)

principal countries, from 1922 to 1925.
Development of the principal markets

Exports of Manufactured Tobacco from the United States by Countries, Calendar Years 1922 to 1925.

Countries of Destination.	1922.	1923.	1924.	1925.
(Quantity in Thousands)				
CIGARETTES				
Canada	30,527	54,761	220,694	114,827
Straits Settlements	1,172,010	1,053,579	964,770	1,174,865
Kwangtung, leased territory	28,470	580,200	375,467	16,280
Philippine Islands	171,705	182,926	208,042	395,308
China	8,551,338	9,227,030	7,499,448	5,319,261
Hongkong	617,960	297,865	234,330	175
Panama	180,188	235,225	236,975	295,519
Siam	325,848	193,910	248,600	302,000
Other Countries	392,133	426,032	417,557	527,404
Total	11,470,179	12,252,528	10,495,883	8,145,639
(Quantity in Pounds)				
PLUG TOBACCO—				
Sweden	104,582	76,145	47,422	31,192
United Kingdom	647,626	586,779	571,013	459,103
Canada	68,713	64,068	86,790	161,775
Panama	172,834	208,306	156,072	198,611
Miquelon and St. Pierre Is.	104,327	105,450	65,702	133,259
Newfoundland and Labrador	89,694	134,059	125,931	159,946
Cuba	295,341	344,906	311,854	338,955
Philippine Islands	105,136	718,394	650,803	684,940
Australia	665,449	696,165	1,011,120	689,285
New Zealand	425,164	444,903	402,948	417,997
Other Countries	518,172	390,140	380,458	449,587
Total	3,797,038	3,769,324	3,811,113	3,724,650

Exports of Manufactured Tobacco from the United States by Countries, Calendar Years 1922 to 1925.

Countries of Destination	1922	1923	1924	1925
(Quantity in Pounds)				
SMOKING TOBACCO—				
Belgium	122,238	108	46,311	52,461
Denmark	33,195	55,764	68,791	54,512
Netherlands	867	33,273	108,064	65,652
Poland and Danzig	867	78,453	8,837	23,319
Canada	123,351	98,749	80,516	87,911
Mexico	38,303	20,555	23,031	66,492
Panama	94,091	61,479	68,622	66,093
Newfoundland and Labrador	37,500	48,427	64,055	63,426
Cuba	51,285	63,561	45,411	58,876
China	124,637	11,938	26,878	24,222
Straits Settlements	36,603	21,477	46,410	65,924
New Zealand	191,911	65,463	74,725	101,787
Australia	3,711	3,335	20,440	53,131
Morocco			10,500	108,389
Other Countries	438,266	296,494	286,050	246,022
Total	1,298,958	859,148	978,741	1,138,217

Plug Tobacco

No other American tobacco product has been characterized by such trade regularity for the past four years as plug tobacco. The total quantity exported since 1922 has amounted to about 3,700,000 pounds. Prior to the world war about twice this quantity was exported. The decline is probably due to the influence of the war in diverting the tobacco taste to cigarettes.

Australia is now and normally the most important buyer of plug tobacco although during 1922 and 1923 the Philippine Islands were first in importance. Other important markets are the United Kingdom, New Zealand, Cuba, Panama, Newfoundland and Labrador.

Plug tobacco was exported to about 67 different countries in 1925 (see supplement). In many of these, further development is possible. Remarkable growth during the past four years has been observed in the Philippine Islands, Cuba and Sweden. Exports to Canada, Australia, New Zealand, Panama, Newfoundland and Labrador seem to be getting back on a prewar basis, but exports to the United Kingdom have declined more than 50 per cent since the war and do not show much inclination to increase again.

Smoking Tobacco

Exports of smoking tobacco from the United States in 1925 amounted to 1,138,217 pounds, compared with a pre-war annual export of 1,349,600 pounds. Due to war stimulation, the export trade in this tobacco product ranged between 4,500,000 pounds and 7,500,000 pounds in the years subsequent to the conflict.

The high import duties which foreign countries impose on manufactured tobacco and the economic status of the United States as a source of supply have placed this country in the position of exporting the raw material rather

may be noted from these tables, and the table attached to this circular shows in full detail the exports of tobacco products from the United States for 1925, from which a study of undeveloped markets may be made:

Exports of Stems, Trimmings and Scraps Manufactured Tobacco From the United States

By COUNTRIES—CALENDAR YEAR 1925

Countries to Which Exports were Made	Stems, Trimmings and Scraps. Pounds	Cigars and Cigar-roots. M	Cigarettes. Pounds	Plug. Pounds	Smoking Tobacco. Pounds
Azores and Madeira Is.			150	439	
Belgium	908,281	1	1,825	13,042	52
Czechoslovakia		1			54
Denmark	234,967		2,480	17,912	58
Estonia			1,803	3,331	5
Finland					5
France	403,909	7	60,857	4,438	15
Germany	1,775,286	4	15,299	5,211	17
Gibraltar	18,680	3	210	18,053	1
Greece			105	24	1
Hungary			10		1
Iceland and Faroe Is.					10
Irish Free State			165	398	3
Italy		1	13,689		
Latvia			5,432	3,212	10.1
Malta, Gozo and Cyprus Is.	1,505		15	1,760	
Netherlands	276,208	8	3,665	34,626	65.6
Norway			500	3,670	77.3
Poland and Danzig			9,701	22,373	23
Portugal			240		
Rumania	595,196				10
Russia in Europe		2	270		1
Spain	1,491,900	4			
Sweden	1,780,618	10	5,918	31,192	164
Switzerland		6	2,389	1,233	8
Turkey in Europe			200	168	3
United Kingdom	209,736	8	22,347	459,103	40.3
Canada	10,688	40	114,827	161,775	87.9
British Honduras			239		5
Costa Rica			30,544		3
Guatemala		6	5,566	24	4
Honduras			1,667	120	5
Nicaragua			43,918	2,654	5.2
Panama	1,024	269	295,519	198,611	600
Salvador			1,377		
Mexico	15,277	3	42,918	3,733	66.4
Miquelon and St. Pierre Is.		5	6,757	13,259	6
Newfoundland, Labrador	1,607	14	796	159,946	63.4
Bermuda		7	5,736	14,093	6.2
Barbadoes	1,130		990	19,544	20
Jamaica			310	5,007	6
Trinidad and Tobago	27,786		815	20	8
Other British West Indies		20	7,106	52,329	7.4
Cuba			19,616	338,955	58.8
Dominican Republic			4,535	454	9
Dutch West Indies			17,740	36,167	2.11
French West Indies			444		
Haiti	1,028	12	19,740	1,855	4.68
Virgin Islands of U. S.		6	9,619	1,977	1.28
Argentina	50,000	11	27,150	2,255	5.38
Bolivia			600		51
Brazil			10	35	
Chile			1,230	2,712	3.01
Colombia			26,077	3,332	3.53
Ecuador			6		
Falkland Island			20	480	
British Guiana			40		
Dutch Guiana			4,956	48	
French Guiana			8		
Peru			1,500		50
Uruguay		15	7,425	426	1.92
Venezuela		3	3,769	180	1.90
British India		2	1,415	7,041	13.51
Ceylon			80	292	42
Straits Settlements			1,174,865	25,104	65.95
Other British East Indies	972,024				
China		46	5,319,261	30,415	24.22
Iva and Madura			1,172	100	26.42
Other Dutch East Indies			20	5,600	
French Indo-China			50		
Hongkong			175	3,923	3.28
Japan	1,213	11	41,628	309	6.25
Kwangtung, leased ter.			16,280	673	
Palestine and Syria			40		21
Persia			170	51	6
Philippine Islands	17,000	319	395,308	684,940	20.85
Russia in Asia		1	70	30,024	4.90
Siam			302,000	1,020	9.57
Turkey in Asia			30		
Australia	30,349	16	7,962	689,285	53.13
British Oceania		2	31	10,742	14
French Oceania		3	3,614		2.22
New Zealand		80	27,076	417,997	101.78
Other Oceania		1	619	6,771	3
British West Africa			50	860	
British South Africa		5	145	1,770	23
British East Africa		3	300	52,393	
Canary Islands	82,563		225	13,575	2.80
Egypt		5	1,060	1,451	33
Algeria and Tunis	15,610		457		
Other French Africa	20,773		75	16	1
Morocco	72,354				108.38
Portuguese East Africa			124		6
Other Portuguese Africa			497	2,495	54
Total	9,016,712	970	8,145,639	3,724,650	1,138,217

Compiled in the Tobacco Section from records of Statistical Division, Foreign and Domestic Commerce, and issued as supplement to Tobacco and Conditions Abroad, No. 34, March 2, 1926.

Our Foreign Markets

Our foreign markets for smoking tobacco, like other tobacco products, are widely scattered. The largest buyers only take about 100,000 pounds and this prestige was enjoyed by Morocco and New Zealand in 1925 and the Netherlands in 1924. Due probably to increased production of burley in Canada, exports to this country have declined somewhat. —L.A.M.M.

Tobacco Earnings Rise

Increased earnings in 1925 are reported by two tobacco companies. The American Cigar Company showed a net income of \$2,099,921 after charges and taxes, equal after preferred dividends to \$11.80 a share on the outstanding \$15,000,000 of common against \$1,632,899, or \$6.88, in 1924. Surplus after dividends was \$870,409, against \$132,899 in 1924, and profit and loss surplus \$6,224,143, against \$5,353,734.

Net profit of the Porto Rican American Tobacco Company was \$317,129 after expenses, interest, taxes, etc., against \$19,924 in 1924. Gross profits were \$1,334,730 against \$132,361. Profit and loss surplus was \$647,168 against \$330,038. Among assets, cash was \$801,457 against \$480,156. Inventories were \$3,291,067 against \$3,477,535. Total assets were \$9,488,086 against \$9,363,664.

Glass Covers— Display Cabinets

FOR

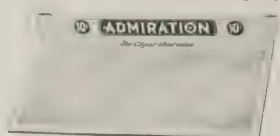
Cedar Box, Round and Square Cans that will be a fitting companion for your merchandise.



Robin Skall Display Case Co.

183 Wooster St., N. Y. City

Service - Quality



Also Made for 2 & 3 Box Displays

ing Various Examples of Activity and Progress in the Industry

Feb. 22.—Allen & Mays
have a cigar store at 314 East
their city.

Feb. 20.—Joseph Bles
has the cigar and confection-
ery business of J. Frydenlund.

March 1.—Cliff Supply
Co., 1207-160 North La Salle
St., has been incorporated to
sell cigars and tobaccos. Incorporators
include J. Frydenlund and Abner Gold-

March 23.—Buffet
Store has opened at 627 Post
St., N. Y.

Feb. 27.—King Cigar
Store has purchased the business of
J. H. McMillen, proprietor, 412 Har-
rison St. and will operate both a
cigar and confectionery business.

Feb. 27.—George Bars-
on, 39 Main street, manufac-
turer of cigars, suffered a
loss of \$10,000 to stock and \$15,000 to
rent in destructive fire Wednes-

Feb. 27.—Golden
Store, 39 Main street, proprietor,
suffered a loss of \$10,000 to stock
and \$15,000 to rent in destructive fire Wednes-

Feb. 27.—Peter
Store has opened a cigar and con-
fectionery business here very soon.

Feb. 27.—A. V.
Store has incorporated a cigar and
confectionery business here with capital
of \$25,000.

Feb. 27.—John Col-
man has purchased the cigar and con-
fectionery business of Charles E. Moore.

March 1.—John
Store has purchased the cigar and con-
fectionery business of James P. Hurley, at
141 West Franklin St.

Feb. 27.—John Col-
man has purchased the cigar and con-
fectionery business of Charles E. Moore.

Feb. 27.—Frank
Store has purchased the cigar and con-
fectionery business of James P. Hurley, at
141 West Franklin St.

Feb. 27.—John C.
Store has purchased the cigar and con-
fectionery business of James P. Hurley, at
141 West Franklin St.

Feb. 26.—C. R.
Store has purchased the interest of
J. H. McMillen, proprietor, 412 Har-
rison St. and will operate both a
cigar and confectionery business.

RIDGEWOOD, L. I., N. Y., March 1.—
Mathew Stalzer has opened a cigar and
confectionery business at 489 Seneca
avenue.

HAZLETON, Pa., Feb. 27.—Frank Mc-
Kenna has opened a cigar store on
South Broad street, in the McKenna
Building.

WENATCHEE, Wash., Feb. 23.—T. J.
Snyder, in the cigar and confectionery
business here, is to erect a one story
brick store 25 by 120 feet, to cost ap-
proximately \$15,000.

CLINTON, Mass., Feb. 27.—Charles A.
Graf, 105 Mechanic street, had a loss
of \$4,000 by fire in his cigar and nov-
elty stock here Tuesday last.

WASHINGTON, D. C., March 1.—May-
flower Grocery, 1800 Eighteenth street
N. W., is reported going out of busi-
ness, its stock of cigars and provision
to be sold at auction.

SAN FRANCISCO, Feb. 23.—Harry L.
Tubbs, 2551 Mission street, has opened
a cigar store here.

SHENANDOAH, Pa., March 1.—Harry
Kline has purchased the cigar and con-
fectionery business, on East Center
street, known as the Central Ice Cream
Parlor.

HAMBURG, N. Y., Feb. 27.—George
Biehler is to remodel his cigar and
lunch store on Buffalo street, adding
the premises formerly occupied by R.
W. Hengerer in the same business.

LOUBON, Tenn., Feb. 27.—Ira Presley
is to open a cigar and soft drink store
here in about two weeks.

LOCK HAVEN, Pa., March 1.—W. T.
Griffith, East Main and Vester streets,
is to discontinue his cigar and general
merchandise business in about one
month.

PASSAIC, N. J., March 1.—I. L. Baron,
925 Main avenue, has purchased the
cigar and drug business of Meyer Pro-
visor.

SAN FRANCISCO, Feb. 23.—Harry
Levison, 1899 Haight street, has pur-
chased the cigar business of Mrs. Wil-
liam Fischbach.

LE ROY, N. Y., March 1.—Smoke
Shop, A. C. Reisselmann, proprietor, 38
Main street, was damaged by fire Tues-
day last.

DOWAGIAC, Mich., Feb. 27.—John Lar-
kin, in the cigar and confectionery busi-
ness here, is to enlarge his store by
taking over the building next door, as
soon as alterations are completed.

SAN FRANCISCO, Feb. 22.—Goldberg,

Bowen & Company, 242 Sutter street,
this city, have purchased the cigar busi-
ness of Solomon C. Stiller.

PASSAIC, N. J., March 1.—Meyer
Provvisor, 925 Main avenue, having sold
his cigar and drug business to I. L.
Baron, will open a new store at the
corner of Main avenue and Park place
in about one month. He is in the mar-
ket for stock and fixtures.

DASSEL, Minn., Feb. 25.—Elliott's
Confectionery suffered a loss to its
cigar and candy stock and fixtures
amounting to \$4,000 last Tuesday.

Louis K. Liggett Company has leased
the store in the Montague Court Build-
ing, Court and Montague streets,
Brooklyn, N. Y., where a modern cigar
department is to be operated. Another
store is now occupied at 16 Court street.

SAN FRANCISCO, Feb. 22.—Cigar Box,
346 Bush street, is the title of a new
cigar store here.

KNOXVILLE, Tenn., Feb. 27.—General
Building Cigar Shop has been incor-
porated here with a capital of \$2,000
by R. A. Webb, J. M. Lobetti, F. H.
Grimes, Len G. Broughton, Jr., and
John A. Ayres.

Owensboro Outlook

OWENSBORO, Ky., Feb. 27.—The toba-
cco situation is reported by Moreland,
Withers & Hicks, thus:

"Sale for the week aggregated—Green
Rivers, 2,080,565 pounds; average, \$6.80.
Burleys, 92,775 pounds; average, \$9.50.
No material changes in general condi-
tions, except a continued decline in low
grades."

The Kentucky and Virginia Leaf To-
bacco Company makes comment as fol-
lows:

"Full sales following a good strip-
ping season, with prices unchanged, is
history of market this week."

"Offerings continue to show a large
percentage of common tobacco, more or
less dirty. The few really choice baskets
of leaf bring fancy prices ranging from
\$40 to \$50 per one hundred pounds."

"We estimate 90 percent of the crop
sold."

President Coolidge Baptized With Cigar Ashes

WASHINGTON, D. C., Feb. 28.—Just as
President Coolidge bent over his desk to
sign the new revenue bill yesterday, the
newspaper and camera men present yelled
for more action. To be obliging, Senator
Smoot, of Utah, chairman of the
finance committee, reached over the
President's head to grasp the hand of
Senator Simmons of North Carolina,
who is the ranking member of the com-
mittee on the Democratic side.

In the hand of the Southern Senator
was a fine, fat cigar. It held a conical

collection of ashes on its fired end, and
the shock of the handshake showered the
ash confetti over the President's bald
spot at the very moment he was engaged
in reducing the cigar tax.

Greenville Average \$16.21

GREENVILLE, Tenn., Feb. 27.—Sales
on the Greenville tobacco market have
been as follows:

	Pounds	Avg.
Sales this week ...	251,668	\$16.21
Sales last week ...	410,892	16.66
Sales to date,		
1925 crop	11,290,414	19.02
Sales to same date		
last year	14,884,898	21.65
Total sales for section to date, this year, 21,627,812 pounds.		

Average price for entire section to
date, \$18.81.

There is no change in market condi-
tions this week. Sales very light. We
expect to be open one more week, and
will probably sell half the amount sold
the past week.—THE AUSTIN COMPANY,
Inc.

Richmond Offerings Brought Low Prices

RICHMOND, Va., Feb. 27.—The to-
bacco on loose warehouse floors this past
week was ordinary, and much "off-
country" tobacco in evidence. This
brought very low prices.

All sun-cured tobaccos were in de-
mand, especially the better grades.

Total sales for week were: 142,205
pounds; sold at \$14.81 average; sales
for month of February were 701,800
pounds; sold at \$15.85 average. Sales
of season to date, 3,916,885 pounds,
which sold for \$645,406.31.—R. C.
MORTON & Co.

The Springfield Receipts Show Variations

SPRINGFIELD, Tenn., Feb. 27.—Sales
over the floors this week amounted to
773,370 pounds that averaged \$14.16,
prices ranging on common leaf 4c to
12c, good and fine leaf 25c to 44c,
trash and lugs 2c to 15c, seconds from
10c to 20c. We can see no material
change in the market.

The deliveries the first part of the
week showed up much better in quality
than the general receipts for some time,
but the latter part found the quality
very poor.—J. W. HAYES TOBACCO CO.,
Inc.

Hopkinsville Average, \$8.20

HOPKINSVILLE, Ky., Feb. 27.—Total
tobacco sales for official week ending
Friday, 1,613,040 pounds; average price,
\$8.20 per 100 pounds. Sold to date of
1925 crop, 17,599,390 pounds; average
price per 100 pounds, \$10.29. Sold to
same time last year, 10,478,535 pounds;
average price per 100 pounds, \$12.79.
—J. W. HANCOCK, President, Hopkins-
ville Tobacco Board of Trade.

TOBACCO SEED

Sate Seed Company

Tobacco Seed
the World

SOUTH BOSTON, VA., U. S. A.

ESTABLISHED 1854

THE JOHN BERGER & SON CO.

PACKERS OF
LEAF TOBACCO

MAIN OFFICE
315 MAIN STREET
CINCINNATI, O.

IMPORTERS OF
HAVANA and
SUMATRA

WAREHOUSES
Germantown, O.
Lancaster, Pa.
South Windsor, Conn.
Havana, Cuba.

In Opposition to The Parcel Post Bill

A Protest Against the Enactment of the Bill H. R. 8997 Amending Sections 2804 and 3402 of the Revised Statutes to Allow Imports of Cigars and Cigarettes by Parcel Post.

WASHINGTON, D. C., March 2.—The brief of the National Cigar Leaf Association in the matter of the Cuban parcel post treaty, as presented today by President Waller, follows:
To the Honorable the Ways and Means Committee:

"On behalf of the National Cigar Leaf Tobacco Association which includes the leading importers, exporters and distributors of foreign and domestic cigar leaf tobacco in the United States, we desire most urgently to protect against the enactment of the bill, H. R. 8997, amending Sections 2804 and 3402, Revised Statutes, so as to permit the indiscriminate importation into the United States of foreign cigars, cheroots and cigarettes by parcel post.

The question presented to your committee by this proposed legislation is whether the cigar industry of the United States, which Congress has just undertaken to revive by a generous cut in taxation, shall be jeopardized by the exploitation of our markets by low grade, so-called Havana cigars made in the Island of Cuba to enable a few mail order houses in this country to continue to enjoy the benefits of a treaty stipulation now in force increasing the size of their parcel post shipments to Cuba from four pounds, six ounces to eleven pounds. No claim is made that merchandise produced in the United States cannot be freely sent to Cuba under existing law with or without the treaty referred to: the only contention is that it is more convenient and possibly a little cheaper for the giant mail order houses of this country and for a few other concerns the identity of which does not clearly appear if the weight limit of parcel post shipments can be maintained at eleven pounds, instead of four pounds, six ounces,

the limit in force prior to January 1, 1926.

The only other consideration involved is the suggestion made by representatives of the Post Office Department, though not strongly urged by them, that if the American market is not thrown open to the prospective Cuban producers of mail order cigars before July 1, 1927, the Cuban government will have the right to denounce the parcel post treaty which became effective January 1 of this year and thus deprive our own mail order houses of the privilege they now enjoy of mailing eleven-pound packages to Cuba.

H. R. 8997 is an old acquaintance. Similar legislation was proposed to your committee by the Post Office Department no less than thirteen years ago and from time to time since 1913 measures of this kind have been brought forward in Congress but invariably have been rejected. We feel confident that painstaking investigation of this matter which we know your committee will make will now result, as in the past, in the rejection of this measure which carries with it so serious a menace to an important domestic industry embracing thousands of farmers, a great number of cigar factories, large and small, a little army of operatives and many thousand retail stores in which tobacco products are sold.

Careful inquiry fails to disclose any sound reason for the enactment of this legislation. It may be conceded that it would be a matter of convenience for the large mail order houses of the country to be able to retain indefinitely the privilege of shipping to Cuba packages weighing eleven pounds instead of those limited to four pounds, six ounces. The fact is, however, that this privilege is now enjoyed and that there is no

reason to believe it will be withdrawn should this pending legislation be rejected. Thus there seems to be no argument from the standpoint of any domestic interest for the enactment of this bill. It is true that there is a contingent in the cigar industry of Cuba which has favored this legislation but it comprises chiefly the members of the cigarmakers' unions and a few individuals of no commercial importance in the industry who would welcome an opportunity to exploit the markets of the United States with mail order cigars regardless of the effect these operations might have upon the unexcelled reputation of the high-grade cigars produced in Cuba.

We are reliably informed that all the important cigar factories of Cuba are opposed to this legislation. There is every reason why they should be. No one familiar with the history of cigar production in this country and elsewhere can doubt that the enactment of H. R. 8997 would result in the manufacture in Cuba for parcel post shipment to the United States of large quantities of cigars of so poor a quality as to injure most seriously the reputation of this important Cuban product. Cigars so imported would compete not only with those made in United States both from Cuban and domestic leaf but especially with the high-grade Havana cigars shipped to this country from Cuba and distributed through regular commercial channels. This would mean demoralization for the Cuban cigar business in this country and would deal a blow at the reputation of the industry the destructiveness of which can hardly be exaggerated.

For many years Cuba has jealously safeguarded the reputation of her cigars and tobacco, even going so far as to maintain an absolutely prohibitory duty on tobacco sought to be imported into the Island. Her cigar manufacturers, appreciating the value of the extraordinary reputation of their products, have gone to great lengths to maintain the prestige of the Havana cigar. During the late war with Spain, when for a year or two the higher grades of cigar leaf were not grown in the Island the manufacture of certain important brands of cigars was wholly discontinued, and was not resumed until the leaf formerly used in their production was again available. Such care on the part of the Cuban government and the leading manufacturers of the Island to preserve the reputation of this unique product is wholly inconsistent with the proposed legislation which should be opposed by every member of this Congress who would champion our domestic industries or who entertains a friendly feeling for our little sister republic.

It goes without saying that the enactment of H. R. 8997 would place a premium upon the smuggling into the Island of Cuba of the low grade tobaccos of Central and South America which are now excluded by prohibitory duty. Even were such illegal operations successful in the most limited way the damage done to the legitimate cigar industry of the Island would be incalculable. The mere suspicion that foreign tobaccos had found their way into the Island, though in very small quantities, would be sufficient to raise a doubt as to the integrity of the entire Cuban production.

We would especially direct your attention to the fact that the proposed measure would deal a severe blow to the so-called clear Havana branch of the American cigar industry. This important division of our trade has been subjected to numerous distributing influences during the past quarter of a century, especially because of the differential rates of duty on leaf tobacco which have made it difficult for a manufacturer to figure in advance on the rates to be assessed and occasionally compel him to pay the full wrapper duty of \$1.85 per pound less 20 per cent on whole bales of leaf which the Government examiner admits contain but a small percentage of leaf actually fit for wrapper purposes, the remainder being filler, dutiable according to the letter of the statute at 35 cents per pound less 20 per cent. Surely Congress will not enact any legislation that would add to the burdens of this important branch of the

domestic cigar industry which pays the highest wages to its operators, products of which enjoy a reputation substantially on a par with that in the Island of Cuba, and which they directly compete.

Officials of the Post Office in the recent hearing before the committee, either inadvertently through ignorance of the facts, have led you to that the enactment of the bill would put the United States on a par with the leading countries of the world with respect to parcel post importations of Cuban cigars, the fact that conventions of maximum eleven-pound limit exist between Cuba and those countries, statements very probably true, have not made the proper impression that foreign cigars have not been injured by the enactment of these conventions and that there is little or no probability of the commerce of the United States being damaged by a similar arrangement.

The facts are diametrically opposite to these statements and they have created a wholly false impression with the truth. In the first place, the United States is not a nation in the world possessing a cigar industry of the magnitude and importance of that of the United States. In the second place, no other world offers such a market for presumed quality as is found in this great republic.

But this is only half the story; only is there no market like that offered by the United States in any other country on the globe but in the United States. The majority of countries of consequence prohibit the importation, prior to distribution of cigars and other tobacco products constitute a government monopoly and the use of the free market for any other vehicle of transportation the importation of cigars from any other country is absolutely prohibited by law. It is astonishing that representatives of one of the executive departments of the United States should appear before this committee and convince you that this legislation would place the United States on a parity with the chief countries of the world with respect to these importations from Cuba entirely these essential facts.

We do not desire to criticize the statement made before you by the representative of the Treasury Department who expressed the opinion that the officials would be able to control the duty on parcel post imported cigars should this measure be enacted. We believe, however, that it was based upon an impression of this subject. You are the one of the regular customs would apply would be the duty on postal appraisers and prices of the brands produced in Cuba at the time. Such data would prove useful as few if any of the current brands of cigars would be imported into the United States by parcel post. Brands are distributed through trade channels. The customs are called upon to cope with a flood of cigars made from the lowest quality Cuban tobacco under new and less ephemeral brands having commercial standing whatever, changing from week to week to day to day.

One of the most serious problems encountered by the custom is the secure at the modest salaries paid by the Government men of sufficient experience and technical knowledge to be able them accurately to grade cigars and leaf tobacco. The compound duty of \$4.50 per pound less 25 per cent ad valorem less 25 per cent, while wrapper tobacco is at a rate more than five times as much as the leaf, though the leaf is often frequently may only be valued by an expert. In the case of tobacco, which is imported in large quantities, the force of competition in times past has been so great as to tempt less scrupulous importers to bring in their merchandise at which the least competent understood to be station-

(Continued on page 21)

STRAW TIP FOR CIGARETTES

Have you already used straw bobbins on your cigarette machines?

All difficulties are set aside in the manufacture, if you use the straw bobbins of the firm of A.B. Fischl, which are manufactured after a new method.

Judge yourself and send your agent to the Vienna Fair (7th. to 13th. March), where the manufacture of straw bobbins of A.B. Fischl will be produced on a cigarette machine by the Austrian Tobacco State Monopoly in their own Fair Pavillon.

**A.B. Fischl, Dresden - A. 19 (Germany).
Manufacturing Works of Straw Bobbins,
(patented in U. S. A., Austria, etc.)**

- General Agents wanted -

Other of the Camel Cigarette series running nationally in magazines

When it's evening—and
your little home resounds with the joys of
hospitality—when it suddenly seems that
no other happiness compares with receiv-
ing and welcoming friends
—have a Camel!

WHEN loyal friends come in for
the evening. And you are busied
with the pleasures of making
them feel how welcome they are.
When friendship and hospitality
become the brightest joys in all
the world—have a Camel!

For no other good thing may
be so widely shared as Camels.
Camels make every true friend-
ship truer, add the royal glamour
of their own goodness to the
essence of hospitality. There
never was a cigarette made that
put as much pleasure into smok-
ing and giving smoking pleasure
to others as Camels. Camels
never tire the taste or leave a
cigarette after-taste, no matter
how freely you smoke them. Mil-
lions of experienced smokers just
wouldn't buy or offer to others
any other cigarette but Camels.

So, this night when friends
come in to share the warmth of
your fire and your friendship.
When the realness of your wel-
come brings happiness to all—
come taste the smoke that is
friendly to millions. You may
know you are smoking and serv-
ing the world's finest cigarette.

Have a Camel!

No other cigarette in the world is like Camels. Camels contain the choicest
Turkish and Domestic tobaccos. The Camel blend is the triumph of expert
blenders. Even the Camel cigarette paper is the finest, made especially in
France. Into this one brand of cigarettes go all of the experience, all of the
skill of the largest tobacco organization in the world.



Our highest wish, if you do
not yet know and enjoy Camel
quality, is that you may try
them. We invite you to com-
pare Camels with any cigarette
made at any price.
R. J. Reynolds Tobacco Co.



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by the

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, MAR. 4, 1926

Hunky-Dory Now

In the letter of Badger, the Edgerton, Wisconsin, representative of TOBACCO, last week he mentioned an old phrase we have not heard in some time. He said, in brief, that the recent Wisconsin leaf market business has been excellent, and that everything is now "hunky-dory."

By hunky-dory, of course, Badger refers to the satisfactory shape of the cigar business generally, and the Wisconsin leaf trade in particular.

It is so. It is true everywhere right now. And it is to be even more hunky-dory as the natural readjustments are made and passed since the signing of the recent tax reduction bill by President Coolidge.

For, with batteries of still and motion picture cameras trained upon his desk and person, President Coolidge put pen to paper for a piece of legislation desired by the entire country.

As evidence of its desirability there was practically no partisan opposition to the bill at all.

And the cigar industry, of course, is highly pleased. Directly and indirectly this new revenue bill is going to save the consumer of cigars some money. It is also going to make the going smoother for the manufacturer, the jobber, the retailer.

All are to have better goods to offer. All are to have better prices to attract the trade. All are to share in the general prosperity which will affect the entire industry.

Cigars, perhaps, need this assistance more than any other part of the tobacco trade. They need all the help they can obtain to make smokers think of and use cigars again in quantity.

Nickel cigars, to be sure, seem to share the greatest benefit of the changed conditions. But eight and ten cent sizes, are likewise largely aided.

No manufacturer can say his product has not been placed in a better situation competitively than it was before the bill was signed.

And there is, too, greater opportunity for the small manufacturer. Who knows but that he shall come back to the business in such impressive numbers as to make the cigar business once again the commanding element in the trade it was some fifteen or twenty years ago?

Leaf markets, certainly, are joyous. Prices are rising. Demand for superior leaf is such that neither price nor effort can obtain it in quantity.

Other elements of manufacture, notably labor, are demanding recognition. It is to be hoped all these requirements will not exhaust the benefits obtained by tax reduction.

But, even if they do, the cigar business will

be hunky-dory. Smokers are coming back to cigars. Not in astonishing numbers, to be sure, but gradually, constantly.

And when cigar smokers realize they are to get better value for the nickels and dimes they spend, they are surely going to spend more of those nickels and dimes for cigars!

Names or Numbers?

In a whopping big tobacco factory there are many hundred persons employed. With the exception of the superintendent and his staff, all the employees were known merely by number.

Of course, the office records index the proper names and addresses of all the help; but, in and about the factory, they were simply known as Operator 217, Stripper 67, Packer 74, and so on.

This factory, too, had always had more or less trouble with its help. Transitory employees, out of all proportion to the roster, were coming and going constantly. And it costs something to break in and train new help all the time.

With the advent of a new superintendent this was instantly recognized. In his inspection of conditions the new man immediately saw he would have to think up some plan of reducing the employment "mortality" of the house in jobs.

He thought of many schemes. Some of these plans and ideas embraced bonuses, wages, hours, vacations, and all that sort of thing.

Then, one day, while riding upon a street bus, the solution came to him in a flash. For, upon the busmen's coat lapels, and in the cars over their heads, were neat little name plates carrying their proper names and titles.

Investigating the cost and practicability of this system for his tobacco factory was short work for the new superintendent. He looked into the matter at once—and he adopted it.

Now, in his shop at least, no one ever thinks of simply designating a live human being, a worker, as a numbered unit. Prisons may successfully employ that plan, says the new superintendent, but *his* factory titles each one individually with a card and name plate upon his or her overalls or apron, and everyone is instructed to address each and every one as Mister, Miss or Mrs. during business hours at least, so rendering a superior importance to each one's service.

And the plan, this man has said, resulted in a less expensive turnover of factory employees, who now believe they are more of an absolute necessity to the business in which their toil and pride make of them an individuality instead of a unit.

There is actually something in names, after all!

Ginger Ailments

Numerous sales managers send their salesmen ginger letters. These letters, spiced with pep and vinegar, are supposed to be ultra-modern business bringers, sales producers.

But the fact is they are often the reverse. Salesmen on the road glance at them, smile or laugh at them—and "park" them in the wire baskets under the desk.

In purpose these sales letters, full of ginger and the urge to larger orders, are out of line with business. They wound more than they pound. They scar more than they heal. They are not natural. They are not effective at all.

Years ago, perhaps, when larger and larger sales records were first recognized as the ordinary trade growth, these ginger letters, no doubt, were original and more useful. There may actually have been a time when ginger letters brought business from salesmen—or their customers.

Now, though, in this generation, sales letters to both salesmen and their customers are really not sales letters at all.

Instead, they are plain statements of fact, practical offers of real co-operation, outstanding plans for business.

Ginger plays no part at all in such correspond-

ence. Sales managers of merit have to use for ginger today than they have for molasses. It may be that molasses catches more than vinegar, but ginger catches neither.

Salesmen, however, require support from their sales managers. They require various sorts of barrage fire as they march upon the common friend—their customer.

This rapid fire support, though, in the form of assistance which absolutely makes business!

It must be in the form of suggestion, in aid of both the salesman and the customer.

For instance, in the case of a cigar salesman who had been battling without success certain customer's orders for many years, finally suggested by the sales manager, the buyer be approached with a definite offer, not upon brand, price or advertising, but upon the more friendly ground of complete satisfaction.

In the outline of the plan, as sketched by the sales manager, the finer point of service was indicated. It was stressed and emphasized that no cigar factory in the United States would offer a more satisfactory service operation than this plant.

And, being absolutely definite and based upon this proposal won out. It won out to the leads of more alluring offers from other cigar factories, which, perhaps, had been waiting to offer this distributor.

While the remarkable fact, as well as the complete elimination of ginger letters, talk, no boost, no unreasonable arm-twisting, was presented at all. This efficient salesman and his salesman—realized the futility of the procedure with the progressive, workable jobber of today.

The Gesture

Some years ago there was a play touring the country called "Every Man a King." It successfully portrayed the plain man in everyday life, men and women who meet everywhere, and whom we recognize as ourselves, no doubt.

Three of these characters were prominently named Bluff, Stuff and Puff.

Bluff, naturally, went around dressed in well known wares. Stuff was just a little different. Puff was a sort of a publicity stunt puller for the other two.

Today, though, this is changed. For instance, we say a man who talks and unthinkingly is making a bluff, but we rather sympathetically nod our heads at the gesture!

That triumvirate of Stuff, Puff and Bluff exists everywhere. We cannot deny it.

In the tobacco business we take a quarter of course that men in that line use these gestures normally, minus the intent of any sort.

Yet, for our private protection, it is well to watch out! Bluff, Stuff and Puff are too numerous for us to mention. They make the gestures—we are the ones who reproduce them, or react to them.

In business we must suppress these insidious elements of human nature, our evil gestures. They deceive, they hurt, they are our bad companions.

Let every business man—whether he is of us—expel Bluff, Stuff and Puff from his service, for we do not require the gestures.

Just Chewin'

We have not gone into the kitchen for the nations by the back door, said Coolidge. Certainly not. We're just hanging around the place, a-chewing tobacco and a-spitting reflectively into the News.

Trade Marks Filed

U. S. Patent Office

ing trade-marks were published in compliance with section 6 of act of February 20, 1905, as amended, No. 2,917. Notice of opposition filed with the U. S. Patent Office, Washington, D. C., within thirty days of official publication.

No. 14,550. STANLEY JAGGERS, assignor as Stanley Jagers & Co., New York. Filed May 19, 1925.

In Cabin



No. 214,550. Description of goods.—An chewing Tobacco. Claims 1, 1924.

No. 21,594. Max E. Bernhardt, New York. Filed Oct. 31, 1925.

MCO

No. 222,594. Description of goods.—Cigars. Claims use since Sept. 1, 1924.

No. 4,727. HAUS NEUERBURG, Germany. Filed May 22, 1925.



No. 214,727. Description of goods.—Cigars, Cigarettes, and smoking Tobacco. Claims 1, 1924.

No. 2,867. AMOS EBY & Company, Pa. Filed Sept. 5, 1925.



No. 219,867. "Eby" is disclaimed as a mark as shown in the drawing.

No. 219,867. Description of goods.—Fertilizer Material. Claims 1, 1924.

No. 2,847. GROS, GRENIER, OSCAR, Saint-Claude, Jura, France. Filed Oct. 2, 1926.

CIRRUS

No. 220,847. Description of goods.—Cigarette Holders, and Pouches. Claims use since Sept. 1, 1925.

No. 2,340. WALD-TEPKE, Heligoland. Filed Oct. 6, 1925.



No. 221,340. Drawing is for shading.

only. No claim is made to the words "Impregnated Safety Match," "Non Poisonous," "Quality Guaranteed," "Made in Finland," and "Average 60 Matches," apart from the mark shown. The particular description of goods.—Matches. Claims use since July 28, 1925.

Ser. No. 223,161. CYRIEL BREYNAERT, doing business as C. Breyneart Co., Medford, Mass. Filed Nov. 12, 1925.

TOURIST CIGAR



223,161

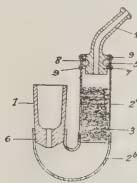
No claim is made to the word "Cigar." The particular description of goods.—Cigars. Claims use since Oct. 27, 1925.

Patents Recently Granted

By U. S. Patent Office

Complete description of the patents briefly described herewith can be obtained from the Patent Office by sending to the Commissioner of Patents, Washington, D. C., the number of the patent together with ten cents in currency or money order. Stamps will not be accepted. For this sum the Patent Office will supply a printed copy of the patent, which usually contains complete drawings and descriptions in detail.

No. 1,561,856. TOBACCO-FEEDING MACHINE. ALBERT A. HEYMAN, Baltimore, Md. assignor to the Universal Cigar Machinery Co., Inc., Baltimore, Md. 550. 22 claims (Cl. 131-39.)



1,561,856

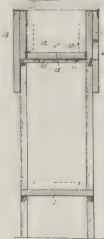
1. In a tobacco feeding machine the combination with an apertured supporting plate, of pins having their points normally housed in the apertures, means for directing a layer of tobacco onto the plate, an apertured holding plate movable to position on the tobacco, and means for shifting the pins through the tobacco and into the holding plate.

16. In feeding mechanism of the class described the combination with a delivering device, of a supporting plate, a holding plate, impaling means movable relative to the plates, a presser belt normally supported out of the path of the plates, and separate means operating in timed relation for positioning the presser belt upon the supporting plate, directing a sheet of stock onto said plate to be conveyed by the belt along the plate, shifting the presser belt out of the path of the plates, moving the holding plate onto the stock upon the supporting plate, impaling the stock, shifting the holding plate out of the path of the supporting plate, inverting the supporting plate above the delivering device, and releasing the stock from the impaling means.

No. 1,570,540. UMBRELLA RACK AND SMOKING STAND. SAMUEL WEINSCHENK, New York, N. Y. Filed Mar. 12, 1925. Serial No. 15,000. 6 Claims. (Cl. 45—33.)

6. A combined umbrella rack and smoking stand, comprising a plurality of supporting legs, means forming a chamber for the top of said legs, said chamber being open at the top and one side, the bottom of said chamber being formed by a pair of hinged members capable of being moved from a horizontal to a vertical position, a hinged door for closing the open side of said chamber, and pair of hinged covering members for closing the top of said chamber, one of said

covering members having a plurality of apertures whereby umbrellas may be passed therethrough, the hinged bottom



1,570,540

members being moved to a vertical position when the apertured top member is used in order to permit the umbrellas to extend downwardly beyond this chamber.

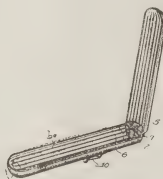
No. 1,570,610. SMOKER'S NOVELTY ASH TRAY. CLARENCE N. CAHUSAC, Newark, N. J. Filed Mar. 26, 1925. Serial No. 18,534. Five claims. (Cl. 131—51.)



1,570,610

1. In an ash tray, the combination of a circular sheet metal base, having a plurality of upwardly stamped bosses concentrically arranged thereon, with a plurality of individual ash receivers each detachably secured to one of said bosses, and each of said receivers having a clip thereon whereby it may be attached to the apparel of the user.

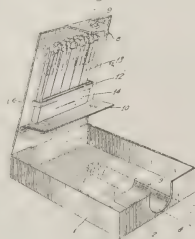
No. 1,570,896. CIGAR BOX. WALTER JAEGER AND HERMAN POTSTOCK, Chicago, Ill.; said Jaeger assignor to Christ Buling, Chicago, Ill. Filed Dec. 24, 1920. Serial No. 432,948. One claim. (Cl. 206—41.)



1,570,896

A cigar box shaped to substantially conform to a single cigar and comprising a pair of sections pivoted together at one end, each section being provided with a corrugated sheet metal liner secured therein and extending over substantially its entire inner area, said sections having their continuous side edges and other end overlapped so as to form a substantial tight joint therebetween when a lighted cigar is held in the box between the two corrugated liners.

No. 1,571,003. SMOKER'S ACCESSORY. ALEXANDRE GENAILLE, Ridgefield Park, N. J. Filed June 9, 1925. Serial No. 35,852. Six claims. (Cl. 206—41.)



1,571,003

1. A smoker's accessory adapted to be normally carried on the person and embodying a receptacle having an open top, a hinged cover for closing said top, a partition carried by and extending transversely of the cover adjacent to but spaced from the hinged end thereof, and match retaining means also carried by

the cover and positioned between the partition and the free end of the cover, said partition being proportioned to partition off a portion of the interior of the receptacle when the cover is closed for the purpose of segregating ashes in a position to preclude them from soiling the matches.

No. 1,571,729. TOBACCO PIPE. ARTHUR B. MODINE, Racine, Wis. Filed Dec. 6, 1923. Serial No. 678,901. Four claims. (Cl. 131—12.)

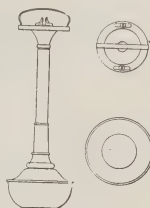


1,571,729

1. A tobacco pipe comprising a bowl, a metallic stem having means for radiating the heat therefrom, and means for swirling the smoke outwardly against said stem during its passage therethrough.

Designs

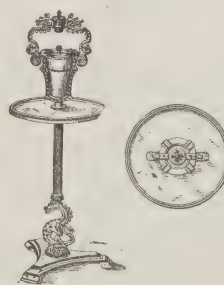
No. 68,903. SMOKER'S ASH STAND. ROBERT G. FLEMING, Bloomfield, N. J., assignor to Smokador Manufacturing Co., Inc., New York, N. Y., a Corporation of Delaware. Filed Mar. 23, 1925. Serial No. 12,824. Term of patent 14 years.



68,903

The ornamental design for a smoker's ash stand, as shown.

No. 69,096. SMOKER'S STAND. ADRIAN C. SCHARFF, Orange, Conn. Filed Oct. 1, 1925. Serial No. 14,984. Term of patent seven years.



69,096

The ornamental design for a smoker's stand, as shown.

No. 69,098. SMOKER'S STAND. JOSEPH L. SMITH, Buffalo, N. Y., assignor of one-half to Robert B. Smith, Buffalo, N. Y. Filed Oct. 8, 1925. Serial No. 15,067. Term of patent fourteen years.



69,098

The ornamental design for a smoker's stand as shown.

FOR · CIGAR · LEAF · OF · QUALITY · USE · POTASH · IN · THE · SULFATE ·

The TRUTH about POTASH in tobacco fertilizers

WE feel that many growers of tobacco are not thoroughly acquainted with the proper use of the various potash salts in commercial fertilizers, and that a statement at this time will be appreciated:

Muriate of Potash is used as the potash source in many mixed fertilizers for tobacco. It costs slightly less than sulfate of potash, and brands containing it usually sell at a lower cost per ton than mixtures containing sulfate of potash.

Growers who are after yield, rather than fine leaf quality, generally use commercial fertilizers made from muriate of potash. But since muriate of potash contains chlorine which injures the burning quality and flavor, it is particularly recommended for snuff and plug tobacco—and not for smoking tobacco.

Where quality of leaf is desired more than yield at the lowest per unit cost of production, growers should use brands of mixed fertilizers containing potash in the sulfate form.

Sulfate of Potash is used in many mixtures, but brands containing this source of potash usually sell for slightly more per ton than brands containing muriate of potash. Sulfate of potash, however, produces tobacco of better burning quality and finer flavor; for this reason it is recommended where good quality leaf is desired.

Some leaf buyers who demand excellent burning quality and fine flavor will pay more for tobacco when they know it is fertilized with a mixture containing sulfate of potash.

Sulfate of Potash Magnesia is used in commercial fertilizers to control "sand down" or magnesia hunger. It costs more per unit of potash than either muriate or sulfate of potash but it is the cheapest and easiest way to supply potash and magnesia combined.

Brands containing sulfate of potash magnesia are most profitably used for high grade leaf tobacco on soils where "sand down" is prevalent.

Manure Salts contain, on the average, about as much chlorine

as does muriate of potash, and it contains a lower percentage of magnesia than sulfate of potash magnesia. To some extent it is used to control "sand down" but should not be used if smoking tobacco of high grade leaf is desired. Manure salts are available in two grades: one containing 20% pure potash and the other containing 30% pure potash.

Kainit is a low grade potash salt which contains varying amounts of chlorine and magnesia. Like manure salt it controls "sand down" to some extent, but should not be used in mixtures where high grade leaf tobacco is desired.

Cigar Leaf. Some tobacco growers in specialized cigar leaf regions like Lancaster County, Pennsylvania, and the Connecticut Valley, are now fully informed of the advantages of sulfate forms of potash salts.

A new Pennsylvania fertilizer law, effective January 1, 1926, does not permit the use of potash materials containing chlorine in tobacco fertilizers—a tribute to the judgment of the Lancaster County tobacco grower.

Other Tobacco Types. Recently a committee of tobacco specialists from North Carolina and Virginia met and agreed that a tobacco fertilizer should contain not more than one unit of chlorine to two units of potash. This requirement may be supplied by deriving the potash in the fertilizer mixture as follows: half from muriate of potash; half from sulfate of potash.

Sand Down. In the Connecticut Valley and in North Carolina where "sand down" frequently occurs, mixtures containing sulfate of potash magnesia have effectively controlled this disease. Tobacco specialists recommend its use and a large number of successful growers demand mixtures which contain sulfate of potash magnesia.

WHEN ordering fertilizers, growers should bear in mind that there is a plentiful supply of all grades of potash salts, and that any desired grade can be supplied.

FREE: Our Soil and Crop Service has prepared a booklet called "Better Tobacco" which shows how fertilization affects the quality and yield of tobacco. Just write to any of the addresses below and your free copy will be mailed to you.

POTASH IMPORTING CORPORATION OF AMERICA

10 BRIDGE STREET, DEPT. J-17, NEW YORK, N. Y.

ATLANTA, GA. SAN JOSE, CALIF. BALTIMORE, MD.

Sales Agents, H. J. Baker & Bro., 81 Fulton St., New York

West of Rockies, Meyer, Wilson and Co., San Francisco, Cal.

*"The truth
is mighty
and will prevail"*

The FACTS about fertilizing tobacco are simple

... and can be understood by anyone who will study them.

And the man who has thousands of dollars tied up in a brand of cigars . . . is beginning to see that this matter of fertilization of the leaf he buys . . . is of vital importance.

His brand depends for popularity upon flavor, burning quality, price and . . . advertising and distribution. He controls the price, the advertising and distribution . . . but the grower of the leaf controls the flavor and burning quality.

A bad cigar at any price cannot hold its trade . . . but if the grower uses sound cultural and curing methods and, in addition, learns the simple facts about potash in his fertilizer . . . and if the buyer knows the same facts . . . and is accordingly willing to pay for the higher quality . . . a more con-

stant and satisfactory standard of quality can be maintained . . . with resulting profit all around.

The smoker looks to the cigar maker for a pleasant cigar . . . the maker depends upon his buyer for the right leaf . . . the buyer looks to the grower for quality leaf . . . the grower knows that one of the essentials of quality is his fertilizer . . . and the fertilizer must have the right form and quantity of potash!

Thus you have a chain . . . a very real connection between potash . . . and the pleasurable cigar between the smoker's teeth!

Forward-looking leaf buyers are now interested in knowing that the leaf they buy is grown with a fertilizer containing plenty

of potash in a sulfate form . . . with minimum of chlorine.

"The truth is mighty and will prevail" . . . and the truth is . . . that, although in the sulfate form costs the grower more than other forms . . . he knows it to get the best quality leaf . . . a wise buyer should be willing to pay for sulfate-grown leaf.

Buyers interested in this subject invited to send for free copy of our latest revised edition of "Better Tobacco" leaflet on "Sand Down."

POTASH IMPORTING CORPORATION OF AMERICA

10 Bridge Street, New York, N. Y.
ATLANTA, GA. SAN JOSE, CALIF.
Sales Agents, H. J. Baker & Bro., 81 Fulton St., New York
West of Rockies, Meyer, Wilson & Co., San Francisco, Cal.

Genuine German
POTASH



After all
nothing satisfies like
a good cigar



H. DUYS & CO., Inc.

**142 WATER STREET
NEW YORK**

American Headquarters For Sumatra and Java

Philadelphia Planning Readjustments

Manufacturers Giving Consideration to Methods for Equalizing Tax Reduction Benefits—Want to Perfect Plans in Best Interest of the Industry—Trade Topics.

PHILADELPHIA, March 1.—Now that nearing the time when the Tax Reduction Bill will be enacted, the industry and its manufacturers are planning changes which may be a result of the lowering of taxes on cigars, and how this may be put to the manufacturers for the benefit of the industry as a whole, now occupying the attention of the larger producers.

There are varied opinions as to the ways to revert this extra income to trade channels so that the manufacturer and dealer may benefit from the reduction in taxes, which of course will be so additional income to the manufacturer. It is a question to be solved. Shall the extra profit be put into perfecting the quality of the cigar; or be passed on to the dealer in price reduction of the various grades affected by the tax reduction are the most common questions. These three means of passing this along to the consumer are the most logical and the most practical. The question is, which seems to be the best in favor at the moment.

Manufacturers in Philadelphia believe that there should be an extra discount to the dealer on purchases made after the enactment of the Tax Bill and that these discounts could be graded according to the number of cigars affected. Others, who are in the minority, are for the equalization but there are still advocates of the decrease in the price of cigars on the supposition that it will be difficult to maintain the quality of the cigar and secure efficiency if the prices are materially and permanently lowered, especially in view of the high cost of operation and overhead.

Consider the Nickel

There is the five cent cigar question. Many are looking for a return of the nickel cigar of the industry in its competition with the cigarette. The reduction naturally will curtail the production of a much improved five cent smoke as it is that of the post war days. It will greatly determine the fate of the cigar manufacturing industry. The five cent cigar can be sold at a fair rate of profit for both manufacturer and dealer and in a salable form the nickel proposition is to dominate the market as a popular smoking commodity, just as in the past, before its elimination. The high prices of the war days, and the higher priced goods will be a material change from the present.

There is no definite decision has been made by any of the manufacturers but now looms in the way of the industry a surmise. It will not be long before the manufacturers are required to reach some conclusion as to the course to pursue. Thirty days after the date of the passage of the bill becomes effective and then the manufacturers are prepared for immediate

action on whatever terms they may see fit to pass on to the retailers.

Victory Increases Personnel

With the increase in the personnel of the Victory Cigar Company the trade is welcoming old time associates in the industry. The Victory Cigar Company, organized three years ago and located at 240 S. 11th Street, now has enrolled in its membership three former associates of the Consolidated Cigar Company. They are F. A. Maier, Isaac Sager and George W. Fullen, until recently connected with the 44 Cigar Sales Corporation Division of the Consolidated, located at 1236 Vine street, and distributors of the brands manufactured by that nationally known corporation. The newcomers will be actively engaged in the conduct of the firm's affairs along with its former owners, John B. Williams, who, for many years, has been identified with the Philadelphia industry, having previously been associated with the Eisenlohrs, and George B. Taylor, also formerly identified with the Consolidated. Last week the Victory Cigar Company became the Philadelphia distributors of the Y. B. Cigars, manufactured by Yokum Brothers, of Reading, Pa., one of the long established brands of the Pennsylvania industry. The Victory Company also distributes its own brand, the Victory Cigars, that already have become popular smokes in this section.

Adlons Add Joy to Miners

Celebration of the settlement of the coal strike among the mining population of the state apparently is being carried out in the consumption of large quantities of the Adlon, manufactured in the Philadelphia branch of the Consolidated Cigar Corporation. Ever since the strike was settled, last Saturday, the miners have been making inroads on the Adlon stocks of the Imperial Tobacco Company of Scranton, distributors of the brand in the Anthracite region. Some idea of the popularity of the Adlon among the miners is shown in the tremendously increased demand for the smoke that has taken place since the coal question was settled. Saturday, Feb. 20, an urgent call came to Philadelphia headquarters of the Consolidated for 400,000 Adlons, and every day of the past week there were shipped another 100,000 of these on standing orders to continue the shipments until notified to the contrary.

Consolidated Record

Not only are the Adlons the popular sellers of the Consolidated Cigar Corporation for the present year, so far, has been a record one for the production of Dutch Masters as well, demand being the greatest that the manufacturers have ever enjoyed for this season and averaging well above the same period of last year.

Bayuk Activities

President Samuel Bayuk of Bayuks Cigars, Inc., sailed last week from New York and accompanied by Harvey L. Hirst, Vice President of the corporation, will stop over in Amsterdam to attend the Inscriptions in the Dutch Sumatra center. Both left Philadelphia Saturday morning and leaving New York the following day on the Aquitania. They will also make a tour of the sight seeing places of Europe before the homeward voyage.

BOYO de MONTERREY

The Aristocrat of

Imported Cigars

VALERIANO GIUTERREZ, Representative

New York

SMOKE DILL'S BEST

*"It's A Mighty Fine
Pipe Tobacco"*

If your jobber is unable to supply you, write us direct and state size desired. Give us the name and address of your jobber.

10c 15c 25c 75c \$1.50 (Sixes)

J. G. DILL CO.

Richmond, Va.



LA PALINA CIGAR

Webster Cigars

"YOU'LL APPRECIATE THE DIFFERENCE"

SIZES 2 FOR 25c TO 25c STRAIGHT

A rare bit of nature's greatest effort, producing a fine, mild, aromatic cigar. Manufactured and aged by the most scientific methods. Not a secret blend, but a combination of the highest priced tobaccos that the finest plantations grow.

Webster Cigar Co.

5545 GRANDY AVENUE DETROIT, MICH.

OPTIMO

BEST
OF THE
BEST



BEST
OF THE
BEST

MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa and Key West, Fla.

Main Office: 1181 Broadway, New York

Bayuk Cigar, Inc., for the year ended December 31, 1925, shows earnings of \$634,051 after provision for Federal income tax. Payment of dividends on the three classes of preferred stock during the year amounted to \$216,680, leaving balance of \$317,371 applicable to common stock, or equivalent to \$5.41 a share on the 77,121 shares of no-par common outstanding.

An involuntary petition in bankruptcy was filed in this city during the week against E. L. Nissly & Sons, tobacco dealers, of Florin, Pa. The creditors are the Lancaster Trust Company, with its indebtedness of \$94,500; the Conestoga National Bank, \$5,000; and the Fulton National Bank, \$10,000. No mention is made of the assets of the company. The members of the firm involved in the financial difficulties are E. L. Nissly, E. Jay Nissly and H. Roy Nissly. The firm is one of the larger of Pennsylvania leaf concerns, packers and wholesalers in the Lancaster leaf market.

Among the travels to the local trade last week was Jules Jacob, covering the Pennsylvania territory for the Heinemann Cigar Company of Baltimore, manufacturers of the Lord Baltimore cigars. He attended the opening of the new Holt Cigar Store branch at 4th and Chestnut streets, where the very latest of the Heinemann cigars, the El Principal, was one of the big offerings of the initial sales in cigars. The Holt Company has been carrying the brand ever since its introduction last fall and has had excellent success with the cigar.

Vice President Joseph F. Gallagher of Otto Eisenlohr & Brothers, 932 Market street, who has been confined to his home suffering from gripple, is again back at his desk. President Samuel Gilbert of the Webster Cigar Company of Detroit, and the Eisenlohr Company, was a visitor here during the week.

Michaelis Packing Lots of Connecticut Leaf

LANCASTER, Pa., Feb. 27.—Redrying and packing Connecticut broadleaf engages the attention of M. Michaelis & Son, of this city. Their customers are demanding more and more tobacco prepared for the rapidly increasing manufacturing requirements, and the ultimate result of the recently passed and signed tax reduction bill will make the Michaelis business even better, it is believed. Manufacturers generally look for tremendous business development this spring, and the House of Michaelis will undoubtedly share in this improvement as the demand for cigar leaf increases here.

Chicago Reports Important Changes

Business Better—Lucky Strike Deal Moves Millions—Mahoney Bros. Go Under—Lowenthal Obtains G & R Store—Oakes Selling Again—Julians With Grommes & Elson.

CHICAGO, Feb. 27.—The Lucius Cigar Company is a new firm now in operation. It distributes Lucius de Luxe, a clear Havana cigar formerly handled by Ryan & Raphael Cigar Company, which is now out of business.

The company is owned by Charles Slater, a former stockholder in the Ryan & Raphael Cigar Company. Lucius de Luxe is being made in Chicago by the Jose Ferlute Cigar Company.

Lucius shade wrapped cigars are being made in Tampa, and will shortly be on sale. The old offices of the Ryan & Raphael Cigar Company in the Steger Building are being used as temporary quarters by the Lucius Cigar Company.

Big Drug Merger

The Home Drug Company and the Economical Drug Company, two of Chicago's oldest drug firms, have consolidated. The combined forces control six of the largest drug-cigar stores in Chicago's Loop. Both firms were established in 1892.

Will Rogers and Bull Durham tobacco occupy a large space in the Chicago newspapers at present. Good old Bull is selling as largely as ever at two bags for fifteen cents.

Full page Camel cigarette advertisements appeared in last Sunday's Chicago Tribune and Chicago Herald and Examiner.

Emanolo shade wrapped cigars are having the attention of the sales force of Faber, Coe & Gregg, Inc., at present. This high class brand from D. Emil Klein's factory has been placed in many cases.

Adds Drug Sundries

Lou Furstman has a classy cigar store at 400 South Wells street. He carries in stock all the well known brands. At present he is featuring F. Garcia & Brothers' line in several sizes. Lou has a large soda fountain in connection with the cigar department and has just added a large line of drug sundries.

If anybody runs across John H. Collins, who sells Tiffin cigars, tell him to call at my office. John has several fine accounts here among the Chicago dealers, but for some unknown reason he has not been around lately.

Price cutting keeps right up. Store operators offer well known cigar brands at greatly reduced prices. It may be a good thing for the trade that Tampa

factories have advanced prices, for now Mr. Dealer will have to figure his profits if he intends to remain in business.

The Davis Store, one of State street's largest department stores, offered 52,000 Tampa made cigars, consisting of Lucius, Hava-A-Tampa, Gato, Keywesters and Amadeos at special prices.

Marco Joins Seigel

Samuel Marco, who for the past few years has made his headquarters with the Kimball Segar Company, at 27 East Jackson Boulevard, has joined the sales force of M. B. Seigel chain store operators. Sam, in the early days, was one of the leaders in the fight against the entrance of the United States in Chicago. At that time he operated three Loop stores.

Some well known visitors were Fred Suss, with S. H. Furgatch & Company, New York; Sam Zuckerman, of H. L. Rogers Company, New York, and L. Altman, representing M. Rodriguez, selling Belinda, a fine cigar.

The Lucky Strike tax free offer is over, and the dealers are now taking a rest. Millions of tins of fifty Lucky Strike cigarettes for twenty-five cents kept the cash registers busy during the sale.

J. W. Bories, of the Nathan Fox Company, has placed Webster cigars with the following Loop dealers: John Wittmeyer, Atlantic Hotel, Palmer House, Max Kaplan, Miles Cigar Company, and Paul C. Wind.

Three Thousand Daily

"How they go!" says Wengler & Mandell's retail store, in the Hartford Building, when featuring King Bee five cent Tampa made cigars. This store sells one hundred thousand a month of this brand.

A most striking window display of Lucky Strike cigarettes was shown by the Monroe Cigar Company at Madison and Dearborn streets, when the Fox free offer was on.

E. G. Ahern, of J. & B. Moos, is highly elated over the sale of Antonio and Cleopatra cigars. The demand for the first two months of 1926 far exceeds the same period for 1925. This fine clear Havana cigar is seen in all the local stores.

Gust Trinitas has opened a lunch and fountain department at 300 West Van Buren street, in connection with the

Franklin Cigar Company's store at address.

Mahoney Bros. Or

Mahoney Brothers, jobber by John Bobzin, has hit the profits and bad collections of old firm to close. The liabilities into the thousands, and Bobzin's thirty cents on the dollar.

Phil Lowenthal, a former dealer, has taken over the G. P. Company's store at the north of VanBuren and Franklin street deal involved about \$12,000.

Max Mayer, of Robert J. Company, New York, left to the city, paid the Chicago market days ago.

E. P. Oakes is back in the Lucius cigars, we hear. Our people are extended to Freddie, as he is to see him make good.

Superior quality are the nicia cigars that are coming to F. Garcia & Brothers factory. Many Chicago dealers are buying Garcia cigars. The firm of F. Garcia Brothers was reorganized from new blood taken into the firm.

Jack Rosenberg, representative of Havana Tobacco Company, his Chicago office, and is covering southern states for Henry Th

Ries Invites Trade

Iwan Ries & Company, 1310 Madison street, sent the trade an invitation to call and see their newly enlarged rooms, where pipes of well known brands and novelties are displayed.

Don Julian, Tampa made cigars to be distributed here by the Elson Company, 6 West Lake street.

William Tobias, who is manager of the Iwan Ries Company, wholesalers, Feb. 1, left for Tampa to make a new connection. He reports Billie's new house as one of the best in the city. He advises us.—H. L. H.

By Appointment Queen

LONDON, Eng., Feb. 23.—The sovereignty of Queen Victoria of the royal court were obliged to cease their fondness for smoking. The aged ruler was very much opposed to tobacco. Even her sons were habit of smoking their cigar. Cigarettes without their mother's ledge, much as the more common of the small boy and young men also do in America.

But in the recent January 25 London Gazette there was a long column of names and addresses of those who are entitled to the royal arms over their firm. The usual slogan, "By Appointment to Her Majesty the Queen," is among these, third on the list, the firm of old established English tobaccoists using the phrase, "By Appointment to the late Queen Victoria."

Consortium To Aid Union

WASHINGTON, D. C., Mich. consortium of tobacco exporters, including to La Bulgaria, represented by Fanta, has concluded a contract with the Union of Cooperative Societies of Bulgarian Tobacco Planters and which the consortium engaged to the Union a loan of 200,000 for a period of three years. The loan is to be used to buy the Bulgarian tobacco of the 1926 crop to place on the market the 1924 crop. Altogether the consortium expects to buy more than 150,000 pounds of Bulgarian tobacco during the sales on a commission basis in 1927, and 1928.—L.A.M.

Clarksville Average, \$1

CLARKSVILLE, Tenn., Feb. 27.—Clarksville loose leaf tobacco prices have been as follows:

Sales for week	13.00
Sales for season	13.00
Sales last season	10.00
Average for this week	10.00
Average for this season	10.00
Average for last season	10.00
—HENRY M. LUTTON, Secretary, Tobacco Board of Trade	

MACLIN-ZIMMER-McGILL TOBACCO CO

Petersburg, Virginia, U.S.A.

MANUFACTURED TOBACCOS FOR EXPORT

Over 100 Years Experience—

CORNUCOPIA



TOBACCO

PLUG & CUT PLUG

EXPRESSLY MADE FOR SHIP STORES

We Manufacture all Styles of Plug, Cavendish, Twist and Cut Tobaccos

Inquiries Solicited

ESTABLISHED 1818
INCORPORATED 1914
CABLE ADDRESS "MACZIM"

CODES USED

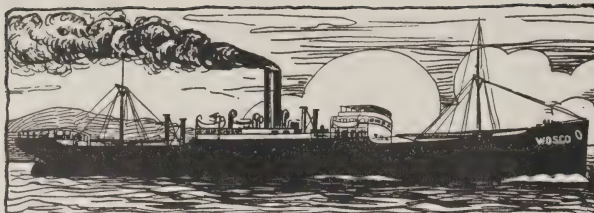
A.B.C. 4th & 5th Editions
LIEBERS STANDARD
BENTLEYS

After all
nothing satisfies like
a good cigar

THE BEST CIGARS

Are Packed In

WOODEN BOXES



W. O. SMITH & CO., INC.

Established 1868

Freight Brokers and Forwarding Agents

Location of Offices and Agents in the United States

W. O. SMITH & CO. JOHN S. CONNOR W. O. SMITH & CO. BIDDLE W. ALLEN & CO.
22 Water St. Marine Bank Bldg. McKevitt Bldg. Whitney-Central Bank Bldg.
New York City Baltimore, Md. Norfolk, Va. New Orleans, La.

Prevailing ocean freight rates on LEAF TOBACCO in Hogsheads from Atlantic and Gulf Ports. Subject to change without notice.

Liverpool	65c	Las Palmas Direct	82½c
London	65c	Tenerife	82½c
Glasgow	65c		
Belfast	70c	FRANCE	
NORWAY		Bordeaux and Havre. 60c.....	
Christiania ... 67¼c-c-75cD			
Christiansand 67¼c-c-75cD		FAR EAST	
DENMARK		Hong Kong	\$1.30
Copenhagen	59c	Shanghai	1.32½
Aalborg	65c	Yokohama-Kobe	1.30
BELGIUM		AUSTRALIA	
Antwerp	60c	Melbourne & Sydney 37½c	
HOLLAND		MEDITERRANEAN PORTS	
Amsterdam	60c	Genoa	45c
Rotterdam	60c	Marseilles	70c
GERMANY		Algiers-Tunis-Oran	\$1.00
Hamburg	65c	Tangiers	90c
Bremen	65c	Gibraltar	1.00
Danzig	50c	Malta	90c
Ports in Finland		SOUTH AMERICA	
Direct	80c	Buenos Aires	E.\$1.00 F 1.10
Via Hamburg	75c	Montevideo	1.00
Lisbon-Portugal	60c	Santos	37½c cu. ft.
		RIO	40c cu. ft.

B—Includes "Kings Warehouse Delivery"—Conference Lines.
C—Norwegian American Line—Carloads of 20,000 lbs. or more.
D—Norwegian American Line—Less carload lots.
E—Freight Steamers.
F—Passenger Steamers.

Amorita Distribution Largely Increased

BALTIMORE, Md., Feb. 27.—Jobbers all over the United States are showing an active interest in Kraus & Company's Amorita cigar. Distribution has therefore increased materially, and the local factory reports sales far surpassing the previous comparative season on this brand. Another title which is obtaining much attention from the distributors is the old reliable In-B-Tween. This famous short smoke has always maintained its position as a trade leader, and the present indication are that the business of Kraus & Company is to make a record on production this year.

Camden Factory To Double Its La Palma Product

CAMDEN, N. J., Feb. 27.—When the new factory of the Congress Cigar Company, of Philadelphia, is completed here in July the output of La Palma cigars

will be approximately doubled in Camden. Three times the floor space is to be used in the new plant at the southeast corner of Ninth and Liberty streets. More than 800 operatives are to be employed. Forty thousand square feet of floor space are to be provided, and the factory will be four stories high. Reinforced concrete construction, ornamented with brick and iron work, is to be the material used upon a plot 160 by 100 feet.

James B. Duke Estate Saves \$350,000

WASHINGTON, D. C., Feb. 27.—In the readjustments consequent upon the recently signed income tax bill the James B. Duke estate will have its 1925 payment of \$625,996 reduced this year to \$275,438, thus saving \$350,558. Eighteen other individuals and estates will save approximately fifteen million dollars, which they paid the government last year as the largest income tax payers in the country.

San Francisco Improvement Commission

All Sections of Trade Busy—Eureka District Exceptionally y Vega Prices—Death of Max Rothholz—S. Indian Pipe Tours World—Marshall's Analysis.

SAN FRANCISCO, Cal., Feb. 24.—A jobber, who has been making the state of California from Los Angeles to the northern line of the state, reports that the revival of business, especially in retail lines, since the favorable turn of the weather, and plentiful rains, as almost unbelievable. In the country districts, fear for the future is largely banished, and spending has become free.

The Petri Cigar Company reports that its output is keeping up steadily, as both its brands are keeping up a steady growth of distribution. Its northwestern trade still keeps up the good beginning. And from its interior distributors good reports are coming in.

The Southern Tobacco Company, over which Ehrman Brothers recently took complete control, is now under the management of L. V. Lloyd, who has been chosen to succeed William Bercovich. Lloyd was formerly sales manager for the Liggett & Meyers Tobacco Company in San Francisco; and later has been specialty man for the Rio Tan in southern California.

Garcia-Vega Not Raised

The Blaine Cigar Company reports that the month of February has been with them a very prosperous month. Their Garcia y Vega is justly popular as one of the Tampa cigars that has not advanced in price because of the advance in wages; though Blaine complains that some of the salesmen on the east side of San Francisco bay have been spreading that report in the effort to swing customers away from him. This is what he calls unfair competition.

The General Cigar Company is continuing its special rebates to the trade. This policy, inaugurated last October, calls for two per cent on 500 lots, and three per cent on 1000 lots, in addition to the regular discounts.

Sam Israel, the Jackson street jobber, finds February closing up with a great rush of business. The new year looks like the biggest ever down at their end of the burg.

The St. Francis Cigar Company has finally caught up with the volume of orders that rushed it right up to Christmas, and then some.

Eureka Quiet

Harold Horn, salesman for the Golden State Leaf House, has just returned from the Eureka district, and he reports that business there is slow, just at present, for the reason that the lumber business is at low ebb, waiting for the spring run to open up, though he found the O'Connor store and shop very busy, as O'Connor keeps his home brand up to high standard and holds a steady trade.

Mack Horn, of the leaf house of Horn & Company, Los Angeles, has returned to the Angel City, after a short visit in San Francisco.

John Connor says "thank you" is one of the popular retail brands of San Francisco. His daughter has a sanatorium for years trying to get her health, and she is much interested in postage stamp collections, and of her fellow-patients. So she has a large envelope from New York, other day filled with foreign stamps, and with no return address. John recognizes a friend, and says "thank you."

William Murphy, an old-time man, has opened a stand at 23rd street, and is featuring some Garcia y Vega cigars.

Max Rothholz Passes

One of the best-known names in the trade, Max Rothholz, of the Eureka Cigar Store, passed away at the Sister's Hospital, Eureka, on Feb. 24, at the age of 70. He had been in the business for twenty-five years, and several years past had been a member of the firm of Gildsmith & Rothholz, which was popular and prominent in the circles, having been a member of the Elks, Masons, and the B'nai B'rith. He is survived by wife and daughter; and has several living, Caesar Rothholz of Eureka, and Solo Rothholz, of Eureka. The smoking of tobacco is not so very modern. George S. Schmitt, a resident of San Francisco, who was a pipe smoker, and was his uncle by an Indian chief, the Hawk tribe. His uncle settled in Eureka in 1820, and sent his son, Schmitt's father in Germany. Schmitt, who is now 77, brought to America in 1860, it happened to him by his father before.

Chief chemical analyst of the State Department, has been making spectroscopic tests, and announces that it seriously doubts any harmful effect from nicotine poisoning. The harm from tar and other elements from tobacco. The investigation made at the request of a cabinet member of the world war who had ordered him to find a blend of nicotine content or abstain from smoking. One popular brand of cigars was found to contain less than one per cent of nicotine.

France Still After Bids

PARIS, France, Feb. 19.—At the recent offers from various syndicates in America, France after bids upon its 99 year tobacco products and match. The department, which is also an American promoters, is the telephone and telegraphs, and it is understood that several tobacco companies are also interested in this venture.

Mazer Cressman Cigar Co., Inc.

5031-5047 Grandy Avenue, Detroit, Mich

Makers of

FLOR DE

MANUEL



HOME OFFICE DETROIT, MICH.
BUILT TO MAKE THE BEST

Georgia Prospects

WILKES, Ga., Feb. 27.—During the week weather conditions have been favorable for the growing plants in this immediate section and, as we can learn, plants are all growing nicely, and indications are that there will be plenty of plants ready for March 20 to 25. While there is just a bit later than they were last year, prospects are good and stand on the beds and, with the conditions, we believe there will be plenty of plants.

Information gathered here will show a slight decrease in the Georgia crop this season, taking the entire crop, while in this immediate section there will be a slight increase. Thomas County. This is the largest county in Georgia, and is being planted by the larger growers, increasing their acreages over last year. There are a few new growers coming in for the first time and a few old ones are coming in.

The situation is affecting the interests in this section, as a large number of the labor has left the county to go to public works.

At Son was Thomasville's first market and the growers in this immediate section are well pleased with the tobacco crop, and, with favorable weather, we will have more tobacco this year than we had last year.

COUNTY TOBACCO WAREHOUSE

Phosphorus Matches
Be Taboo in Cuba

WASHINGTON, D. C., Feb. 22.—The use of phosphorus in making matches has been prohibited in Cuba, by an order of the National Board of Health. A fine of six months is given to the manufacturer who is given to the manufacturer to dispose of the matches. The manufacturer has made of that material, the acquisition of any more yellow phosphorus is forbidden, according to a report in Commercial Attache Carlton in Havana.—L.A.M.

New Orleans Optimistic On Industry

Business Improves With Weather—International Exposition Opens With Cigar Displays—Donovan Expresses Confidence—Trelles' Remarks on Cigar Prospects.

NEW ORLEANS, La., Feb. 25.—Richard F. Donovan, manufacturers' agent of this city, whose knowledge and experience in the cigar business and its related industries entitles his opinion to deserved respect, grows quite enthusiastic when expressing his confidence in the prospects of good business during the year 1926. The south is on a boom at the present time, he says quite truthfully, and its activities along the lines of roadway development, the establishment of new industrial enterprises and the opening up of much that was formerly virgin territory, is bringing within its confines a class of people with both the leisure and money to seize opportunities when presented for profitable investment.

Among the concerns represented by Mr. Donovan are V. Guerra Diaz & Company, Tampa, manufacturers of La Mega and the Artemio; The Philippine Cigar Company, of Manila; Lador, Inc., of Switzerland, manufacturers of humidor, with musical attachments; Villazon Company, Tampa, manufacturers of Villazon de Luxe, an exceptionally fine piece of merchandise which is taking well wherever introduced, and the Lion Match Company, of New York.

Benish & Meyer, jobbers of Selma, Ala., who have recently taken on the Villazon de Luxe, and the jobbing house of J. J. Lum, of Vicksburg, Miss., the largest of its class in that city, have nothing but words of praise for the Villazon de Luxe. Mr. Donovan's New Orleans headquarters are at Lionel's Cigar Store, in University Place.

International Expo

The International Trade Exhibition, known locally as the "Intrex," one of the largest affairs of its kind in the United States, has started to function, and most of the prominent cigar manu-

facturers have already installed exhibits of their products therein. Among the number who have made reservations to date, and who are now placing their goods on display, are A. Falk & Son, Phil. D. Meyer & Son, and M. Trelles & Company.

Each exhibitor is allowed a minimum of one hundred square feet of space on the lower floor of the mammoth fireproof structure with 540,000 square feet of space, which was built by the United States government during the world war, and which has now been placed at the disposal of the authorities here by the federal government through the efforts of the Association of Commerce and others. The exhibition was recently opened with much pomp and ceremony by President Coolidge from the Executive Mansion at Washington.

It is to be a permanent display of what Louisiana and the other states of the Union have in raw materials and finished products. The exhibition was packed with sightseers during carnival week, despite the unusually wintry weather that prevailed, and now that ideal springlike conditions have become an established fact, the crowds in attendance, particularly on Sunday, give promise of its being a great and enduring success.

Trelles Affairs

Leo Trelles, son of Manuel Trelles, has returned to the city and is now engaged in looking after the factory's trade in New Orleans, preparatory to replacing his uncle, Mac Trelles, general sales manager, who is even now getting in readiness to take his long desired trip back to Spain, his native heath, which he has not seen in years. He will sail from New Orleans May 1.

Manuel Trelles has returned from his trip to Connecticut, where he went to

lay in a supply of shade grown for his factory's use during 1926. He found the quality of the leaf very fine, purchased the full complement for the factory's needs, though the prices asked were somewhat higher than in 1925.

The consensus of opinion of the big factory buyers, whom he met and exchanged views with in regard to conditions of the industry for the future, coincided with those which he entertains, namely, that the 1926 prospects of the cigar manufacturing business are very good, and that there is no particular reason for the manufacturer to feel grumpy from present indications if he will but put quality in his products. The business of the local factory for January, 1926, showed a very flattering increase over that of January, 1925, Mr. Trelles declared.—CRESCENT.

St. Paul Dealer Passes Away

ST. PAUL, Minn., Feb. 25.—In the death last week of John Danchertsen, of this city, who has been a cigar merchant for more than twenty-five years, St. Paul loses a celebrity. He was sixty-one years old, and he had been proprietor of the Winecke & Dorr cigar store at Fifth and Roberts streets. His death came suddenly at St. Joseph's Hospital, and he is survived by his wife and two sons, John and Charles.

Lloyd Succeeds Bercovich

LOS ANGELES, Cal., Feb. 23.—With the retirement of William Bercovich, as manager of the Southern Tobacco Company here, L. V. Lloyd is to be the new boss. Mr. Lloyd was formerly district sales manager of the local Liggett & Myers Tobacco Company branch, and more recently has acted as specialty representative for the American Cigar Company on the Roi-Tan cigar.

Harris In-B-Tween Cities

Coming from Baltimore, and the factory of Kraus & Company, the In-B-Tween and Amorita cigar manufacturers, M. Harris spent some little time in New York, and then went on over to the Connecticut markets.

Tifton, Georgia, Wants
Tobacco Industries—

and Offers Capital:

—excellent factory sites in a thriving Southern Georgia town where the County alone produced 5,000,000 pounds of bright tobacco in 1925! Only five years ago the County's production was but 50,000 pounds; these figures give a dramatic idea of the trend of the times in tobacco growing!

—cheap hydro-electric power and inexpensive labor of above the average intelligence, where labor troubles are unknown. The Imperial To-

bacco Co., Ltd., of England, operates a large stemming plant in Tifton, employing 600; they are delighted with their investment.

—unexcelled transportation facilities, good freight rates, three trunk lines. Delightful place to live; one of healthiest counties in United States; mild winters, pleasant summers.

—it will pay you to investigate the possibilities offered by Tifton, Georgia. Full facts on request.

TIFTON FACTS

Location: Tift County, southern central portion of Georgia. Population, 1925, 3,500; County, 17,000. County has Board of Trade, with 2,000 membership!

No state income tax; city tax rate 18 mills, state and county 18 mills.

Two banks with combined capital and surplus of \$550,000.00. Hydro-electric current, unlimited capacity; remarkably low rates to quantity users.

Three trunk line railroads, Atlantic Coast Line, Southern and A.B. & A., with 32 passenger trains daily.

Elevation 370 feet. Average annual temperature 66.4 degrees, summer only 80.6.

Flowers bloom all the year; rich agricultural county, which makes possible excellent food at low cost. First class schools, good churches, live civic organizations. Tobacco production steadily increasing; average price paid in Tifton market, 1925, 14c.

Lumber and building material very cheap; many saw mills, one hardwood mill.

County land from \$10 acre up; all good land; town property very reasonable, but rapidly headed upward.

BOARD OF TRADE, TIFTON, GEORGIA



GEO. A. LEA, President.
I. R. BASS, Secty.-Treas.

ORDER OR CONTRACT
Danville, Va.

GEO. A. LEA & COMPANY
Incorporated
LEAF TOBACCO BUYERS AND BROKERS
SATISFACTION GUARANTEED
Cable "LEA"

J. D. ROGERS, Vice
General Manager
PERSONAL SUPERVISOR
Rocky Mount

L. B. JENKINS & COMPANY

Leaf Tobacco Dealers

Kinston, N. C., U. S. A.

Buyers and rehandlers of all grades of Bright Leaf Tobacco. Domestic and export types bought on order or contract. Modern redrying plant equipped with improved machinery and ample storage facilities.

Correspondence Solicited

Cable "Jenco"

Samples Furnished

Cable "Wright"

Codes: Western Union: A. B. C. 5th Ed.

WRIGHT-HUGHES TOBACCO CO.

INCORPORATED

LEAF TOBACCO DEALERS

ALL GRADES VIRGINIA, CAROLINA AND KENTUCKY TOBACCO
ORDER OR CONTRACT—SAMPLE UPON APPLICATION

Storage Capacity 5,000 hogheads

WINSTON-SALEM, N. C., U. S. A.

THE HENDERSON TOBACCO CO., INC.

HENDERSON, N. C.

Dealers, Packers & Exporters

LEAF TOBACCO BOUGHT ON CONTRACT FOR FOREIGN AND DOMESTIC USE
VIRGINIA AND CAROLINA TOBACCO ALWAYS ON HAND

Samples Submitted

Cable Address "Henco" Henderson, N. C.

Proctor Redrying System
Code: Arnold's No. 5

Cable Address: "CLARK"

Code: "ARNOLDS NO. 5"

Largest Loose Leaf
Tobacco Market in
the World

W. T. CLARK & COMPANY

Dealers in All Grades
Bright Leaf, Strips,
Stems and Scraps

Established 1887

Packed for Export and Domestic Trade

We operate in North Carolina, South Carolina, Virginia and Georgia

Head Office: WILSON, NORTH CAROLINA, U. S. A.

Packing guaranteed. Samples submitted on application.

C. B. CHEATHAM CO.

INCORPORATED

LEAF TOBACCO DEALERS

All grades Bright Leaf Tobacco bought on order or contract. Ample redrying and storage facilities.

Cable: "Checo"

FARMVILLE, N. C., U. S. A.

THORPE & RICKS, Inc.

Codes—Arnolds
Nos. 5 & 15
A. B. C.
5th Edition.
Cable Address:
THORPE.

Established 1886

BRIGHT LEAF TOBACCO



Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

C. W. WALTERS CO., INC.

South Boston, Va.

Packers and Dealers in

Mullins, S. C.

LEAF TOBACCO

Specializing in
Virginia, Eastern Carolina and South Carolina Tobaccos

KINSTON TOBACCO COMPANY

Incorporated

DEALERS IN LEAF TOBACCO—EXPORT AND DOMESTIC TYPES

Buyers and Rehandlers of All Grades of Bright Leaf Tobacco on Order or Contract

Complete Redrying Plant and Ample Storage

CORRESPONDENCE INVITED—SAMPLES ON APPLICATION

R. Y. Speed, President

W. H. Armistead, Vice-President

R. P. Watson, Vice-President

KINSTON, N. C., U. S. A.

A. L. GLASGOW, President J. ROSS NEWELL, Sec. & Treas.
1301 East Main St.

VIRGINIA LEAF TOBACCO CO., Inc.

Dealers and Exporters

LEAF TOBACCO

Cable: "Vileco"

RICHMOND, VA.

All Codes Used

Cable Address: "Kyle"

A. D. KEEN, Pres. & Treas.

A. D. KEEN TOBACCO CO., Inc.

Successors to E. K. JONES & CO.

Tri-State Co-op Again Haled to

New Dissolution Action Started in Franklin County.
Superior Court—Ex-Judge Joins Col. Person
Drive Against Mutual Marketing Association.

HENDERSON, N. C., Feb. 27.—Former State Senator W. M. Person's much talked of second suit to dissolve the Tobacco Growers Co-operative Association was to be started this week in Franklin County Superior Court in his home town of Louisburg, in the county adjoining this. The law firm of Jones & Horton, the latter a former Superior Court Judge in this State, have signed the complaint with Colonel Person, according to the Raleigh News and Observer, with the names of 25 Franklin County farmers appearing as plaintiffs, all of them said to be members of the association who have not broken their contracts.

It is anticipated, it is said, that there will eventually be 5,000 farmers as plaintiffs. The complaint asks for an accounting by the officials and directors of the association, as well as alleging insolvency.

The suit to be prosecuted in Franklin County will be an action in equity, in which the plaintiffs may be joined by any other member of the association who is willing to swear to the allegations contained in the complaint, which is said to be in what is known in legal parlance as the verified form, the first allegation being that a membership contract was executed between the plaintiffs and the tobacco association, and a further requirement being that they "have in all respects complied with said contract, and have been loyal to the obligation assumed by them by reason of the execution thereof."

In addition to the charges of extravagance that have already been aired in the public prints, this complaint makes the further charge of discrimination in the making of contracts. The name of United States Senator F. M. Simmons, of North Carolina, large farmer of eastern North Carolina, is brought into the document, which alleges that "the contract entered into by the senior Senator from North Carolina, Hon. F. M. Simmons, as well as many others, being different in its terms from the contracts executed by these plaintiffs and others." This is said to be one of the reasons assigned for demanding a receivership, the lack of mutuality in contracts being declared as fatal to the purpose for which the association was formed.

In addition to the general allegation of insolvency, it is declared that the association has failed of the purpose for which it was formed in five particulars, as follows:

Specific Charges Made

First—That it failed to secure the signature of one-half of the production grown in 1920, as was required to be done in the contracts signed.

Second—That the directors and other officials "have grossly mismanaged the affairs of the association and are continuing to dissipate and waste the assets of the said association."

Third—That the said officials have been guilty of a gross abuse of the discretion imposed in them by the virtue of their office and have violated the trust so reposed in them."

Fourth—That the directors and offi-

cials "have fraudulently received and devoted funds of said association and it is asked that "they account for profits made in addition to their salaries in account for the damages incurred by the members of the association by reason of such conduct of these officials."

Fifth—That mutuality of contracts has been destroyed.

Asks for Jury Trial

Although an action in equity complain asks for a jury trial, the issues raised by it. There to be 15 pages of the complaint contains all the charges and allegations that have been brought against the opponents of the Tobacco Growers Cooperative Association, includes revelation of the Financial Commission reports and the revelations contained in three exhibits filed by the Tobacco Growers Cooperative Association brought by Senator Person's resolution of the association. Calvert refused in that case to dissolve on the ground that the association had not been shown.

The first cause of action in the complaint is that the association was formed by fraud or mistake by the association in proceeding under the assumption that half of the production of the three states was sent in the sign-up. It is that there were many duplications that many signatures were through misrepresentation.

Second Cause of Action

The second cause of action deals with the charges of extravagance, items pointed out by payment of \$98,000 in attorney's fees from the State of California, the employment of lawyers of nearly 100 other lawyers in chief being the president of said organization, who has received for the sum of \$53,000, in addition to other office expenses and salaries made to him and his firm. It is made to salaries running \$40,000 to \$4,000 a year for the officials, and the purchase of many warehouses.

The complain charges the expenditure of thousands of dollars in junketing trips to European parts of the world in the effort to force manufacturers to buy tobacco, and alleges that the action of the Federal Trade Commission was secured for the purpose of forcing the Imperial Tobacco Company, and that after it appeared the report of the commission was unfavorable, "Earl Disston, attorney and politician of Detroit, who was former Assistant Attorney General under Harry Daghlian, Teapot Dome fame, at a fee of \$5,000 and one Sapiro at a fee of \$5,000 employed to wrongfully suppress publication of such reports for months, and the same was until January 8, 1926, that such directors and officials keep the members of said association in the dark."

LEAF TOBACCO BROKERS AND DEALERS

Specializing in Old Belt, Virginia & Carolina Tobaccos.
Full lines carried in stock. Samples on application.

Arnold's Code No. 5, 15, 15A, B. C. 4th & 5th Ed.

Danville, Va.

CHINA AMERICAN TOBACCO CO. Inc.

Packers—Dealers—Exporters

ALL TYPES OF

LEAF TOBACCO

Rocky Mount, N. C.

"CHIMERICA"

Richmond, Va.,
9th and Main Sts.

All Codes

New York, N. Y.
21 Broadway

Cable Address:

FACTORY AT ROCKY MOUNT, N. C.

BRANCH FACTORIES IN PRINCIPAL MARKETS OF ALL TOBACCO DISTRICTS.

of said report and there-
the control of the 1925
forth that the tobacco asso-
received 446,000,000 pounds of
in 1922, 1923, and 1924, for
aid the growers \$72,600,000,
against \$16.25 per hundred
pounds, which is declared to have
a loss of \$37,000,000 to the
of the association.
million pounds of the crops of
1924 are alleged to have been
mortgaged. Because of
other allegations in the com-
this declared the association
to be bankrupt.

Fourth Cause of Action

the cause of action has to do
the drying policies of the as-
which have been under fire
may quarters since it became
known that R. R. Patterson and T. C.
and other officials and em-
of the association profited
in addition to their salaries.
irregularity in the keeping
of minutes of the meeting of the
committee relative to the
then on redrying policies are

declared that the directors and
officials of the association
trustees of an express trust
of the profits made by the
directors and salaried officials
of the association. The same
have amounted to 118,000,000
pounds, a profit of \$827,000.

to make settlement with
ber for their tobacco and the
of tobacco delivered to the
nation as well as the expenditure
of more than \$300,000 through
dia corporations for real estate
with as further evidences of
of an express trust by the al-
and directors.

Fifth Cause of Action

the fifth cause of action charges
expenditure of large and unneces-
sary, the overhead expenses for
first year being placed at a million
pounds and the operating expenses at
\$1,000,000 all of which is alleged to

have been taken wrongfully from the
selling price of tobacco. The purchase
of warehouses, the payment of salaries
to directors as employees, the main-
tenance of lobbies, the spending of
large sums "to publicity agents and
for newspaper propaganda in an ef-
fort to keep the members of the as-
sociation in the dark," the institution
of law suits, the requiring of the pay-
ment of liquidated damages for non-
delivery of non-member tenants' crops
are among the items of fraudulent
misapplication of funds by the di-
rectors and officials of the association.

Various Causes Set Forth

The fifth cause of action is stated as
a lack of mutuality, while the sixth
cause of action is the general allega-
tion of insolvency by reason of the
various other allegations set forth in
the complaint and demand for relief.

The complaint is said to be signed
by W. M. Person and Jones and Hor-
ton, and provides for verification by
those appearing as plaintiffs in the
action.

Danville Average Lowered By Inferior Grades

DANVILLE, Va., Feb. 27. — Another
million pounds of tobacco were sold
here this week, bringing the season's
total sales for Danville over the 36,500-
000 pounds mark.

The quality is daily depreciating and
inferior tobacco is reducing the season's
average, as is nearly always the case
towards the end of the selling season.
Sales for the week were 1,097,170
pounds, marketed for \$114,562.60, an
average of \$10.44 per hundred pounds.
Sales for the season totaled 37,695,249
pounds, sold for \$5,997,321.25, at an av-
erage of \$15.91.—TETLEY.

Peru Buys Cigarette Paper

WASHINGTON, D. C., Mar. 1.—The
Peruvian Tobacco Monopoly has just
purchased 1,404 bobbins of wheat straw
cigarette paper from Figo de Gisbert
Terol, of Alcoy, Spain, at a total price
of 10,547 pesetas 46 centimes, according
to a report from Commercial Attache
H. Bentley MacKenzie, Lima.—LAMB.

Factories: Petersburg and Blackstone, Va.

WILLIAM B. BEACH & CO., Inc.

DEALERS AND PACKERS OF LEAF TOBACCO

Strips—Scraps—Stems—Africans

PETERSBURG, VA., U. S. A.

Cable Address: "Beach," Petersburg

THE VENABLE TOBACCO CO., Inc.

Cable Address "Venable."

Arnold's Code 5, Commercial Telegraph & Cable Code.

LEAF TOBACCO BROKERS

Durham, N. C., U. S. A.

ALL GRADES OF LEAF TOBACCO AND STRIPS

CHAMBERLAYNE LEAF TOBACCO CO.

RICHMOND, VIRGINIA

H. G. Whitehead

W. P. Anderson

S. H. Anderson

WHITEHEAD & ANDERSON

LEAF TOBACCO Commission Merchants and Exporters

Specialize Eastern Carolina bright tobaccos, all grades, lowest to highest. In position by
reason of close touch with entire trade to furnish on short notice any type
tobacco from Bright or Old Belts Carolina or Virginia and all districts Kentucky.

WILSON, N. C., U. S. A.

The largest bright leaf tobacco market in the world.

Cable Address: "Dorothy"

Codes A. B. C. 5th Ed., Arnold's No. 5, Western Union

Cable Address: WILTOBAC, Wilson, N. C.

WILSON TOBACCO COMPANY

Dealers in **LEAF TOBACCO**

Strips, Scraps and Stems

Samples submitted on request

WILSON, N. C., U. S. A.

Cable "Winleaf" Winston-Salem, N. C.—Codes A B C 4th & 5th Editions Western Union

WINSTON LEAF TOBACCO & STORAGE CO., Inc.

DEALERS IN LEAF TOBACCO

Order or Contract

Strips, Scrap and Stems. Complete Facilities
Samples Submitted on Request

WINSTON-SALEM, N. C., U. S. A.

Norfolk, Va. Baltimore, Md. New Orleans, La. Paris, France

C. A. SULLIVAN CO., Inc.

44 WHITEHALL STREET, NEW YORK, N. Y.

Export Freight Agents

Specialists in the Handling of Tobacco for Export. Highest financial
and Business References.

E. V. WEBB & CO.

Cable "IRVINE"
Kinston, N. C.

LEAF, STRIPS, SCRAPS AND STEMS

ORDER OR CONTRACT

COMPLETE FACILITIES

CORRESPONDENCE SOLICITED

SAMPLES ON APPLICATION

KINSTON, N. C., U. S. A.

ANDREW JAMISON, President

Established 1885; Incorporated 1910

W. A. ADAMS COMPANY

—BUYERS AND EXPORTERS OF—

ALL GRADES OF OLD BELT

LEAF, STRIPS, SCRAPS AND STEMS

OXFORD, NORTH CAROLINA, U. S. A.

PERSON-GARRETT COMPANY, Inc.

LEAF TOBACCO DEALERS

Rehandlers of and Dealers in all Types of Carolina and Virginia Tobaccos. Modern
Redrying Plant Equipped with Latest Improved Machinery and Ample Storage Facilities.

SAMPLES SUBMITTED UPON REQUEST

Domestic and Export Types

R. M. GARRETT, Pres. GREENVILLE, N. C., U. S. A. R. P. WATSON, Vice Pres.

Cable: Monk

Codes: { Arnold's Nos. 5 & 15
Western Union

A. C. MONK & CO. Farmville, N. C.

A Large Supply of Leaf Tobacco Always on Hand.

We buy all grades Bright Tobaccos, Virginias, Darks and Burleys, Steam and
Natural Season. Samples Furnished.

Branch Factories: Wilson, N.C.; Wendell, N.C.; New Bern, N.C.

VIRGINIA
CAROLINA
SEED LEAFKENTUCKY
CLARKSVILLE
SPRINGFIELD
HOPKINSVILLE
WESTERN DIST.BURLEY
OHIO
MARYLAND

J. P. TAYLOR & CO., Inc.

Leaf Tobacco of all Descriptions

Packers, Dealers, Exporters, Importers

Our own domestic and foreign packing plants enable us to meet all requirements

Cable address: Jaquelin

RICHMOND, VA., U.S.

DIBRELL BROTHERS Inc.

Leaf Tobacco Dealers

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

Cable Address "Dibrell"—Danville

B. P. EGGLESTON & CO.

Established 1892

DRAKE'S BRANCH, VA.

D. Q. EGGLESTON

DEALERS IN LEAF TOBACCO

Specialty:—VIRGINIA DARKS

Your Business Solicited

Correspondence Invited

J. E. SEARS & COMPANY

APPOMATTOX, VIRGINIA, U. S. A.

VIRGINIA DARK TOBACCO

Bought on order or contract for domestic, or foreign account

Ample facilities for steam and air drying

We manufacture hoghead shooks. Stock on hand at all times

Read Tobacco Weekly

Established 1857

R. C. MORTON & CO. LEAF TOBACCO DEALERS

RICHMOND, VIRGINIA

Cable address, Morton-Richmond

Bright and Dark Virginia

Burley—Western—Seed Leaf

Strips—Scraps—Stems—Cuttings

Dunnington & Company

(Successors to W. C. DUNNINGTON)

Leaf Tobacco Dealers

Packers and Exporters

Our facilities are ample to buy, handle and redry in the best manner, any Quantity of Tobacco in any way desired. Branches on principal market of Virginia.

Farmville, Va.

Cable Address: "Dunnington," Farmville, Va. All Codes.

Henderson Has Additional Sales Week

HENDERSON, N. C., Feb. 27.—A meeting of the members of the Henderson Tobacco Board of Trade held last Monday decided to keep the Henderson tobacco auction market open for another week, with the result that the new date fixed is that of Friday, March 5, and the sales of tobacco during the past week appears to have justified that action.

Past week's sales amounted really to more than did the previous week by nearly 50,000 pounds, and amounted in all, according to figures from the office of the secretary of the board, to 244,754 pounds. This sold for \$22,767.94, an average of \$9.30 per hundred pounds. This figure sets a new low level for several years here for price averages, and is ascribed to the uncommonly poor grade of tobacco offered on sale. It is contended by tobacco men that the average remains high for a given grade of the weed, and the average of \$19.95 made Thursday would seem to bear this out. This latter figure was for a sale of slightly more than 10,000 pounds for the day. One farmer, however, who had not sold all of his crop, laid down more than 4,000 pounds of some of the best tobacco the market has had, at least in such a quantity, this season. Some of it is understood to have gone at a price around 30 cents per pound.

The past week's sales run up, the season total to date on the Henderson market to 9,680,992 pounds. This has been sold for a total of \$2,069,598.93, or an average of \$21.37 per hundred pounds.

It now seems likely that probably another 100,000 pounds will be sold here, and that the season's final figures will be within a quarter of a million pounds of the 10,000,000 pound goal set for the market at the beginning of the season. It is the belief in some quarters that the de-

lay of several weeks in the local auction market last year, the date that was originally set for the closing here of fully enough tobacco to make the goal, this week probably gone from Henderson territory, eastern North Carolina market were already in operation at the time.

Indications now are that the market will sell something over 100,000 pounds at an average around 100 hundred pounds. While the average for this season will be less than that for the previous season, total money paid out to farmers, 3,500,000 pounds more will be \$800,000 more.

Announcement was made by Manager Pugh of the association of houses here that the Henderson tobacco market would close for the week of Friday, March 12. He said that the warehouses at Oxford and Roanoke, to the west, would close the day.

Mr. Pugh would not state whether the tobacco had been delivered here the past season from the 1922 season, but that he did not have a large stock at hand, but that they were only in the offices of the association in Richmond. It is thought, however, that the average of 500,000 pounds at a conservative estimate.—H.A.D.

Hartman on Coast

SAN FRANCISCO, Cal., Feb. 27.—Mr. V. J. Curtis, local manager of the Crescent Manufacturing Co., Seattle, is Bruce Hartman, a well-known and eastern representative of the plain products now so popular in tobacco and cigarette manufacture over the country. Mr. Hartman soon return to his old territory many pleasant weeks on the coast.

J. E. BOYD AND COMPANY, INC., South Hill, Va. DEALERS IN LEAF TOBACCO

Buyers and redryers of leaf tobacco on order or contract. Storage warehouse under government regulation. Stocks of leaf tobacco on hand at all times. Samples submitted on request.

Established 1898

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Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.

Correspondence solicited.

Satisfaction guaranteed.

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RICHMOND OFFICE
100—Shockoe Slip

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Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

Buyers on All Important Markets in Virginia and Carolina

ABLE ADDRESS: "Penn," Danville, Virginia
ABLE ADDRESS: "Penn," Richmond, Virginia

CODES USED: Western Union, Arnold's 5 and 15, Bentley's

burg Mart in Strong Position

RG, Va., Feb. 27.—John D. of the Lynchburg Tobacco Company makes the following statement of leaf tobacco sold on the "open" market:

Pounds	185,200
Feb. 26, 1926	8,212,700
Feb. 27, 1926	7,955,400

for 1926 257,300
crop of tobacco grown in the last year all sold was clearly indicated by the light receipts this week, the inclement weather part of the week have caused them to be smaller than would have been otherwise.

whether for handling tobacco and it is ready for market could not be better and the probability is there will be fair sales next week. The market closes for the season on Feb. 28. There are only three more days left to sell, and it is strongly probable that all having tobacco to market will have it sold by the first of the minute.

There is a better feeling and more confidence on the market than for some time past; this was particularly true of the better grades, which were in demand, at prices which compared favorably with any time during the season.

The lower grades are selling somewhat better, but are still very dull, though there is a little more activity in all, the market is in a better condition than has been.

Parcel Post Bill

(Continued from page 6)

problem confronting the cigar export today is nothing compared with that which would have to be met if parcel post appraisers of parcel post tobacco as cigars coming in through the channels are limited to commercial brands entered at customs ports while parcel post shipments consist chiefly of wholly foreign merchandise entered at forty-five percent offices. We do not hesitate to predict that should this law be enacted, the customs service would find it impossible to secure the services of appraisers competent to appraise a factor in the duty on tobacco brought in by parcel post. Men competent for such work would not have a trade experience that would entitle them to a rate of compensation as high as is now paid in the case of appraisers employed in the case of goods paid by the Government. The possibility that the Cuban government would denounce the recently concluded postal treaty in the event the R. 897 should fail to become law on July 1, 1927, is too serious for consideration. The export treaty between the

United States and the Island negotiated in 1903 has proven of enormous advantage to Cuban producers who during the past two years have enjoyed a favorable trade balance averaging more than \$112,000,000 per annum. The 20 per cent reduction in United States import rates on Cuban products has operated as a free gift to Cuba from our Treasury of over \$300,000,000 since the agreement became effective. To assume in the face of these figures that the Cuban government would take any action placing a limitation however slight on her trade with the United States is too preposterous for a moment's consideration.

Baltimore Market

BALTIMORE, Md., Feb. 25.—Gieske & Niemann, leaf tobacco merchants, make reports as follows:

MARYLAND:—The receipts for last week totaled 165 hogsheds, with sales of 145 hogsheds, which shows the market is active.

OHIO:—Nothing to report.

Association Data

Leaf Tobacco Associations of Baltimore City issue these statistics for the week ending February 24:

Receipts, Including Reinspections

	This Week	Previous Week	Total	Net to Same Date 1925
Maryland	187	1,226	1,413	1,102
Ohio	...	2	2	...
Total	187	1,228	1,415	1,102
Reinspections this week:	Maryland, 22; to date, Maryland, 311; Ohio, 2.			

Deliveries

	Coastwise and Domestic	Foreign	Total	Ohio	Total
This week	320	128	448	...	448
Previously	752	5,144	5,896	42	5,938
	1,072	5,272	6,344	42	6,386

Stock in Warehouses

	Maryland	Ohio	Total
Stock Jan. 1	11,451	680	12,131
Receipts since	1,102	...	1,102
	12,553	680	13,233
Delivered since	6,344	42	6,386
Stocks today	6,209	638	6,847
	Maryland	Ohio	Total
This week	145	...	145
Previously	1,120	15	1,135
	1,265	15	1,280
Groundleaves to date,	792 hogsheds.		

Zuckerman in West

Pipes for the spring trade are of interest to jobbers and retailers all over the country just now, so Sam Zuckerman, of H. L. Rogers & Company, New York, packed his grips last week and left for the middle west.

CLARK BROS. & CO.

Buyers, Packers and Exporters

All Grades Virginia and Carolina Tobaccos.
Also Kentucky Air Cured and Burley Types.

We cover closely the Virginia Dark Belt and specialize in this type of Export.

BEDFORD, VIRGINIA

CABLE: "Edmunds" Danville

CODES: Bentley's, Lieber's

J. M. EDMUNDS COMPANY

INCORPORATED

DANVILLE, VA., U. S. A.

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Virginia, Carolina, Kentucky and Tennessee Leaf Tobaccos

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Incorporated

Leaf Tobacco Brokers

GREENVILLE, N. C., U. S. A.

All Grades of North Carolina and Virginia Leaf Tobacco and Strips

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Leaf Tobacco Dealers

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Orders or Contract. Samples upon Request.

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Cable "FATOCO"

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Codes: Bentley's
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Bright Leaf Tobacco

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U. S. A.

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ALSO CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS

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Dealers & Exporters of all kinds of

ESKE & NIEMANN, Leaf Tobacco, BALTIMORE, MD.
Headquarters for Maryland and Ohio Tobaccos

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Branches:

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Plants and equipment for Buying, Air Drying and Packing on all One-Sucker Markets.
—Any Quantity—Samples Cheerfully Submitted.

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FRANKLIN, KENTUCKY, U. S. A.

Exporters of Leaf Tobacco

Specializing Kentucky—Dark Air Cured

—Any Quantity—Samples Cheerfully Submitted.

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Latest Proctor System

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Operating on markets at Franklin, Tenn.,
Mt. Pleasant, Tenn., and Hartsville, Tenn.,
and Scottsville, Kentucky.

Head Offices: Nashville, Tenn.



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{ENGLAND—Inrade, Liverpool.

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(Formerly called ROSS-VAUGHAN TOBACCO CO.)

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FOR HOME TRADE AND EXPORT

Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying
U. S. A. Offices—Owensboro, Ky.

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Factories—OWENSBORO, KY., LOUISVILLE, KY., PRINCETON, KY., SEBREE, KY., ERIN, TENN.
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Leaf Tobacco Brokers, Dealers and Rehandlers

Can handle all grades in any way desired, on Order or Commission. Personal care given
all business, with special attention to Green Rivers and Burleys

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Russellville, Ky.
Hartsville, Tenn.
Carthage, Tenn.

Contract or Commission

Hopkinsville Prices Lowest Point

HOPKINSVILLE, Ky., Feb. 27.—The Hopkinsville market during the last week touched the lowest point of the season, when an average of only 1,613,040 pounds.

The gradual decline in prices of local market for more than a year has caused a great amount of speculation on the part of both wholesalers and farmers. Although explanation many times offered out a decline in the quality of offerings, loose floor men deny this is the case, many contending the quality of offerings during past few weeks has been as high as any time during the season.

Hunter Moss, secretary of the Cock Warehouse Company and chairman of the sales committee of Hopkinsville Tobacco Board declared it is "useless to say that the low average of these weeks is caused entirely by grades, when the truth is the market is gradually weakening buyers are actually paying a few dollars less for their tobacco and did two months ago and the grades the price has fallen about \$5 per hundred pounds.

"We have always tried to public the truth about the Hopkinsville tobacco market, and there is trying to contend that good offerings as much as it did. The opinion that the average quality of offerings is as high now as it was this season," he concluded.

D. M. Butler, salesman and manager of Butler & Jackson's Local, expressed the opinion that the grades are suffering from medium, good and fine leaf and holding their own very well, and seconds are off to a great extent and the price of low leaf has nearly in half," he said.

"Every type is decidedly less it should be," according to Gillihan, secretary-treasurer of Farmers Loose Floor, who said tobacco comes nearer to its own than any, but even it is less. There has been no big change in quality of offerings that is the opinion of M. J. Jandy & Company's floor manager.

"All grades are off to a great extent," he said, "but good tobacco not suffered so much. While some growers deliver crops which the good leaf was in the barns."

This week's sales made in the season of 17,599,390 pounds the season's average price. Sales during the same period last season amounted to 10,478,530 pounds.

The position of one of the who is well posted on tobacco is that "We have a good really good, useful tobacco that has been well fired and well looked there is no upward tendency demand for common and w."

This statement was made by Hancock, president of the Hopkinsville Tobacco Board of Trade.

Quotations for the week: Trash \$2.50 to \$4; Lugs, medium to \$5, medium \$5 to \$8, good \$8

Louisville Market

LOUISVILLE, Ky., Feb. 27.—The Louisville Tobacco Board of Trade reports the hogheads leaf tobacco transactions as follows:

Tobacco Sales for the Month and Year to February 26:

Ware-houses	Auction Sales	Private Sales	Total for Week	Year Jan. 1 to date
Kentucky & Louisville	248	20	268	2,914
Main Street	150	...	150	1,241
Planters-Farmers	18	1	19	767
	416	21	437	4,922
Year 1925	...	...	509	9,302
Year 1924	...	...	655	11,042
Year 1923	...	...	1,257	16,243

Classifications of This Week's Sales

	Old Crops	1925 Crops	Total
Burley	19	400	419
Dark	5	13	18
	24	413	437

Classifications of Sales Jan. 1 to Date

	Old Crops	1925 Crops	Total
Burley	685	4,124	4,809
Dark	90	13	103
	775	4,147	4,922

Classification of Sales to Same Date in

	1925	1924	1923
Burley	8,869	10,173	15,067
Dark	433	869	1,176
	9,302	11,042	16,243

Comparisons With Previous Years

	1926	1925	1924
SALES			
Total sales of new crop to date	6,777	10,663	13,147
Sales of new crop to date	6,777	10,663	13,147
Original inspection	5,855	9,031	11,549

REJECTIONS

	1926	1925	1924
Rejections this week:			
Burley	115	...	...
Dark	...	...	...
Total	115	76	77

Percentage of rejections to auction sales:

	1926	1925	1924
Burley	28	...	...
Dark	...	...	...
Total	28	18	14

Rejections, Jan. 1 to date:

	1926	1925	1924
Burley	940	...	...
Dark	...	...	...
Total	940	1,852	1,514

RECEIPTS

	1926	1925	1924
Receipts this week	310	638	579
Receipts, Jan. 1 to date	3,374	7,405	7,941

Quotations at Louisville February 26

Burley, Old Dark Red Colory Dark Mig.

Trash, green or mixed 8-10 11-13 14-16 6-7

Trash, sound 10-11 12-14 17-19 6-7

Common lugs 13-15 16-18 19-21 6-7

Medium lugs 17-19 20-22 23-25 7-8

Good lugs 20-22 23-25 26-28 7-8

Common leaf 16-18 19-21 22-24 10-12

Com. leaf, short 11-12 14-16 18-20 8-10

Medium leaf 18-20 22-24 26-28 14-16

Good leaf 24-26 26-28 29-31 18-20

Fine & Select 28-30 30-32 33-35 22-25

Burley, 1925 Crop Dark Red Bright

Trash, green or mixed 8-10 11-12 14-16 6-7

Trash, sound 10-11 12-14 17-19 6-7

Common lugs 13-15 16-18 19-21 6-7

Medium lugs 17-19 20-22 23-25 7-8

address, "WILSIMMONS"

Codes { A. B. C. Fifth Edition Improved
Arnold's No. 5 and 15

Established 1886

W. H. SIMMONS & CO.**Packers, Dealers and Exporters
ALL GRADES TENNESSEE AND KENTUCKY TOBACCO**

Correspondence Solicited

\$12 to \$15; Leaf, low \$5 to \$8,
medium \$8 to \$15, medium \$15 to \$20,
\$20 to \$30, and fine \$30 to \$32.50.

Tennessee Burley Tobacco Sales

Lexington, Tenn., Feb. 20.—Sales on
Tennessee Burley tobacco mar-
keting Abingdon, Va., have been

Greeneville
Pounds Average
This week 410,892 \$16.66
Last week 801,146 18.02
To date, 1925 crop 11,038,746 19.08
To date last year 14,193,212 21.88

Knoxville
Pounds Average
This week 167,750 14.41
To date, 1925 crop 4,221,488 19.14
Morristown
Pounds Average
This week 21,656 13.57
To date, 1925 crop 1,560,018 19.13

Johnson City
Pounds Average
This week 34,832 14.20
To date, 1925 crop 1,655,032 17.58
Abingdon, Va.
Pounds Average
This week 148,018 16.12
To date, 1925 crop 2,900,860 18.04

Prices for section to date, this
week, 21,144 pounds. Average price
for section to date, \$18.84.

Prices for Johnson City and Knox-
ville this week. We expect
the week-end and Abingdon will sell pro-
ducing 100 pounds more. Both of these
markets close Friday the 26th.—THE
W. H. SIMMONS COMPANY, INC.

**Lexington Deliveries and
Prices Decline**

LEXINGTON, Ky., Feb. 27.—Sales of
tobacco on the Burley auction markets in
Lexington the past week totalled 530,080
pounds, which brought \$90,828.97, an
average of \$17.14 a hundred. Both de-
liveries and prices have dropped consid-
erably since the peak of the market was
passed in the January sales. While De-
cember sales exceeded considerably the
amount sold in December of 1924, the
January, 1926, sales, were but little
more than those of January, 1925.

No information has been given out as
yet as to the amount of tobacco de-
livered by the Burley Tobacco Growers'
Co-operative Association, generally re-
ferred to as the "pool," but the situa-
tion so far as it affects the pool and its
probable re-sign-up, is declared by
growers who belong to it as favorable
and as indicating that the growers will
continue their organization.

No further sales by the pool have
been reported recently, but it is gener-
ally known that small sales are being
made by President and General Man-
ager James C. Stone from day to day. It
has not been the policy of the associa-
tion to announce small sales.

Hartig Opens Office

MADISON, Wis., Feb. 27.—New divi-
sional offices have been opened here by
H. W. Hartig, of Milwaukee, for the
Liggett & Myers Tobacco Company in
the First Central Building.

Fine Burley Tobacco Seed**The Standard, Hardy and Colory Varieties**

When we in 1925, under expert supervision on land that a plow had
not been turned before. Virgin soil, now growing scarce, produces vigor,
and color which old land will not do.

Every tobacco grower knows that no fine tobacco can be produced
on good seed. We are prepared to furnish fine seed for every type
of tobacco in the Burley Belt.

"HALLEY'S SPECIAL"—This is the colory disease resistant
developed first on our own land by a representative of the Experi-
ment Station of the University of Kentucky eleven years ago.

This tobacco is vigorous, colory and has plenty of weight, and is the
best tobacco to grow on any kind of soil. It is the only variety to plant
land that has grown much tobacco, insuring a crop when other
varieties fail. This type of tobacco is the great contribution of the Ex-
periment Station to the tobacco trade, and this autumn it took first prize
at the Biennale, Fayette County Community Farm Produce Show.

"COLORY TWIST BUD"—This is the old fashioned type of
tobacco crossed with color—the best weighing tobacco grown with suf-
ficient weight to command a good market price. Many sections of the Bur-
ley Belt are especially suited for this type and any grower who has used
it has been pleased with the net return in dollars per acre.

"IMPROVED HALLEY"—This type of tobacco was developed
in 1907. It is the pioneer as a strictly smoking tobacco and the
winner of several famous Burley cigarettes. It is a stand-up type,
with color on old land and new. This tobacco, smokers from top to
bottom, commanded the leading prices on the Kentucky markets the first
year it was introduced.

FOR SALE BY

The Halley Tobacco Seed Co.

Fayette Warehouse No. 1, Lexington, Ky.

PURE RECLEANED AND GUARANTEED, \$1.50 PER OZ.

THE TOBACCO TRADING CORP.,

All Kinds Kentucky - Tennessee & Virginia - Carolina
— LEAF TOBACCO —
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Kentucky & Virginia Leaf Tobacco Co.
(INCORPORATED)**BUYERS, REHANDLERS AND REDRYERS ON
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FOR DOMESTIC AND EXPORT TRADE

Green Rivers, Burleys, Darks, Virginia and Carolina Tobaccos

Improved Stick and Apron Drying Machines.
With Capacity of 200,000 Pounds Per Day.Samples Submitted.
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PADUCAH, KY., U. S. A.

Leaf Tobacco Broker and Handler of All Grades of Leaf and Strips

Business Solicited on Orders for Commission

Factories: Paducah, Ky., Murray, Ky., Mayfield and Martin, Tenn.

A. R. BLANKS TOBACCO CO.**LEAF AND STRIPS Handled on Order or Contract**

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All Grades of Fired, Air-Cured and One-Sucker

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Rail Road Mills Snuff, Est. 1825

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Maccoboyes—Rappees—High Toasts—Strong, Salt, Sweet and Plain
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Codes:—Bentley's &
Western Union**CHARLES T. W. ARGUE COMPANY, Inc.****Leaf and Strips for Home and Export Trade****Henderson, Ky., U. S. A.****HEADQUARTERS for all grades of Kentucky and Tennessee DARK tobacco, fired and air-cured—****Kentucky to Abandon
Proposed Sales Tax**

LEXINGTON, Ky., Feb. 27.—Governor W. J. Fields, at a conference with about a hundred of Kentucky's leading business men at the capitol the past week, agreed to withdraw his recommendations to the legislature for a sales tax on tobacco and other so called "luxuries," and the business men in conference with the executive agreed to back a bond issue of \$14,500,000, of which \$5,000,000 is to go to the penal and charitable institutions for buildings and other needs; \$5,000,000 to the State University and educational needs and the remainder to pay off the State's floating debt.

The proposed impost on tobacco was so unpopular and so many farmers and business clubs had adopted resolutions protesting against it that the Governor was led to abandon the effort if the needs of the State could be raised in any other way. As the bond issue falls on all alike and does not single out any particular industry for taxation it is believed the people will vote the Governor

the funds his administration needs for the work he has pledged his administration to accomplish.

President and General Manager James C. Stone, of the Burley Tobacco Growers' Co-operative Association, is chairman of an executive committee appointed at the conference to work out bills for the proposed bond issue, which will be submitted separately, and to aid in the presentation of the proposition to the people.

The business men's committee believes the people of Kentucky will approve the plan, Mr. Stone said.

"By going about the matter in a businesslike way, setting out the exact needs so the voters of Kentucky can appreciate and understand what the bond issues are for and why it is necessary to have them, I believe the bond issue fight will be successful," Chairman Stone said.

"It is my opinion that the people of Kentucky think the State debt should be paid. The interest is high and money can be borrowed at much lower rates," Mr. Stone said, adding that the State's buying power would be greatly increased if the debt were lifted.

Mr. Stone said there were few Ken-

tuckians who did not favor assisting the great State University and the penal and charitable institutions. He said the bond issues should be kept separate.

Other members of the business men's committee are: Horace A. Taylor, of Louisville; E. G. Scott, Paducah; D. B. G. Rose, Louisville; James N. Kehoe, Maysville, and George K. Graves, of confectionery business at 489 Seneca Lexington.—J. S. P.

Paducah Prospects

PADUCAH, Ky., Feb. 27.—The volume of offerings over the loose floors during the past week was about the same as last week, with prices remaining unchanged. The offerings have contained a little larger percentage of better grades than last week.

Quotations: Good leaf, 25 to 33 cents; medium leaf, 18 to 25 cents; good common leaf, 14 to 18 cents; common leaf, 9 to 14 cents; low leaf, 4 to 8 cents; good lugs, 4½ to 7 cents; medium lugs, 3½ to 4½ cents; common lugs, 2½ to 3½ cents.

While prices continue low on the common grades, and unsatisfactory to

sellers, growers continue bringing tobacco to market, they seeing a chance for better prices in the near future. Auctions have been fewer and week.

During the early part of the week had fair cool weather and a good plant beds have been burned and indications look more favorable for planting than they have for some time and from what farmers say, they will make a greater effort before, to grow good quality. The demand, however, the acreage will be materially cut.

The Dark Tobacco Growers' Co-operative Association is still making deliveries of the stocks sold this week. We understand this delivery was completed by the middle of March. We have some inquiries for older lugs, and a few private sales have been made recently, but the market stock has been quiet for some time. We understand the sales made this week in the fall included nearly all the common grades of leaf in the western district, and the remainder sold stocks of leaf are of the city.—W. B. KENNEDY & SON.

Cable "LACY."

Codes: Arnold's 5 & 15; Liebers, 5 Letter

A B C, 5th Edition

J. W. Rudolph & Bro. Clarksville, Tennessee**Dealers and Brokers in Leaf Tobacco**

We give our personal attention to all orders either small or large.
Samples submitted upon request. Branch: Springfield, Tenn.

Cable "Miller" Paducah

Codes—A. B. C., 5th Edition

ED. R. MILLER & SONS**DEALERS and BROKERS****Dark Fired Kentucky Leaf Tobacco****PADUCAH, KY.****U. S. A.****DARK TOBACCO**

The Dark Tobacco Growers Co-operative Association — a selling organization for 70,000 tobacco growers of Kentucky, Tennessee and Indiana, with headquarters at Hopkinsville, Ky., U. S. A.—offers for sale all types of tobacco grown in the entire Dark Tobacco District as mentioned to the right. All tobacco handled and graded by expert tobacco men; prices uniform.

FOREIGN OFFICE

In charge of Mr. W. M. Fallon (formerly with United States War Finance Corporation.) Sentinel House, Southampton Row, London, W. C. I, England.

LIMITED STOCKS OF 1923 AND 1924 CROPS

Packed in Hogsheads, Air-Cured or Leaf and Continental Order. Dry Leaf and Leaf for English, Continental or Domestic Markets.

ALL TYPES

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STEMMING TYPE, Henderson, Ky.
ONE-SUCKER TYPE, Bowling Green, Ky.
DARK FIRED TYPE, Hopkinsville, Ky.
Clarksville, Tenn., Springfield, Tenn., Paducah, Ky., and Mayfield, Ky.

A. H. BUCHAN, President**DIXON-BUCHAN TOBACCO COMPANY**

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A. B. C. 5th Edition

DEALERS and EXPORTERS
VIRGINIA—CAROLINA TOBACCO

Our Specialty**BRIGHT CIGARETTE TOBACCO**

Tobacco's" Directory of the Tobacco Trade in Various States

Tobacco continues the publication of a complete and authentic Directory of the Tobacco Trade, which will embrace all of the licensed Cigar, Tobacco and Snuff Manufacturers and Leaf Tobacco Dealers in the various states, together with License Numbers, etc. It will be continued from time to time. In this issue various states are given as follows:

Leaf Tobacco Dealers in the District of Oregon

Leaf Tobacco Mfg., 72 6th St., Portland.

Leaf Tobacco Dealers in the District of Illinois

Red Bud, Ill.
1703 E. Edwards st., Springfield.

Leaf Tobacco Dealers in the District of Indiana

dependent Tob. Warehouse Co., 4-18 S. West st.
Parker, Front & Central av., Madison.
Schvind and Son, 1210 Indiana av., Elkhart.
McDonald, Newburgh.
Kohlbacher, 39 E. Washington st., Huntington.
Joyce, 315 E. 2nd st., Madison.
Thompson and Son, 211-3 Bridge st., Aurora.
Lamkin, Mauckport.
D. Moreland, 301-3 W. 2nd st., Elkhart.
Any L. L. Tob. Co., Clark & Co. sts., New Albany.

- 14 Snook, Schirmer & Co., 4th & West sts., Madison.
- 16 John O. Hamilton, 101 Bridgeway st., Aurora.
- 17 Thos. J. Tandy, 417 W. Main st., Madison.
- 18 General Cigar Co., Inc., 2nd & Division sts., Evansville.
- 19 S. Cummins, 3rd & Bridgeway sts., Evansville.
- 20 Morris Smulevitz, R. R. No. 1—Box 193, Michigan City.
- 21 C. P. McClary, 14 McCalla rd., Boonville.
- 22 C. P. McClary, 23 N. Washington st., Rockport.
- 23 C. P. McClary, Market & Chestnut sts., Chrisney.
- 24 C. P. McClary, 20 Padgett st., Tennyson.
- 30 F. A. Bowyer, Owen.
- 33 Allen F. Small, 215 E. Iowa st., (rear) Evansville.
- 39 Western Leaf Tob. Co., 531 S. Michigan st., South Bend.
- 40 J. W. Wilkinson, Third st., Boonville.
- 41 C. P. McClary, Dale.
- 44 Planters Looseleaf Tob. Warehouse Co., Front & Poplar sts., Madison.
- 45 Walthers & Glascock, 327 Main st., Brookville.
- 46 Ben C. Hyatt, Front & Central av., Madison.
- 75 Chas. Sether, 12th & Monroe sts., Decatur.

Leaf Tobacco Dealers in the District of Kansas

License Number
1 Chas. Pusch, Marysville.

Leaf Tobacco Dealers in the District of Louisiana

- A. Falk & Sons, 301 Decatur st., New Orleans.
Phil D. Mayer & Son, 333 Girod st., New Orleans.
Peoples Tobacco Co., 429 Julia st., New Orleans.
Interstate Trust & Banking Co., Canal & Camp sts., New Orleans.
American Cigar Company, 926 Lafayette st., New Orleans.
Walter Vincent O'Rourke, 7605 Sycamore st., New Orleans.
Victor Moreau, 539 St. Ann st., New Orleans.

Leaf Tobacco Dealers in the First District of Michigan

- License Number
1612 Scotten, Dillion Co., Fort & Campau sts., Detroit.
1613 Van Vliet Bros., 742 St. Antoine st., Detroit.
1614 Buehler Leaf Tobacco Co., 3948 Chene st., Detroit.
1615 General Cigar Co., 4637 St. Aubin av., Detroit.
1619 Consolidated Cigar Corp., 2111 Lyman pl., Detroit.
1620 Wm. Tegge Co., 4771 Dubois st., Detroit.
1621 Michigan Leaf Tobacco Co., 5716 Michigan av., Detroit.
2023 Bernard Schwartz Cigar Corp., 2501 Russell st., Detroit.
4008 Michael Lijewski, 3140 Farnsworth av., Detroit.
4046 Webster Cigar Company, 5543 Grandy av., Detroit.
4416 Landfield & Steel, 4155 St. Aubin av., Detroit.
4433 Spietz Cigar Co., Ltd., 8455 Harper av., Detroit.

6022 Migliore Concetto, 2454 Rivard st., Detroit.
6049 General Cigar Co., 700 S. Madison av., Bay City.

Leaf Tobacco Dealers in the District of Minnesota

- License Number
1 Egloff Tobacco Co., 132 East 3rd st., St. Paul.
2 Worch Cigar Co., 455 Jackson st., St. Paul.
4 A. Stromberg & Co., 126 N. 1st av., Minneapolis.
5 S. Taussig & Son, 204 Washington av. N., Minneapolis.
6 Minnesota Tobacco Co., 25 E. Michigan av., Duluth.

Leaf Tobacco Dealers in the 6th District of Missouri

- License Number
1 Weston Independent Tobacco Warehouse Co., Weston.
3 William Gray, Weston.
4 Wood B. Hull, Weston.
5 Benjamin B. Risk, Weston.
6 Omar D. Gray, Weston.
9 Herbert Marshall, Weston.
10 Ozark Leaf Tobacco Co., Branson.
11 James S. Early, Weston.
14 Own L. Hull, Weston.

Farmville Mart to Close

FARMVILLE, Va., Feb. 27.—The activities on the Farmville auction market are reported by Dunnington & Company as follows: Sales previously reported, 4,647,027 pounds, average \$15.14; sales this week, 95,281 pounds, average \$10.54; Total, 4,742,308 pounds, average \$15.05. Sales same date, 1925, 4,414,550 pounds. Very little tobacco remains in Growers' hands. This market will close on March 12.

The best cigars contain

Connecticut Valley Tobacco

⚡

The CONNECTICUT VALLEY TOBACCO ASSOCIATION, INC.

Headquarters · 225 State St · Hartford, Conn.



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And Packers of Leaf Tobacco
235 State Street Hartford, Conn.

Steane, Hartman & Co., Inc.
 GROWERS AND PACKERS OF
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"After all, nothing satisfies like a good cigar."

HIPPLE BROS. & CO., Inc.
 HATFIELD, MASS.
GROWER AND PACKER OF
BROAD LEAF and HAVANA SEED Tobacco

E. L. KOHLBERG & SON
CONNECTICUT TOBACCOS
144 WATER ST., NEW YORK
 Telephone John 2821

M. J. GANS PACKER AND DEALER IN
 Connecticut, Havana and Broad Leaf Tobacco
 219 State St., Hartford, Connecticut

 **M. W. BOYLE**
PACKER and GROWER
of LEAF TOBACCO
 32 Bridge Street, Hatfield, Mass. 

L. B. HAAS & CO., Inc. Established 1853
 Growers, Packers and Dealers
CONNECTICUT LEAF TOBACCO
 146-152 State Street HARTFORD, CONN.

R. J. WHALEN
 HATFIELD, MASS.
GROWER AND PACKER OF
BROAD LEAF and HAVANA SEED Tobacco

SILBERMAN & KAHN, Inc.
 Growers of Shade-Primed Connecticut.
 Packers of Connecticut Broadleaf and Havana Seed.
 109 COMMERCE STREET, HARTFORD, CONN.

HUNTTING BROS.
 Growers and Packers of Connecticut Shade, Primed,
 Broadleaf and Havana Seed
 East Hartford, Conn.

H. WHITAKER
 Grower and Packer of Connecticut Leaf Tobacco
 Office and Warehouse P. O. Address
 245 State St., Hartford, Conn. Hazardville, Conn.

Connecticut Demand Decreases

Crop of '25 Small in Quantity—Low Grades Too Numerous—Age Should Improve '24 Crop—Broad Leaf and Packing Scarce—Buying of '25 Continues—Many

HARTFORD, Mar. 1.—During the past week there was some let-up in demand for our products, and while sales and shipments were made in good sized quantities, the total was below the earlier weeks of the year.

The principal buyers have been the larger manufacturers, who are more likely paying considerable attention to the conditions at present existing in our market. Especially so since at this time fairly accurate figures are available as to how the 1925 crop is going to pan out in the way of serviceable grades. From reports at present current in this section concerning the total yield in number of cases packed, the final figures in number of cases will be less than any crop has packed in many years. This is true, even though the acreage was almost up to our maximum.

Short Crop

The large percentage of low and off grade tobacco, which went into the stemming class, along with many crops that would not pay to sort, under present high packing costs, has cut down to a really short crop what ought to have been one of our biggest.

Now that the 1923 crop of both broadleaf and Havana seed is pretty well off the market, buyers will have to pay more attention to the 1924. This, to a certain extent, has been dormant and in little demand, perhaps owing to its being of rather a fleshy type and inclined to a more pronounced flavor and strength than usually looked for in Connecticut tobacco.

Age Necessary

But all the '24 needs is more ageing; and, perhaps in some cases, re-sweating. This will mellow it, and so change it for the better that it will be wanted more than any crop we have had in years when once its merit is known. It must also be remembered that the 1924 crop did not yield so many cases when packed, for the tremendous damage done by hail and storm during that season cut out many thousands of cases from crops in the best tobacco growing sections of the valley.

So none of our local packers got anywhere near the usual number of cases of either broadleaf or Havana seed. If all the holdings of the 1924 crop were totaled up it would amount to considerably less than what many so called experts figure.

Many of them have the idea that if the packers haven't the tobacco that it must still be held by the growers, and come on the market later.

Anyone with this opinion would soon change it if he chose to ride among the growers for a few days trying to locate holdings of the '24 crop in growers' hands.

Buying '25 Crop

There is no let up on buying of the 1925 crop, nor are prices any lower. Unsold crops are fewer between and independent warehouses are working to capacity. In several cases they have not yet received any of the broadleaf purchased, which is being sorted by the growers and about ready for delivery during March and April, after the Havana seed is packed and out of the way.

Among the buyers in town during this week were: P. Lowe & Son, M. Regensburg, D. E. Klein, M. Edelman, J. Kohlberg, Jos. Arens, K. S. Falk, Leo Hirsch, Lee Cohn, L. Leopold, Meyer and Wolfson, of General Cigar Com-

pany, A. I. Mendelsohn, V. V. G. H. P. Company, Philadelphia, Ace Coulter, of J. H. Swish, Newark, O.; M. Grymish, of Fisher, Boston; J. F. Reid, James Toomey, York, Pa.

Tax Reduction Result

Now that the new tax bill is a considerable increase in demand is bound to result. From all the many medium sized factories, holding off buying any more, enough to keep them going, at both price and tax reduction, will be able them to put back the nickel smoke.

Association Notes

The packing of the 1925 crop is pretty well finished, except for a few belated crops which, in hood, will never be packed, but stemming. What has come out of sweat shows up very good, and prove a desirable product with the market.

Sampling of the dark wrap of the '24 broadleaf is under way. Of the 1923 recently have stocks considerably, and many closed out, so that buyers of grades will have to look to it to supply their wants.—NUTMEG.

Tax Cut Will Benefit Many

HARTFORD, Conn., Feb. 27.—A increased production and consequent surplus stocks of tobacco, now on the market, and the prime fair depressed tobacco situation in the Connecticut Valley, will follow a \$17,000,000 in taxes on cigars and tobacco, said Joseph W. Alsco, president of the Connecticut Valley Tobacco Association to the Hartford Times.

"The reduced rates will give a lease of life to the grower, and both large and small manufacturers," said a well known dealer.

"Though sometimes it is against the grower, dealer and manufacturer working against each other, by a large sense mutually dependent the lesser rates will work for the benefit of all."

He added: "It will also benefit the mate consumer, the smoker, who get a better cigar for his money, especially in the five cent grades."

"In my opinion," said W. B. Haas, treasurer of L. B. Haas & Co., "the consumer will be the great benefit, in enjoyment for he will get. I feel sure a cigar for his money. I believe the large manufacturers will put more on the tax into a better quality for any given price. The life of the manufacturer will say the ultimatum is the man who counts and the cigar dealer naturally may be pleased on account of not increasing a reduction from him, but he will eventually benefit from increased sales."

"The small manufacturers, however, Hass, 'I believe will follow the big fellows' and put their money in their cigars, which they do, the saving in revenue."

The reductions in the rate which bill reached the Senate were the work of Senator George P. Clark of this state, who from the outside.

(Continued on page 27)

A. N. SHEPARD & SON
 GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
 Headquarters: 53 Mechanic Street, Hartford, Conn.
 Warehouses: Hartford, Conn.; Portland, Conn. TELEPHONE: CHAR. 83.

Yna Turnover Smaller, But Active

and Echevarria & Perez Buying Heavily—All Grades
Clinging Hands Rapidly—Country Arrivals Slight—New
Vuelta Crop Too Light—Semi-Vuelta All Right.

Cuba, Feb. 25.—Although
of bales which changed
last week is smaller than
before, business remains quite
the two leading buyers, M.
& Company and Echevarria
main busy in the market.
Echevarria, besides several pur-
medios thirds and 8s, regis-
of about 550 bales of first
capaduras in the warehouse
R. Sanchez & Co., from which
he lately bought in all about
1,000 bales first and sec-
nd of Sobr. de Antero
es. This was their largest pur-
chase, and they received small-
lots of the same grades from
M. R. Ruisanchez & Company,
Spiritus packing of Lozano
some tobaccos Ramon Cepa
omission.

Much Buying
E. J. Martin & Son were busy this
week with large shipments of stripped
tobacco, port of low grades to Eu-
rope. Besides they bought in the
several lots of tobaccos, among
them a lot of 123 bales of Vuelta
14 L., of the packing Antonio

Haas received in Cano v
warehouse a little over ninety
of knedios first capaduras.
Antonio Smith, notwithstanding the
quantities of low grades for strip-
ping, he bought the beginning of
the week, still a buyer, having re-
ceived last week a lot of V. A.
and from Abelardo Cuervo a good
lot of third caps.

E. J. Martin & Company bought during
the week several hundred of packs of
tobacco, consisting of the large-
size 250 packs, bought from
Antonio Smith & Company.

E. J. Martin & Company added
to their stock 122 bales of choice wrap-
ping and Hno to their stock.

Small Arrivals
Arrivals from the country are
very small lately, consisting
of below 100 bales each. For
example, late arrival of 637 bales
of 8s packing of Placetas
Torres & Meneses obtained
from buyers. No doubt this
lot is old or compromised before
it is disposed of very quickly.
Meneses believe in "vivir
vivir."
The crop continues taking its

normal course, and nobody is complain-
ing about unfavorable weather condi-
tions. Still, some farmers from the
Vuelta Abajo sections in Havana at
present, are not speaking very favorably
about the quality of their new tobaccos;
calling the crop in many sections even a
failure on account of its entirely too
light quality. If this is true these peo-
ple may be right, as it is no fun sell-
ing light grades, especially light Vuelta
Abajo grades in this market.

Semi Vuelta O.K.

This is no reason to get alarmed, as
there remain a good number of farmers
from other sections who have not said
anything so far. Besides, no objections
have been heard from the Semi Vuelta
sections, which promises to produce
some good and heavy tobaccos.

A few days ago all farms along the
railroad line, that is, from Cabiquian,
Guayos, Zaza del Medio up to Tagua-
co had a good and beneficial rain show-
er.

The local merchant and packing
firm of Jose C. Puente received news
that the owner of this firm, the well
known Don Jose Puente, is on his way
to Cuba aboard the Spanish steamer
Cristobal Colon, to arrive here during
the first days of March.—GALLO.

Extols Merits of Tobacco Expositions

The following letter from Henry M.
Duys, secretary and treasurer of H.
Duys & Company, Inc., the big leaf to-
bacco importing house of 142 Water
street, New York, to the Allied Tobacco
Exhibitors Association, Hotel McAlpin,
is self-explanatory:

"We found this year at the last
TOBACCO SHOW that the interest was
fully as great as it was last year, the
attraction naturally being the cigar ma-
chines. This brought to New York
City a great many of our trade and
we were able, during Exposition Week,
to do a very substantial business with
practically all the out-of-town manu-
facturers. We had an opportunity to go
out with them socially and all in all it
proved to the writer that a 'get-together
week' for the tobacco trade is a won-
derful thing as it cannot but help to
bring buyers and sellers more intimately
together, which you will admit is a great
benefit.

"I hope that you will be able to in-
crease the exhibitors at next year's
show, for which you have my very best
wishes."

ANTONIO GONZALEZ
RAMON GONZALEZ
ANTERO MAURICIO GONZALEZ
We solicit your trade
ANTONIO GONZALEZ y CA., S. en C.
Papers, Dealers and Exporters of all kinds of Havana Tobacco
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MARK A. POLLACK, Inc.
Commission Merchants and Exporters
Leaf Tobacco
Office and Warehouses: Figueras 3½ and 4, Havana, Cuba.



MENENDEZ & CO.
Leaf Dealers, Packers and Exporters
OF
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Cable Parra 87 Amistad St., HABANA, CUBA


HINSDALE, SMITH & CO., Inc.
Established 1840
Importers of Sumatra and Havana and Packers of
Connecticut Leaf Tobacco
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New York
Telephone 901 John

Compania de Abraham Haas
ESCOGIDAS Escogedor de Tabaco **CAMAJUANI**
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Commission Merchants
LEAF TOBACCO and CIGARS
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GROWERS, PACKERS AND DEALERS IN
LEAF TOBACCO
Cable: "Cuetara" - - Figuras 28-30-32 Havana, Cuba

Cable "Quinto" R. O. Box 502
WALTER SUTTER COMPANY
COMMISSION MERCHANTS—EXPORTERS
LEAF TOBACCO
SALUD 87 **HAVANA, CUBA**


Pablo L. Perez
Frank B. Strator
Cable: Palupe
Codes: A. B. C. 5th Ed.
Bentley's
PABLO L. PEREZ & COMPANY
LEAF TOBACCO
Telephone A-7914
Lealtad 110, **HAVANA, CUBA**

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HAVANA LEAF DEALERS
Raimundo Cabrera 152/158 (Industria)
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San Luis
Pinar del Rio
Puerto de Golpe
Santa Clara
Pacetas
Caymas
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J. B. DIAZ & CO.

(ESTABLISHED 1917)

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and EXPORTERS OF LEAF TOBACCO

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83 A. AMISTAD STREET HAVANA, CUBA

Leaf Tobacco

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Habana, Cuba

Cable Aella

Cable "Nuco"

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Havana

6 Corrales St.

San Juan, P. R.

72 Tetuan St.



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NEW YORK

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Commission Dealer and Exporter

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Tel. A. 3002

Special attention
given to
American and
Foreign Accounts

British Imports Mainly
From U. S.

WASHINGTON, D. C., March 1.—Total imports of leaf tobacco into the United Kingdom during 1925 amounted to 189,509,780 pounds compared with 182,422,745 pounds imported in 1924. The United States supplied 86 per cent of the United Kingdom's total imports in 1926, 86 per cent in 1924, and 89 per cent in 1923.

It is interesting to note from the accompanying table that although imports of Empire grown tobaccos admitted at a preferential rate of duty have increased since 1923, there has been no proportionate decrease in the quantities imported from the United States. On the contrary, imports from the United States in 1924 and 1925 show increases of 1 per cent and 5 per cent respectively, compared with 1923. As the new Preferential Rate of duty did not become effective until July 2, 1925, its effect would hardly be perceptible in the imports of Empire tobacco for 1925, but for many years there has existed a preferential on Empire tobacco, differing from the new rate by only 1/12 of the current rate of duty. Empire grown tobacco has as yet made but slight inroads on the tobacco trade of the United States with the United Kingdom. The fluctuation more nearly follows the British consumption of raw leaf, which shows a tendency to revert to a pre-war level.

Prior to the war the annual raw leaf requirements of the United Kingdom amounted to about 131,000,000 pounds, of which the United States furnished 116,000,000 pounds. Due to war stimulation her total imports of leaf in 1919 reached the peak of nearly 349,000,000 pounds, and a gradual decline has been noticed since, the low point having been reached in 1923 when only 173,000,000 pounds were imported.

Many countries which manufacture

Imports of Tobacco Into the United Kingdom

Imported from:	1923	1924
	Pounds	Pounds
United States	154,859,180	156,938,302
Nyasaland Protectorate	5,891,167	6,882,452
British India	4,574,504	8,412,040
Total Nyasaland and British India	10,465,671	15,294,492
Other Countries	7,713,567	10,189,951
Total, all countries	173,038,418	182,422,745
Entered for home consumption	145,104,182	145,909,031

—L.A.M.M.

Father's Day Preparations

Besides arranging for the wide distribution of posters, inserts and stamps for Father's Day, June 20, the Father's Day Committee of the National Board of Tobacco Salesmen's Association, will also have a fifteen minute talk broadcast over the radio on Thursday and Friday evenings, June 17 and 18.

Manufacturers and retailers of cigars are urged to repeatedly mention Father's

tobacco have increased the duty on tobacco products since the war. The more the import duty on leaf tobacco entering the United Kingdom is made high, and tobacco being a source of revenue, it is not likely to be decreased for any countries save the colonies. Manufacturers have found it more profitable to export to foreign countries thus avoiding heavy import duties on raw leaf.

As British expansion in foreign countries increases, the consumption of material in the United Kingdom is inclined to decrease with a corresponding effect on American exports to the United Kingdom. This does not mean that Great Britain is turning to American leaf for in many cases British expansion in foreign countries has been followed by a stimulus to American exports to that country.

It should be remembered, however, that British expansion in foreign countries does not stop with the establishment of factories which deplete imports and the production of a surrounding country. British expansion means spending enormous amounts of money in increasing the production of quality of leaf in the countries where her factories are located. Little are of course encountered in the case of climatic and soil conditions. Tobacco will not grow in certain climates under the encouragement of a preferential tariff. Of course in countries where tobacco cannot be produced, import is usually encouraged and if an import duty is imposed, it is light.

The following table compares the imports of leaf tobacco into the United Kingdom from the United States, British India and Nyasaland, and other countries. Separate statistics for imports from Canada and British Africa are not yet available, but the quantity received from these sources is insignificant.

HIJOS DE DIEGO MONTERO

S. en C.

COMMISSION
EXPORTERS

DRAGONES 106-108

LEAF TOBACCO

HAVANA, CUBA

TORANO & CO.

SPECIALISTS IN PARTIDO

HAVANA LEAF TOBACCO PACKERS AND DEALERS

Cable: Toranoco

53 Estrella Street

Havana

Cable "Valleluis" Telegraph "Valle"
Code A B C 5th Ed 1920

LUIS VALLE Sen C

Alidama St., 138-140

Havana, Cuba

Packers, Dealers, and Exporters of Leaf Tobacco

West Conshohocken, Pa.

ELADIO MIRANDA
PACKER and STRIPPER OF INLAND
PORTO RICO TOBACCO
VEGA BAJA, PORTO RICO



STERN-MENDELSON CO., INC.
HAVANA & PORTO RICO TOBACCO
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SAN LORENZO FILLERS OF PORTO RICO TOBACCO
San Lorenzo is located in Porto Rico's best tobacco section.
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Manufacturer of
PORTO RICAN CIGARS FOR JOBBERS
Prices ranging from \$22 to \$75 per M.
Package goods \$19 to \$25.

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Porto Rico

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Warehouses & Plantations: AIBONITO—COMERIO—GURABO

Cable "Cobles"

COBIAN SOLARES & CO., SUCS.
S. en C.

Growers, Packers and Strippers of Porto Rican Tobacco
Our Specialty Comercio Tobacco

Comerio,

Porto Rico

Cable "Mimender" Bayamon

Code: A. B. C. 4th Ed.

VICTORIANO MENENDEZ

PACKER and STRIPPER of
PORTO RICAN TOBACCO
(Exclusively Inland) BAYAMON, PORTO RICO

RAMON MORAN & COMPANY
Growers, Packers & Strippers of
Porto Rican Leaf Tobacco—Exclusively Inland
MANATI, PORTO RICO

CARRO HERMANOS & CO.
Sen C
Growers, Strippers and Packers of Porto Rican Tobacco
BUY DAMIAN FILLERS (The Porto Rican Vuelta Abajo)
Barros, Porto Rico

ORTIZ HERMANOS
AIBONITO, PORTO RICO
Growers, Packers and Strippers of Exclusively INLAND
PORTO RICAN TOBACCO

Porto Rican-American Tobacco Co.'s Report

The Porto Rican-American Tobacco Company of New Jersey, through its treasurer, A. H. Noble, has made its annual statement to stockholders, as follows:

"The Treasurer respectfully submits the following financial report of your Company for the year ended December 31, 1925.

"The outstanding Capital Stock of the Company was increased \$5,300.00 during the year by the issuance of 53 shares in redemption of dividend scrip and fractional certificates surrendered, bringing the total issued and outstanding Capital Stock at the close of the year to \$6,315,550.00.

"There were purchased for cancellation and retirement in 1925 \$177,500.00 par value of the Company's Ten Year 8% Gold Bonds, thereby reducing the outstanding amount to \$1,573,000.00 at December 31, 1925. The premium paid on the purchased bonds has been charged off against Profit and Loss.

"The Consolidated Net Profit for the year 1925 of the Porto Rican-American Tobacco Company and subsidiaries, all of the Capital Stock of which is owned by the parent company, after interest charges, depreciation and provision for Income Taxes was \$317,129.94. There follows a consolidated statement of operations:

Gross profit on sales \$1,334,730.53
Deduct—
Advertising, selling, administrative and general expenses 877,575.35

Operating profit \$457,155.18
Add—
Other income 157,660.74

Total income \$614,815.92

Deduct—
Interest on 8% Gold Bonds, notes payable, etc. \$166,464.51

Tampa factory liquidation loss 56,908.97
Taxes and other deductions 74,312.50 297,685.98

Net profit carried to surplus account \$317,129.94
Add—
Surplus December 31, 1924 330,038.20

Surplus December 31, 1925, per annexed balance sheet \$647,168.14
Consolidated Balance Sheet December 31, 1925

ASSETS
Cash in banks and on hand \$801,457.72
Accounts receivable 1,479,874.80
Notes and loans receivable 163,889.44

\$2,445,221.96
Leaf tobacco, manufactured stock, operating supplies, etc., at cost or market, whichever is lower 3,291,067.74
Investments in other companies 261,653.32
Other investments 86,854.86

Land and buildings machinery, fixtures, etc. 1,779,000.00
Goodwill, trademarks, etc. 1,500,000.00
Deferred Charges 149,000.00

Total assets \$9,819,384.96

LIABILITIES

Accounts Payable \$133,100.00
Accrued interest, taxes, etc. 100,000.00
Ten year 8% sinking fund gold bonds 1,500,000.00
Capital stock issued and outstanding 6,315,550.00
Scrip redeemable in capital stock 98,000.00
Depreciation reserves 720,000.00

Total liabilities \$8,819,384.96

Surplus December 31, 1925 \$647,168.14

The 1926 Porto Rican Shows Shrinkage

WASHINGTON, D. C., Feb. 23.—An official report of the Federal Land, Bureau of Investigation, who has just returned from a trip about the Island, has rather detailed observations on conditions in the tobacco industry, reports that he believes this season's crop harvest of which will begin shortly, total approximately 24,000,000 to 25,000 pounds. This estimate is smaller than that mentioned in previous reports, however the crop will be less than that of last year, which was approximately 22,500,000 pounds.

It is further reported that the holdover from last year's crop at last year at this time the holdover 1924 amounted to some 3,600,000 pounds.—L.A.M.M.

Porto Rican Outlook

SAN JUAN, P. R., Feb. 25.—Under conditions have improved since throughout the tobacco district.

Corozal, Morovis, Ciales and Manatí have had substantial rain show, will improve somewhat the plantings, although in most of the rain was very much too late. The vesting of the tobacco is in fruit and tobacco cured so far show excellent quality. Quantity calculated published here some time ago is considered to be exact.

The magazine El Agricultor cubano, in its edition of February is calling attention to the farm, the high contents of chlorophyll, the brand of fertilizer used for tobacco also publishes the analysis of various different brands, all of which, with exception of the Eagle brand, contain less than 0.60 per cent of chlorophyll.

Among these analyses, which were made by Carlos E. Chardon, Commissioner of Agriculture, are eight of the brands, containing from 4.72 to 1.1 per cent of chlorophyll.—MIRAMONTE

CENTROSA CIGAR FACTORY
Manufacturers of
PORTO RICAN CIGARS FOR JOBBERS
5c, 10c and up
P. O. Box 502, Caguas, Porto Rico

PEDRO VILLAFANE CUEVAS
P. O. Box 44, San Lorenzo, Porto Rico
Grower, Stripper and Packer
SAN LORENZO FILLERS OF PORTO RICAN TOBACCO

E. ROSENWALD & BRO.
145 WATER STREET
NEW YORK

IMPORTERS
EXPORTERS &
PACKERS OF

TOBACCO

Imported Tobacco, Cigars, Cigarettes, Etc.

Notes of Steamships and Dates of Arrivals at Port of New York

Tobacco from Porto Rico		Barrels		
S. N. Lorenzo	—February 23	Ernest Ellinger & Co. 10		
		E. Rosenwald & Bros. 45		
		S. S. San Jose	—February 23	K. Strauss & Co. 55 barrels
		American Cigar Co. 100 bales		
Tobacco from Rotterdam		Barrels		
		S. S. Volendam	—February 23	W. Van Doorn 77
		R. J. Kugelman, Inc. 4		
		Hinsdale Smith & Co. 34		
		F. W. Fox 7		
		H. Duys & Co. 13		
		Herzog & Sarbuy, Inc. 15		
		J. Willing Co., Inc. 64		
		On order	3 packs	
Leaf Tobacco from France		Bales		
		S. S. De Grasse	—February 20	R. J. Kugelman, Inc. 8 bales
		F. Murray Hill Co. 2 cases		
Tobacco from Greece		Bales		
		S. S. Ossa	—February 24	Liggett & Myers Tobacco Co. ... 2,229
		S. S. Byron	—February 25	A. L. Heurcaux 3 Cases
Tobacco from Southampton		Bales		
		S. S. Olympic	—February 24	Z. M. Halid 40
		Zade Freres 25		
Tobacco from Glasgow		Bales		
		S. S. Tuscania	—February 24	A. Dunhill 4 cases
Tobacco from London, Eng.		Cases		
		S. S. Vardulia	—February 26	D. A. Schultz, Inc. 2
		Faber, Coe & Gregg 4		
Tobacco from Spain		Cases		
		S. S. Palamos	—February 27	J. V. Lago 1 case
Tobacco from Shanghai		Cases		
		S. S. Steel Scientist	—March 1	W. O. Smith & Co. 10 hhd.
Cigars from Porto Rico		Cases		
		S. S. San Lorenzo	—February 23	J. Klorfein 52
		Bosch Bros. 18		
		C. Schavrien 2		
		W. C. Smith & Co. 2		
		Villa, Lanza & Co. 4		
		I. Lewis Cigar Mfg. Co. 40		
		Rosenstadt & Waller, Inc. 5		
		Porto Rico-American Tobacco Co. 32		
		United Cigar Stores Co. 32		
		S. S. Ponce	—February 24	G. Llinaas & Co. 31
		G. Llinaas & Co. 31		

(Continued on page 36)

(Continued on page 36)

PORTOCUBA CORPORATION

IMPORTERS AND PACKERS OF

PORTO RICO and HAVANA TOBACCOS

DEALERS IN DOMESTIC TOBACCO

170 Water Street, New York

Warehouses: HAVANA, CUBA

UTUADO, P. R.

DURLACH BROS.

Growers and Packers of

High Grade Porto Rico LEAF TOBACCO

Caguas,
Porto Rico.

New York Office
181 Water St.

STROUSE & HOLZMAN

Dealers and Packers of

LEAF TOBACCO

Conn. Shade - Broadleaf - Porto Rico - Havana
197 WATER STREET :: :: :: NEW YORK CITY

SANTIAGO IGLESIAS SILVA

Grower and Packer of

BEST SAN LORENZO TOBACCO

San Lorenzo

Porto Rico

NORBERTO GARCIA

UTUADO, PORTO RICO

Grower, Packer and Stripper of

INLAND PORTO RICAN TOBACCO

JOSE SILVA

Packer, Dealer and Stripper of

PORTO RICAN TOBACCO

Exclusively Inland

JUNCOS, PORTO RICO

CABLE ADDRESS "JOSILVA"

TADEMA

INFINITO

LORD BYRON

CLEAR HAVANA CIGARS

ARGUELLES, LOPEZ & BRO., Inc., Makers

GENERAL OFFICE AND FACTORY, TAMPA, FLORIDA

Eastern Office: 222 PEARL ST., NEW YORK

Warehouse: HAVANA, CUBA



DONATO VIGIL & CO.

Importers and Exporters of

LEAF TOBACCO

San Juan,

Porto Rico

It's TOBACCO

You need every week

BENIGNO DIAZ

Grower, Packer and Stripper of

PORTO RICAN TOBACCO

Exclusively Inland

PORTO RICO

RUIBAL & MATANZO

Growers & Packers of Porto Rico Tobacco

JUNCOS, PORTO RICO

COMBATE TOBACCO CORPORATION

Javier Alonso Riera, President

Growers, Packers and Strippers of

PORTO RICAN TOBACCO

San Juan, Porto Rico

Combate" San Juan

Code: A. B. C. 5th Edition

San St.,

Listed Tobacco Stocks

Closing Prices Monday
Reported by Markewyse

	Bid	Asked
American Snuff	142	143½
American Snuff Pfd.	100½	103
American Sumatra	11	11½
American Sumatra Pfd. ..	89½	120
American Tobacco	114½	114½
American Tobacco Pfd.	107½	109
American Tobacco "B"	113¾	114½
Consolidated Cigar	62½	63½
Consolidated Cigar Pfd.	93¾	101
General Cigar New	54	57
General Cigar Old	103	109
General Cigar Preferred ..	111½	115½
General Cigar Deb. Pfd.	111	120
Liggett & Myers	76	77½
Liggett & Myers "B"	73	77
Liggett & Myers Pfd.	121	123
Lorillard, P.	38¾	39¾
Lorillard, P. Pfd.	111	114
Reynolds, R. J. Co. Pfd.	115	135
Reynolds, R. J. Co. "B" ..	92½	93
Tobacco Products	104½	105½
Tobacco Products "A"	110	110¾
United Cigar Stores	92½	93
United Cigar Stores Pfd.	114½	None
U. S. Tobacco Co.	61	65½
U. S. Tobacco Co. Pfd.	114	None

Foreign Exchange Rates

In the subjoined table the quotations on sterling represent dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint except in countries with the silver standard, where parity fluctuates with the price of silver.

Closing Rates Monday

STERLING—Par \$4.86½ per sovereign.	
Demand. \$4.85½	Cables. \$4.85½
FRANCE—Par 19.3 cents per franc.	
Demand. 3.66¾	Cables. 3.67¾
ITALY—Par 19.3 cents per lira.	

Demand. 4.01¾	Cables. 4.02
BELGIUM—Par 19.3 cents per franc.	
Demand. 4.54	Cables. 4.54½
GERMANY—Par 23.8 cents per mark.	
Demand. 23.81	Cables. 23.81
AUSTRIA—Par 14.07 cents per schilling.	
Demand. 14.125	Cables. 14.125
DENMARK—Par 26.8 cents per krone.	
Demand. 25.96	Cables. 25.98
GREECE—Par 19.3 cents per drachma.	
Demand. 1.42½	Cables. 1.43
HOLLAND—Par 40.2 cents per florin.	
Demand. 40.02	Cables. 40.04
HUNGARY—Par 20.3 cents per crown.	
D. Demand. 0.0014½	Cables. 0.0014½
NORWAY—Par 26.8 cents per krone.	
Demand. 21.47	Cables. 21.19
POLAND—Par 19.3 cents per zloty.	
Demand. 13.00	Cables. 13.00
SPAIN—Par 19.3 cents per peseta.	
Demand. 14.09	Cables. 14.10
SWEDEN—Par 26.8 cents per krone.	
Demand. 26.81	Cables. 26.83
SWITZERLAND—Par 19.3 cents per franc.	
Demand. 19.24	Cables. 19.25
CHINA—Cents per silver dollar for Hongkong; per tael for Shanghai and Peking.	
Hongkong—	
Demand. 57.75	Cables. 57.875
Peking—	
Demand. 77.25	
Shanghai—	
Demand. 73.38	Cables. 73.50
PHILIPPINE ISLANDS—Manila: Par 50 cents per silver peso.	
Demand. 49.75	Cables. 49.875
JAPAN—Par 49.8 cents per yen.	
Demand. \$45.3	Cables. 45.50
ARGENTINA—Par 42.44 cents per Argentine paper dollar.	
Demand. 40.62	Cables. 40.75
BRAZIL—Par 32.45 cents per paper milreis.	
Demand. 14.65	Cables. 14.70

Herz in Central West

Emanelo cigars have excellent distribution in the central west, and Steve Herz, of the D. Emil Klein Company Inc., 438 East Ninety-first street, New York, is now covering that section with his jobbers and large retailers.

Inactive-Unlisted Stocks

Closing Prices Monday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar	115	118
American Cigar pfd.	97	99
Bayuk Cigars	43½	45
Bayuk Cigars 2nd pfd.	99	102
British-American Tobacco ..	26	26½
Continental Tobacco Co.	14½	15
Eisenlohr & Bros. com.	16	18
Eisenlohr & Bros. pfd.	93	97
G. W. Helme Co., new	68	69½
G. W. Helme Co., pfd.	114	117
J. S. Young	128	132
J. S. Young pfd.	103	109
Imperial Tobacco	24	25
International Cigar Machine ..	65	75
Johnson Foil	80	90
McAndrews & Forbes	178	182
McAndrews & Forbes pfd.	100	102
Mengel Co., com.	40	43
Philip Morris	21	22
Porto Rican A. T. Co.	70	79
Universal Leaf com.	66	69
Universal Leaf pfd.	99	101

The Wiz

In every sales organization there usually is at least one salesman who stands so far above the rest in sales and results generally that everyone calls him "The Wiz."

He is believed, by the rest of the staff, to be endowed with many qualities which the balance of the staff have not. As a rule, the staff accepts him as the wonder he has proved himself to be—and they let it go at that!

Unless the sales department is managed by a man who has the ability of placing his salesmen in divisions of competition suited to their attainments and records, the staff, in general, soon becomes discouraged with the contrasting and repetitive successes of the wiz—and they stop trying to compete.

This is demoralizing to the sales division. No business, no department of that business can progress unless it is based upon a spirit of real and friendly

co-operative competition.

Salesmen can, however, find wizardry in more simple terms of understanding. In the first place, the commanding position of a wizard is due to experience and ability, any other man in the same position should soon be in shape to come another wizard.

Because, all in all, this wizardry is ability to accomplish something, other salesmen fail to do it, or nothing more than work, poor study.

Your true wizard, as a rule, is a man who knows not only the business, but he knows the ins and outs of his business. He knows not only about the practical position of the trade, but he knows the ins and outs of its personalities, its social environment. To actually know all these things seems easy. It seems nothing more than an ordinary accomplishment, due to a man.

Yet, as a rule, how many salesmen or others—study and know their business thoroughly that they are aware of the trade commonplaces?

And it is these infinitesimal commonplaces, these occurrences of business information and detail which develop wizardry in men.

Wizards, in fact, are just ordinary mortals with keener vision, perhaps more ambition. If it is not the vision, is it? For your wiz, upon close examination, is nothing but an ordinary worker who accomplishes results.

Results in the tobacco business, what make the industry so common in its place. And results are more frequently by wizards than by ordinary salesmen.

Tobacco Products Inc. Dividends

Directors of the Tobacco Products Corporation have declared a dividend of \$1.75 a share on the common stock, placing the shares on an annual basis, compared with a dividend of \$6. The new dividends are payable April 15, to stockholders of record April 1.

Porto Rican Leaf is Making Quality Cigars

NOT only has there been an increase in the number of Class 'A' Porto Rican cigars imported into the United States, but there has also been a big gain in the higher priced Porto Rican sizes sold in this country.

Porto Rican tobacco makes quality cigars whether they be all-Porto Rican, made in the Island, or cigars containing Porto Rican tobacco, blended here. In the largest selling domestic brands you will find Porto Rican tobacco. The year 1925 has demonstrated conclusively the merit of Porto Rican Leaf.

We can tell you more about
Porto Rican cigars and tobacco.
Write for information.

Government of Porto Rico
TOBACCO GUARANTEE AGENCY
136 WATER STREET, NEW YORK
F. Linares, Agent

To protect buyers of Porto Rican tobacco the Government requires the affixing of a Government Guarantee Stamp to every box of cigars and every bale or barrel of all-Porto Rican tobacco leaving the Island. Look for these stamps.

MILTON H. RANCK

Packer of and Dealer in

Domestic Cigar Leaf Tobacco

Office: Cor. Duke and Chestnut Streets

LANCASTER, PA.

Cking Houses: Strasburg and Lancaster

Warehouse: 349 W. Walnut St.,
Lancaster, Pa.**City Leaf Tobacco Co.****Packers of
CONNECTICUT and
PENNSYLVANIA TOBACCO**

Main Office and Warehouse:

106 W. Gas Ave. York, Pa.

**Lancaster
County
Leaf
Tobacco****N. L. NOLT & SONS**

Packers & Growers of

LEAF TOBACCO*Specializing in Pennsylvania
Tops***BAREVILLE, PA.****J. W. BRENNEMAN & CO.**

Packers of

**Pennsylvania
Leaf Tobacco****MILLERSVILLE, PA.****Sedleaf Tobacco Growers Co.**

All Grades

Pennsylvania Tobacco

536 No. Charlotte St.

LANCASTER, PA.

Write Us For Samples

Minkoff Leaf Tobacco Co.

J. M. MINKOFF, PROP.

All Types of Leaf Tobacco

210 W. Grant St. Lancaster, Pa.

We have the right tobacco for that cigar.
Accurate, reliable service guaranteed.**I. H. WEAVER CO.****Cigar Leaf Tobacco**

241 No. Prince St.

LANCASTER, PA.**York-Adams Collections Now Increase****County Passes Record—Class A Almost Total Tax—Fifty
Million Cigars Made—Manufacturers Don't Like \$2 Tax
—Peckarsky Takes La Tundo Output in Two Plants.**

York, Pa., Mar. 1.—Improved conditions in the cigar industry in the York-Adams district are reflected in increased receipts from the sale of revenue stamps during the month of February, according to tabulations made at the close of business by deputy collectors Chauncey Peckarsky, in charge of the York district, and George E. Enders of the Adams sub-office.

Receipts for the short month, which included several holidays, totaled \$23,115.49. This is an increase in volume of business of approximately 100 per cent over that of the preceding month, and a similar amount over a year ago. Receipts for February, 1925, were \$14,319.49 and for January of this year \$14,460.

Revenues Increase

Corrections were almost evenly divided between the York and Red Lion districts in the York office, the receipts for the month amounting to \$119,191. The revenue collected during the month on the sale of Class A cigar stamps, these cigars retail for five cents each. The revenue collected during the month came from the following: Class A cigars, \$54,172.10; Class B, \$9,670.63; Class C, \$28,084.50; Class D, \$24; tobacco, \$7,131.51, and miscellaneous, \$825.48.

All Nickel Goods

The Red Lion sub-office, virtually all the revenue collected came from stamps for cigars which recent receipts each. The total collected was \$117,407.27. Of this amount, \$117,407.27 were netted by the sale of Class A cigars. Sales of class B stamps brought \$1,267.80 and class C stamps \$3,192.57. There

were also sales of \$24 from documentary stamps.

Fifty Million Cigars

The total number of cigars manufactured in the York-Adams district, during the past month, was 50,407,385. The number of cigars in the different classes as reflected in the stamp sales of the York and Red Lion offices follows: York—class A, 13,543,025; class B, 4,945,105; class C, 3,120,500; class D, 2,000; total, 21,610,530. Red Lion—class A, 28,230,825; class B, 211,300; class C, 354,730; total, 28,796,855.

Makers of hand-made cigars in York and Adams counties were disappointed in the tobacco tax provisions for cheap cigars included in the revenue bill as amended in conference and agreed to by Congress last Thursday.

The bill provides a tax of \$2 a thousand on cigars manufactured to retail at not more than five cents each, while the present revenue law taxes such cigars at \$4 a thousand. While the bill was being drafted, and again while it was being considered in the House of Representatives, Congressman Menges, of York, at the request of the York county cigar manufacturers, made strenuous efforts to have the new bill maintain this tax. However, the house cut the tax to \$2.50 a thousand and later agreed to the Senate amendment reducing it to \$2.

Displeased With Tax

The county manufacturers desired the tax kept up, as they feared that a reduction would prevent them from competing with machine made cigars in the low priced cigar business. The Senate made similar reductions in the manufacturers' tax on all classes of cigars, the tax on eight cent cigars being re-

duced from \$4.50 to \$3, and on fifteen cent cigars from \$7 to \$5.

Abraham Peckarsky, of Peckarsky Brothers Company, Milwaukee, Wis., spent last week in Red Lion, as the guest of E. Latimer Sechrist, head of the Superior Cigar Company. Mr. Peckarsky placed orders with the Superior company for the entire output of La Tundo cigars of the Red Lion and York factories. The orders received will keep both factories busy for the balance of the year.

The Meads Tobacco Company, of Red Lion, has had a number of trucks making daily trips to Lancaster to haul leaf tobacco to its factory in Red Lion, where it is prepared for the cigar manufacturers.

W. J. Neff, cigar manufacturer, Red Lion, has returned from a two weeks' trip to points in the south.

Mrs. Eliza Kline, widow of Jacob Kline, a former cigar manufacturer of Wrightsville, died suddenly on Washington's birthday at the Maple Hill Home for the Aged, a private institution at Reading. The cause of her death was a stroke of paralysis. After her husband retired from the cigar business, they moved to Reading and made their home with a daughter. Four weeks ago she entered the home where death occurred. She was 79 years old. Burial was made Thursday at Fairview cemetery, Wrightsville.

A breakdown in the steam system of the Bobrow cigar factory, West Jackson street, caused a two-day shutdown last week. Under direction of Harry Tabakia, Philadelphia, who came to York, a new system was ordered in-

stalled by a local firm on Thursday, and the factory employees were able to return to work the following day.

Burgess Haines Acts

H. L. Haines, who in addition to being a cigar manufacturer, is the chief Burgess of Red Lion, last week enacted a heroic role in a little domestic drama. A widow, with several children, was about to be set out in the cold because she was in arrears with her rent. The woman earns a living by stripping tobacco. When work became slack, she fell back with her payments. The landlord sent her a notice to move. She could not find a place to go, and she did not move.

Another notice to move was unheeded, and the landlord appeared at the house with a constable and proceeded to set the widow and her family out upon the street in the wintry weather. The Burgess heard of this and went to the house and told the landlord that he would not let anyone in the borough be turned out in such weather. It was finally determined that the widow was to remain in the house if the Burgess would see that the landlord got his arrears in rent. At a meeting of the Lions Club, of Red Lion, a day or two later, the members came to the rescue of the woman and arrangements were made for the payment.

An automatic cigar machine department has been started at the branch factory of the General Cigar Company in Steelton. The new department is in charge of Ralph Josephs, of New York, a former superintendent of the factory. The new equipment will furnish employment for a large number of additional girls.—YORKAD.

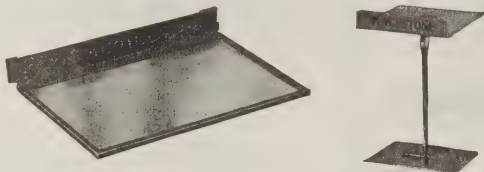
H. H. Hughes & Co.
Importers and Packers of
LEAF TOBACCO
Elmira, N. Y.



PRINCESS PAT CIGARETTES
FEDERAL TOBACCO CORPORATION - CHICAGO -

THE BRUNHOFF MFG. CO.

York St. and Freeman Ave., Cincinnati, Ohio



Box Covers—Box Openers, Change Trays

Display Cases—Cigar Cutters

In appearance, construction, material and strength, we give the most for the money.

W. S. LaKamp

Eastern Representative
113 Maiden Lane, New York

Cigar-cigarettes Patented in United States, Canada, Mexico, Cuba and other countries.

The cigar-cigarettes are being manufactured by the following firms:

Levante-Tabak A. G., Loreleystrasse 10-12, Köln A. RH., Germany.

N. V. H. D. Mac Gillvary of Ambarawa, Java, Dutch East Indies.

S. H. Faour, 378 Water St., Saint John's, Newfoundland.

In order that cigar-cigarettes shall also be known in the American market, we authorize anyone to manufacture cigar-cigarettes in accordance with American patent No. 1479458, under the following conditions:

1st. There must be used, as a basis, the large cigarette known as Old 76 Mild Havana Cigarettes. These cigarettes may be purchased from Berberian Brothers Inc., 138 Pine St., Providence, R. I.

2nd. The finished cigar-cigarette must be packed in boxes of ten, with the following label:

- (a) Brand name.
- (b) Cigar-cigarettes.
- (c) Patented January 1, 1924
- (d) Made with mild Havana tobacco filler and finest of Sumatra wrappers.
- (e) Firm name and address.

But before engaging in the manufacture of this patented smoke, a written license must be obtained from us. This we will grant FREE until May 31, 1926. Experience may thus be gained of the market; and, afterward, as the manufacture is continued, a new license agreement must be obtained upon a royalty basis.

We will also sell you these new smokes in boxes of ten, with the following label:

"DIPLOMATIC"

Cigar-Cigarette.

Patented January 1, 1924

Made in the U. S. A. with Mild Havana tobacco filler and the finest Sumatra wrapper.

International Tobacco Corporation,

Montreal, Que., Canada.

And we can supply these goods at the same prices the Berberian Brothers Inc., charge us.

Apply for samples and quotation to

International Tobacco Corporation, 5729 Park Avenue, Montreal, Que., Canada.

Craggs & Smith

Tobacco Manufacturing Supplies

New and second hand tobacco machinery of all sorts. Factory humidifiers (Rhode Island Humidifying System); Cigarette paper, tipping material, adhesives and all other kinds of cigar and cigarette manufacturing supplies. Domestic and Export.

Expert Engineering and Construction Service

Telephone
"Bowling Green 5025"

Cable address
"Craggsmith"

No. 2 Stone Street, New York, N. Y.

CEDAR CAN LINING

PRESERVE THE AROMA OF FINE CIGARS

We Specialize in Cedar Linings for Cigar Cans

THE CEDAR PRODUCTS COMPANY

Philip L. Hans & Son, Proprietors

LAKE RONKONKOMA

LONG ISLAND, N. Y.

Listened His Way Up

Schulte's Millions Are Many, His Words
Are Few—Here's the Secret of His Success
By EARL REEVES

In LIBERTY

I always think of David A. Schulte as the man who listened his way to the top.

You may not know David Schulte. Very few do. He had never even met a newspaper interviewer until a few months ago. He had never been photographed until associates forced him to pose.

He has listened his way to many millions, but advertised himself never a whit while on that way. Even today he is scarcely so much as a name to most persons. And yet—

He is A. Schulte Co., and has almost three hundred cigar stores in nearly one hundred cities.

He is Park and Tilford, and sells luxury foodstuffs through chain stores.

He is Vivaudou, selling perfumes and toilet preparations to millions.

He is Alfred Dunhill, owning in England and here the firm that dates back to the dim beginnings of pipe-smoking.

He is the man who bought, casually, a six million dollar property in Times Square the other day; who bought Aeolian Hall, one of the landmarks of New York, and sold it for a million profit within a year; and who owns outright or holds leases to about two hundred valuable properties including some of the choicest corners in America.

And he began, at fifteen, at the elbow end of a broom in a cigar store at the end of Brooklyn Bridge—a store owned by a relative, that same A. Schulte whose name never was taken off the sign.

From there to this:

He sat one day in his office in a cramped little building on Broadway, near Canal. On the ground floor, an automat restaurant; on the top, Schulte; and in between a beehive of Schulte interests.

He sat in a big, bare walnut-paneled office, between a desk that was bare and a table that was bare. Across the table was one of his executives.

"John," he said—or we shall call him "John." "We have done well this last year. I've made a good deal of money. You have helped.—Mark yourself up eight thousand this coming year. You've earned it."

Or this may occur:

Around a long table the Schulte business family has luncheons. Here will be some of the top-line executives, a few lesser fry, a store manager or two. Schulte outlines something he thinks ought to be done.

"What do you think about it?" he asks the man next to him. The man tells. Then another, and another—on around the table. The majority are against his plan.

"I'm not so set on that thing," he says, "We will not do it."

"Friends told me that Schulte is 'interesting.' I am told he has not written a letter in ten years. He has no secretary. He has no stenographer. There are no push buttons under his desk-top, nor any other item of the usual paraphernalia of efficiency in that room from which business approaching a million dollars a week is directed. Excepting only a single telephone.

His executives do all the work. He merely listens and advises and inspires. Schulte knows when to listen. He listens to the rest of us until he knows all that we know with that intense pertinence which is true eloquence.

A conventional paper-holding president piece about Schulte would write itself. But I can tell a thing about his rules for success:

He listens.

He picks average men.

He gives these their heads.

He makes them talk, exercise

ingenuity.

He expects the extraordinary ordinary men—and gets it; he rat the collective judgment of average in his own intelligence; and he vke and hard and joyfully.

"What do you want in men I him—and this was his answer

"I put three qualities above t

They are that a man must b

hard worker, and have comm

The most brilliant man in t

not worth much unless he has

things. There are many bran

dents and theorists; but I e

smart man with application a

sense."

Salesmanship is Schulte's

of life, but he puts a reverse

it.

"If there is lack of interest i

ganization," he said, "it is

have not sold myself to my

tion.

"I think salesmanship the

portant thing in life. The

(Continued on page 3.)



**produce better crop
with less work**

Quality and quantity are the two things that grow direct from the Kentucky Experiment Station's choicest seed. The latest improved resistant strain, the finest, purest strain so far developed by tobacco experts. Through the scientific cultivation and careful selection of the plants, we have preserved a quality of the strain.

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Postpaid**

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J. V. SHIPP, Midway, Ky.

lawyer or dentist must have it. They sell themselves to their clients. You have children you will know what needs salesmanship. You sell yourself to your own child—the child respects and loves you in the same way as you merit its confidence, that is salesmanship. Through a girl may be beautiful man may never have been particularly—until she makes him and that she wants that man. Then I usually know. Because you may safely bet that whether a man is loyal, a hard worker, and has common sense, is interesting.

Review of Various Markets

Burley
 Louisville, Ky., Feb. 20.—Sales on the Louisville Market for the week ended February 12 totaled 589 hogsheads, of which Burley. During the same week sold 1,635 hogsheads in 1923, 1,635 in 1924 and 935 hogsheads from January 1 to February 12, 1925, 1,056 hogsheads. For the same week sold 13,693 in 1923, 9,243 in 1924 and 968 in 1925, all indicative of a steadily diminishing importance of the Louisville hogshead market.

Burley
 Independent loose floor sales have picked up in the present time about 130 hogsheads. Some of the markets are old and others are nearing an end. To sales no doubt will be about million pounds. The prices have been so what since February 1 on all except decided grades of color, and larger American manufacturers continuing to take approximately of offerings. The Flay Association has received 100 million pounds with indications that receipts may be 125 million. Association still holds considerable stock of tobacco principally 1923 and 1925 crop they have sold only a half of their receipts. The will amount somewhat larger than first estimate should yield between 250 million net pounds. The stocks in the hands of dealers are all and their purchases from 1925 crop are not important.

One Sucker
 Sales in this section will probably be in the next ten days when the crop is estimated at 25 million pounds. There have been sold at an average of about 900 on the warehouse floor. The price has remained relatively low during the month without any extreme fluctuations except a recent considerable rise in the price of best grades of tobacco which tended to reduce the average about \$2.00. Just at this time competition has developed on the manufacturing and rehandling leaf has strengthened the market somewhat in grade. The old tobacco in the hands of the Association are very

does not appear to be much on the part of the farmers big crop in 1926, nor to reinstate the Co-operative Association.

Green River
 The Green River crop is expected to fall off hereafter offerings possibly until the season about April 1. Estimates of the total of the crop are placing the total of the crop at 130 million pounds. Sales to February tobacco amounted to 213 million pounds at an average of \$7.59. A change in the price average month has occurred. Common grades trashes have sold as a result of competition between

some of the large American manufacturers. Some 200 hogsheads of redried tobacco of old stocks have recently been disposed of by dealers at prices reported to be satisfactory and the Association is said to have sold 300 hogsheads out of the 1922 crop. Except for the old crop holdings of the Association stocks are small.

Efforts to reestablish the Co-operative Association do not seem to have made much progress.

Henderson Stemming District
 There have been no important developments in this section during the month, all of the crop is being sold over the floors and sales hereafter should be comparatively small. Prices are steady and lower compared with previous years.

Stocks of old tobacco in this section are negligible.

Efforts to reinstate the Co-operative Association referred to in our report of January 20 do not appear to have made any further progress.

Clarksville-Springfield-Hopkinsville District

Sales on all of these markets have recently been large and it is estimated that 65% of the crop has been sold. Clarksville has sold on auction floors 10 1/4 million pounds at an average of \$13.75 compared to an average a year ago of \$15.74, Springfield at 5 million pounds at an average of \$16.96 compared to an average a year ago of \$19.75, Hopkinsville 14 million pounds at an average of \$10.75 compared to an average a year ago of \$12.91. Prices have shown a more or less regular tendency to decline, especially on most medium grades and common grades of leaf, but good spinners, wrappers, binders and common lugs and trashes have held fairly steady.

Western District
 The total crop in the Western District is estimated to be about 60 million pounds of which approximately 40% has been sold at an average price of about \$7.75, exclusive of possibly 3 million pounds purchased at the farms of the farmers in Murray, Kentucky, at an average of about \$23.00. There is no evidence of keen competition developing in this section.

The new crop is turning out to be larger than was expected and considerable weakness has developed in the market. Prices have recently declined from \$2.00 to \$5.00 per 100 pounds on practically all grades of fillers, lugs and greenish leaf. Prices for spinners and wrappers are holding firm as there is comparatively a small quantity of these in the crop. Only a small per cent of the crop remains to be marketed.

Bright Virginia
 The markets in Eastern Carolina closed on February 12 with very little change in prices, if any, after the holidays. The 1925 crop was of very good quality as a whole and Wilson, North Carolina, the largest market, sold about 77 million pounds at an average of \$26.75 per 100 pounds on the warehouse floor. Sales in the Old Belt have been large recently and now only a small part of the crop is left to be sold. The quality as a whole continues poor and all grades have consistently run to the dark or mahogany type. Colored leaf has been scarce. The crop will turn out more pounds than was generally estimated at the beginning of the season.

Maryland
 Net receipts on the Baltimore market since January 1 are about 700 hogsheads against sales of 851 hogsheads, reducing the stocks on hand to about 300 hogsheads consisting mostly of greenish French types. Prices have been practically unchanged.

Only about 100 hogsheads of the 1925 crop have been delivered and sold from \$8.00 to \$50.00 per 100 pounds first cost. Good domestic cigarette tobacco is considerably better than the product of the past several crops.

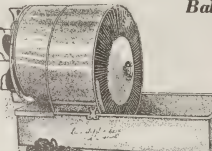
Stocks of Ohio tobacco since our last report are unchanged and estimates again place the 1925 yield at 1,500 hogsheads, of which 1,000 are estimated to be air cured and 500 hogsheads fired. A large portion of the latter will be red grades.—INTERNATIONAL PLANTERS CORPORATION.

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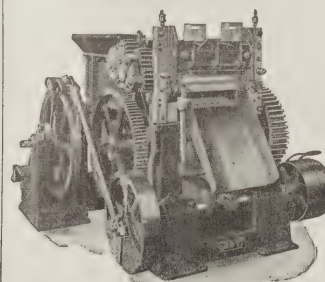


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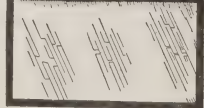
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Imported Tobacco

(Continued from page 31)

Modera Tobacco Co. 8
 Infanzon & Rodriguez 16

Cigars from Havana

S. S. Siboney —February 24
 Cases
 Stickney, Heelscher & Co. 1
 Estabrook & Eaton 4
 Central Union Trust Co. 14
 United Cigar Stores Co. 4
 R. M. Haan 1
 Capitol Cigar & Tobacco Co. 2
 Duncan, Moorhead & Co. 3
 Park & Tilford 6
 Charles & Co. 4
 Rose & L. Cigar Co. 2
 G. S. Nicholas & Son 2
 Faber, Coe & Gregg 7
 On order 1

Cigarettes from Alexandria

S. S. Clontarf —February 20
 Faber, Coe & Gregg 1 case

Cigarettes from Southampton

S. S. Olympic —February 24
 Faber, Coe & Gregg 2 cases

Cigarettes from Glasgow

S. S. Tuscania —February 24
 A. Dunhill 1 case

Cigarettes from London

S. S. American Merchant Feb. 25
 Tice & Lynch 1 case

Cigarette Paper from Havre

S. S. De Grasse —February 20
 Southern Pacific Line 3 cases

Cigarette Paper from Bordeaux

S. S. Sarconie —February 23
 American Tobacco Co. 1,000 cases

Cigarette Paper from Nazaire

S. S. Sarconie —February 23
 Cases

R. J. Reynolds Tobacco Co. 1,040
 De Manduit Paper Corp. 340

Cigarette Holders from Hamburg

S. S. Deutschland —February 24
 L. Greenberg & Sons 2 cases

Briar Pipes from Genoa

S. S. Carlo —February 20
 T. D. Downing & Co. 2 cases

Briarwood from Messina

S. S. Sinsinawa —February 22
 On order 865 bags

Smoker's Articles from Southampton
 S. S. Olympic —February 24
 F. Murray Hill Co. 7 cases

Tobacco Fabrics from Havre

S. S. De Grasse —February 20
 A. B. Newman & Co. 1 case

Tax Cut Will Benefit

(Continued from page 26)

keenly aware of the crisis in the tobacco situation, and who was a member of the conference committee, as was Congressman Allen T. Treadway, of the First Massachusetts District, which contains many tobacco towns.

Congressman E. Hart Fenn, of the First Connecticut District, and Congressman John Q. Tilson, of the Third Connecticut District, Republican leader of the House, who also worked strenuously to get the rates lowered.

"There will be no question that sales will increase when manufacturers will be able to give better quality for approximately the same sale prices, or less, than have existed," said Mr. Alsop. "The tax reduction," he continued, "will allow this at the same time it gives opportunity for some margin of profit. The manufacturers will be enabled to devote greater amounts to advertising campaigns. Everything done by the manufacturers to increase their sales will stimulate industry. Larger retail sales will create greater demand for the cased tobacco and reduce the surpluses which are now on hand."

Mr. Alsop was chairman of a national committee of growers and manufacturers who appeared before the ways and means committee of the house and submitted statistics and resolutions which showed the desperate condition of the tobacco industry.

Resolutions adopted by the New England Tobacco Growers' association were presented by Mr. Alsop and copies of the resolution went to the entire Connecticut delegation in congress, the Massachusetts senators and Congressman Treadway by the secretary of the association.

Cincinnati Trade

(Continued from page 3)

of our business is in the bituminous mining fields, and the demand from these has been increasing since the first of the year. We also have had an increased demand from other sections, and our local sales have grown. All reports indicate that general business is improving, and this, of course, indicates a further improvement with us."

Reaches Honolulu

Alex Frieder, of S. Frieder & Sons, who is on his way to the firm's factory in Manila, arrived in Honolulu February 26, and is to remain there a few days. On his arrival in Manila he will relieve his brother, Philip Frieder, who is in charge of the factory there, and the latter will return to Cincinnati. Morris Frieder is in the east on a business trip, and in the meantime Herbert Frieder is in charge of the executive offices.

The scenario of a one-reel film of what happened in the United Cigar Company store, at Fourth and Walnut streets, one evening last week would be something like this: Two young men enter the store, a key point two "gats" at the clerk, Theodore Elswick, and order him to enter a closet. He enters. Two customers come in, and one of the bandits serves them, carefully ringing up the sales. Then the two bandits take \$172 from the cash register and proceed to "beat it" through a side door. Elswick dashes through the front door and follows them. Miraculously, he encounters a policeman. The bandits run into the Hotel Gibson and the cop cops them. Fade out shows the young men in jail. Unfortunately, the story has no heroine. Write your own titles.

No Cause For Complaint

"Business is getting better day by day with us, and I see no reason to complain," stated Max M. Guggenheim, jobber, just before starting on a business trip to up-state cities, from which he will return about March 6. A recent caller at this establishment was J. C. Newman, of the Newman Cigar Company, Cleveland, makers of the John Carver brand.

A Big Reception Day

Last Monday, which was the birthday

of the Father of Our Country, also a fine judge of tobacco, much like reception day at the house of the Henry Straus. Among the callers were Claudio Marcelino Perez & Company, C. E. Herz, of E. A. Klein & Co., E. Rozenkranz, of E. Klein & Company, R. M. Tallichet, of the American Tobacco Company, later caller was E. N. Adams, Havana-American Tobacco Co., who is to devote the first week to some special work in the Antonio y Cleopatra brand. Business continues to improve as though there will be a demand in the next few weeks. David Strauss, president of the company, "I approve of what is a recent number of Tobacco to the proposed Kentucky law which poses a state tax on tobacco. It seems to me that citizen of states have a right to object to because such legislation is spread. The proposed law is as much as it would be ruining the jobbing business of the state, and poses an unreasonable hardship on retail dealers. It would be ample."

Enjoying Good Demand

"Business is the same as usual, which means that we are getting a good demand and are maintaining production at the normal point," Joseph Knecht, Jr., who is associated with his father, Joseph Knecht, manufacturer of the El Rico brands. The remodeling of the Knecht building is taking longer than expected and therefore the factory was moved until about the first of March.

Encouraging Situation

Samuel D. Hachen, president of Hachen-Rothert Cigar Company, has just returned from a trip to St. Louis, Kansas City and Chicago, reported that he found business in all of these cities and met with greater success than he had expected. Oscar W. Rothert, secretary of the company, stated that business is good and that he regards the situation as encouraging in every way.

A recent visitor in the city was Asby, of the P. Lorillard Company, carried a while after taking care of business affairs and renewed the acquaintance of friends.

The American Tobacco Company once more putting on here its "More-Friends" campaign. The company is offering a tin of Lucky Strike cigarettes for 25 cents, which is a saving of 15 cents, whereby the manufacturer absorbs the tax.

Philip Morris & Company, Inc., Marlboro cigarettes, are now appearing that brand here vigorously through medium of newspapers. Dealers are stimulated sales.

Bowled Over

Anthony Plohr, a well-known salesman, was knocked down by a mobile a few days ago and was injured. After he had been recovered, St. Mary's hospital it was found his right leg and hip were fractured. The Kool Smoke Pipe Company, Huntington, W. Va., has been some promotion work here for several days, and as a result its product is displayed in many stores.

George A. Murphy, who a few days ago opened a mobile cigar store in new office building of the Erie Railroad, for the special benefit of railroad's eleven hundred clerks, added a fine line of confectionery to stock.

Harry Kinney, popular representative of H. Duys & Company, importers of Sumatra, Java and Havana tobacco, has prohibited an unusually fine line of cigars to his customers here recently.

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ESTABLISHED 1886

LXXXI. No. 20

MARCH 11, 1926

Per Annum, \$3.00
Per Copy, 10 Cents

South Seriously Affects the Sumatra and Java 1925 Tobacco Crops

WASHINGTON, D. C., March 8.—The Sumatra tobacco crops of 1925 are seriously affected by drouth, according to a report received in the Department of Commerce from American Consul C. Spamer. In order to make good, a quantity of top leaves destroyed in Sumatra to prevent the crop from being shipped to the American market. It is expected that buyers will find difficulty in getting enough wrapper grades to their requirements in the States. The usual quantity of leaf tobacco is lacking and buyers will not be satisfied with the top leaves offered. The United States imports about 6,000,000 pounds of tobacco annually from the Netherlands. The best grades of wrapper tobacco are purchased by the United States.

Sumatra Top Leaves Shipped to Amsterdam—U. S. Buyers May Not Get Enough Best Grades—Dutch Buy American Smoking Types—Better Outlook for Maryland.

States on the Netherlands inscription market, the lower grades being taken by Germany and other European countries. The quality purchased by the United States grows mostly in Sumatra. During years of short crops in Sumatra, Java leaf is often substituted, but the Java crop was also injured last year by drouth and it is reported that the leaf usually sold for wrappers will be suitable only for binders and fillers. As a result, American buyers will probably be forced to bid for the less desirable of the Sumatra grades which they usually avoid.

Scarcity of German Buyers Predicted

On account of financial reverses, lack of capital, and the increasingly low ebb of business during the last few months, German buyers, who usually take the lower, or "schwanz" grades of Sumatra leaf, will not be present in great numbers at the inscriptions of 1926. It is claimed that the actual profit is realized from the sales of these "schwanz" grades to Germany and other European buyers, at average low prices, rather than from the fancy grades sold to the United States.

The Inscriptions

Practically all of the tobacco produced in the Dutch East Indies is brought to the Netherlands and sold in Amsterdam and Rotterdam in unique auction sales known as inscriptions. The inscriptions offer during the period March to October, and reflect the ingenuity of the Dutch merchant in marketing methods. All tobaccos are sold by sealed bids so that no buyer knows what his competitor is willing to pay, and consequently each bidder must submit an offer which he thinks will be higher than his competitors. The result is that in

many instances tobaccos sell at higher prices than would obtain under the open auction system employed in the United States.

American Tobaccos as Substitutes

The Dutch manufacturers regard the Java crop as their mainstay in the manufacture of smoking tobacco, but when a crop shortage or other agency increases the price, they turn to American varieties, mainly Kentucky and Virginia, as substitutes. These two types have not been eminently successful as substitutes, however, as the price offered attracts only the meanest grades. In view of the increased quantity of low Java grades, occasioned by the drouth and the resultant decreased prices, it is not probable that American substitute types will be in great demand in 1926. Moreover, on account of the heavy domestic demand for American tobaccos, prices are often higher than the Dutch market desires to pay.

Maryland tobacco is generally popular on Dutch markets. It meets the requirements and is liked for its special fragrance. At one time complaints were registered by Dutch buyers against the methods of packing in Maryland, but a Dutch firm which has long specialized in American tobaccos states that Maryland tobacco shipped within the last few months has been found to be packed in better condition than usual. If the methods of packing continue to be improved, the outlook for the Maryland type is good.—L.A.M.M.

Refund of Taxes on Cigars

Merchants Association Further Amplifies and Clarifies Plan to Secure Refunds—Regulations Re Cigars in Transit—Blank Forms for Inventories Now Available.

Many inquiries received by the Department of Commerce regarding the new tax law, as follows:

Refunds of Refunds

Refunds to be allowed by the Department are as follows:

Cigars... \$0.75 per thousand
A cigars... 2.00 per thousand
B cigars... 3.00 per thousand
C cigars... 4.00 per thousand
D cigars... 1.50 per thousand
E cigars... 1.50 per thousand

When Refund Becomes Applicable

At the date, the new tax rates become effective thirty days after the date the bill is passed.

March 29 has been fixed as the date when the new tax rates become effective. To be more accurate, they will take effect at midnight of March 30.

All cigars on hand at the time the new tax rates become effective, will be taxed at the old rates.

Tobacco Exports Cause Surprise

WASHINGTON, D. C., March 8.—Statistics published by the Cuban Treasury, showing that tobacco exports through the port of Havana in 1925 surpassed all previous years, came as a surprise, as the general impression that tobacco exports had been declining for some time has been in the same direction. The United States imports over 21,000,000 pounds of leaf tobacco, worth \$3,000,000, and a total of 100,000,000 cigars.—L.A.M.M.

whether in the hands of manufacturers, jobbers or retailers, are to be rebated at the rates hereinabove specified:

Cigars in Transit

Under the regulations issued by the government, "Cigars in Transit in the United States or En Route from the Philippine Islands or Porto Rico," the 29th day of March, that is to say, cigars shipped before March 29 will be in transit on the 29th, but still in the same manner as cigars actually on hand.

In other words, refunds will be paid for cigars in transit shipped from one point in the United States to another, as well as for cigars en route from Porto Rico or the Philippine Islands to the United States.

Such cigars must be inventoried by the consignee who will be entitled to the refund, if the cigars are actually sold to him, and a certified copy of the bill of lading and the original invoice must be submitted with the claim.

When shipments are made C. O. D., or with sight drafts attached to bill of lading, if such cigars are simply shipped on consignment or memorandum without any actual sale to the consignee, they must be inventoried by, and the tax will be refunded to, the consignee and not the consignee.

How and When Inventories Are to be Prepared, Etc.

The Internal Revenue Collectors in the respective districts have already been supplied with blank forms (Form 481 Revised 1926) for the purpose of taking the inventories and preparing the claims, etc. These forms also contain complete and detailed instructions.

Such blanks can, therefore, be obtained by calling at the internal revenue office (Continued on page 4)

South Warned Against Over-Production

Board of Governors of The Tobacco Association of the United States Issues Timely Caution to Growers of Dark and Bright Tobacco—Various European Markets Curtailed.

RICHMOND, Va., March 10.—Warning to growers of dark and bright tobaccos in the Southern States that the planting of a large crop this year will result in marked lowering of prices and consequent disaster to the producers and to the trade in general, are contained in resolutions prepared by the board of governors of the Tobacco Association of the United States, in annual meeting here.

A survey made by the association indicates farmers in the bright districts of Virginia, North Carolina, South Carolina and Georgia are planning to plant a full size crop this year, with the probability that the production will be greater

than that of last year. A production of bright tobacco in excess of 500,000,000 pounds will, in the opinion of the Tobacco Association, be a surplus that cannot be absorbed by the trade, leading inevitably to the lowering of prices below the cost of production, with the consequent results to the farmers.

The resolution prepared by the association call attention to the fact that approximately twice as much tobacco is now grown in foreign countries as is produced in the United States, with England and other countries showing a decided inclination to use domestic tobacco in order to build up the trade of their own countries.

Dark Tobacco Situation

The situation with reference to dark tobacco grown in Virginia, Kentucky and Tennessee is said to be even more acute than it is in the bright sections, and a large crop in these areas is certain to have its aftermath in prices below the cost of production.

A combination of circumstances make the planting of a large crop in the dark sections a situation fraught with danger to the farmers. It is pointed out that the

Prentiss M. Terry Returns to His Belgian Post

WASHINGTON, D. C., March 10.—Prentiss M. Terry, special tobacco representative of the Department of Commerce at Brussels, who has been in the United States for a couple of months, is sailing today to return to his post. While he was in this country Mr. Terry was in touch with some of the trade.—L.A.M.M.

Italian government, which in former years has been a large purchaser of Kentucky, Tennessee, and to a smaller extent of dark Virginia tobacco, is now practically out of the market for these growths. Italy is now raising all of the dark tobacco necessary for its needs, and will, therefore, be a very small buyer, if a buyer at all, of dark tobacco in the United States this year. In former years Italy has purchased from 38,000,000 to 42,000,000 pounds of Kentucky and Tennessee dark tobaccos alone.

In former years Italy has purchased annually around 10,000,000 pounds of dark tobacco on the Virginia markets alone. These purchases have become smaller and smaller until today the sales of this type of tobacco in Italy have become negligible.

The retirement of this country from the markets in the United States leaves an unoccupied field in this country. Consequently lower prices are certain to prevail for the types of which the Italian government has been a heavy purchaser in the United States.

Another circumstance contributing to the concern felt over a heavy yield of tobacco in the South this year is the fact that England is now using large quantities of colonial grown tobaccos in place of the dark Kentucky, Virginia and Tennessee growths, of which Great Britain has bought heavily in former years. Statistics show that the percentage of colonial grown tobacco used by English manufacturers in the past twelve months was 20 per cent of the entire amount used, thus cutting off 20 per cent of the dark tobaccos formerly purchased in Virginia, Kentucky and Tennessee.

Cognizant of the situation in both the bright and dark area, leading bankers of the South have also pointed out the danger to the farmer in planting a large crop this year, sounding a warning that over production of either bright or dark tobaccos, under existing market conditions, made acute by the falling off in the foreign demand, is certain to result in prices below the cost of production, with the consequent financial disaster to the farmers.

Buyers, dealers and bankers are united in urging the farmers to pay more attention this year to a smaller and better crop of tobacco, selecting the land carefully, fertilizing wisely, with the one object in view, of producing higher grade tobacco, eliminating entirely the lower grades which come in direct competition with the tobacco grown in foreign countries.

There was practically a full attendance of the board of governors at which the situation was discussed. Those present were:

A. B. Carrington, president, Danville, Va.; T. M. Carrington, chairman of the board, Richmond, Va.; E. J. O'Brien, Jr., of Louisville, Ky.; Z. V. Gwynn, of Danville, Va.; J. A. Clark, Bedford City, Va.; A. H. Buchan, Mullins, S. C.; A. P. Thorpe, Rocky Mount, N. C.; G. T. Patton, Darlington, S. C.; James I. Miller, Henderson, N. C.; W. L. McGill, Petersburg, Va.; E. V. Webb, Kingston, N. C.; W. G. Rogers, Warrenton, N. C.; E. G. Currin, Richmond, Va.; James S. Ficklen, Greenville, N. C.; Robert Haskins, Richmond, Va.; Andrew Jamieson, Oxford, N. C.; R. C. Stokes, Lynchburg, Va.; H. S. Hotchkiss, of the State and Planters' Bank, Richmond; L. P. Watson, Wilson, N. C.; O. C. Gregory, Richmond; J. W. Dunnington, Farmville, Va.; T. W. Blackwell, Winston-Salem, N. C.; W. A. Goodson, Winston-Salem, N. C.; W. T. Clark, Wilson, N. C.; W. Augustine, vice-president, and John M. Miller, Jr., president, First and Merchants' National Bank, Richmond, and John L. Wingo, Richmond, Va.

The Turkish Market Shows Less Activity

WASHINGTON, D. C., March 8.—The Turkish market during December was rather weak, but the general tendency remained more or less firm, says a report to the Bureau of Foreign and Domestic Commerce from Assistant Trade Commissioner Mood at Constantinople, discussing the tobacco market there. He continues:

Purchases of tobacco of the new crop

on the part of export companies and also of the administration of the tobacco monopoly were started in the producing districts themselves. In this connection it is to be pointed out that heretofore the Tobacco Monopoly Administration never bought its supplies directly from farmers, but used to cover them on the market.

Among the several important transactions which were concluded in the interior, it is reported that a well known American tobacco concern purchased at Samsoun a lot of 881,840 pounds of Erbaa tobacco at the price of 105 piasters per kilo (about 25.3 cents per pound).

Whereas prices of tobacco stored on the market remain stationary, quotations of tobacco of the new crop in the various producing districts show an increase of between 10 and 15 per cent, as compared with quotations of last year at the same period.

Exports of Turkish tobacco from Constantinople during December amounted to 4,609,819 pounds, about 84 per cent of which went to Trieste.

Stocks on hand on December 31, 1925, amounted to about 42,990,000 pounds.

The total production in Turkey in 1925, as reported by an unofficial source, amounted to 114,771,476 pounds.—L.A.M.M.

Regarding Refund of Taxes on Cigars

(Continued from page 3)

within the district where the claimant's place of business is located.

Under the regulations, the inventories must in all cases be taken March 29. In other words, while the claims may be filed at any time within sixty days, the inventory itself must be taken March 29. Such inventory must be taken in the presence of two disinterested witnesses, who must neither be in the employ of the claimant, nor must they have any interest in the claim. The official form contains an affidavit to be signed by these witnesses.

As soon thereafter as practicable one of the field deputy collectors from the local district will appear to verify the inventory and, if correct, he will certify to that effect on the same blank.

It is suggested that those desiring to file claims for refund notify their respective internal revenue districts in advance, stating the exact location where the stock is to be found so as to make sure that the field deputy will be there promptly to verify the inventory.

In cases where claims are to be made for goods in transit, as well as for stock actually on hand, two separate inventories must be prepared, though both are to be consolidated for the purpose of the claim.

A concern having more than one place of business must prepare a separate inventory, sworn to by two disinterested witnesses and certified by a deputy collector of the Internal Revenue Bureau, for each place of business. These separate inventories may then be consolidated at the main office of the company and form the basis of a single claim for the aggregate amount.

Unused Stamps May Be Redeemed

Cigar manufacturers having left over unused stamps will be entitled to redeem them to the extent of their full value. In other words, they cannot be affixed to cigars after March 28, but they will have to be redeemed under the old law providing for the redemption of unused stamps.

Claims for Less Than Ten Dollars Not to Be Allowed

The statute specifically provides that no claim for an amount less than \$10 shall be paid. Hence, those seeking refunds must see that they have enough stock on hand on March 29 to entitle them to a refund of not less than \$10.—CHARLES DUSHKIND, managing director of the Tobacco Merchants' Association.

Details Regarding Cigar Tax Refunds

WASHINGTON, D. C., March 8.—David H. Blair, Commissioner of Internal Revenue, is sending a notice to collectors throughout the country in connection with the refund of taxes on cigars. The announcement in detail follows:

The Revenue Act of 1926, approved February 26, 1926, provides for refund of tax paid on cigars as follows:

"Sec. 1205. (a) In the case of all cigars and little cigars in original and unbroken statutory packages held and intended for sale by any person on the effective date of the repeal of section 400 of the Revenue Act of 1924, including those in customs custody or in transit from the insular possessions of the United States, which on such date have affixed thereto stamps purchased at the rates of tax imposed by section 400 of the Revenue Act of 1924, there shall be allowed a refund equal to the difference between the tax imposed by such section and the tax imposed by section 400 of this Act.

Must File Claim Within Sixty Days

"(b) No refund shall be allowed under this section unless claim therefor is presented within 60 days after the effective date of the repeal of section 400 of the Revenue Act of 1924. No refund shall be made to any person if the claim is for an amount less than \$10.

"(c) The Commissioner, with the approval of the Secretary, shall adopt such rules and regulations and shall prescribe and furnish such blank forms as may be necessary to carry this section into effect.

In pursuance of the Section of the Revenue Act of 1926 quoted, the following regulations are promulgated:

The cigars in respect to which a refund of tax equal to the difference between the tax imposed by Section 400 of the Revenue Act of 1924 and the tax imposed by Section 400 of the Revenue Act of 1926, may be claimed must (a) be in original and unbroken statutory packages, that is, in the same boxes or other packages in which put up by the manufacturer or in which imported or brought into the United States from its insular possessions, and (b) have affixed to each such box or other package a United States internal revenue stamp purchased at the rates of tax imposed by the Revenue Act of 1924, duly cancelled and of the proper denomination corresponding with the number of cigars packed therein and, if large cigars, of the proper class ("A," "B," "C," "D," or "E") denoting tax-payment at the different rates imposed according to the price at which they were manufactured or imported to be retailed.

Must Be Inventoried

2. The cigars described in paragraph 1, which are held and intended for sale by any person on March 29, 1926, must be inventoried on that day in the presence of two disinterested witnesses who must be persons of good repute in the community for truth and veracity, and must not have an interest in any claim for refund of taxes on cigars under the Revenue Act of 1926, and who shall not be in the employ of any claimant for refund of such taxes. The number of boxes or other packages of cigars of each size and of each class according to the stamp affixed, found unbroken, must be carefully ascertained by claimant at his place of business and at each other place where the same are held; but if it is impossible for claimant so to ascertain the number of boxes or other packages of cigars on hand at each other place where held on the day named, then this shall be done by his duly authorized agent or agents.

3. (a) A separate inventory of the cigars held at each place on the above-mentioned date must be made as prescribed in paragraph 2 and reported in respect to each place on Form 481 revised, which is prescribed as the form of inventory and claim for refund. (b) Stamped packages of cigars which have not left the manufacturers' bonded factory premises or which being imported or brought into the United States from its insular possessions, are held in customs, custody, must be similarly inventoried and reported on Form 481 revised, separately from stocks held elsewhere. (c) Properly stamped packages of cigars in transit in the United States or en route from its insular possessions on March 29, 1926, shall be inventoried as prescribed in Paragraph 2, upon arrival at destination and reported on a separate Form 481 revised, by the consignee except when the shipment in transit in the United States is made C.O.D.,

or with sight draft attached to the lading, in which case the invoice must be made separately by the consignee as prescribed. There must be a separate inventory of goods on hand or en route as stated, a certified bill of lading and an original invoice or bill of sale of the cigars in each shipment.

4. Each witness to an inventory must separately inspect each package, certify himself, that the contents are the original cigars on which tax was paid as evidenced by the stamp affixed, and, if the stamps have been removed, verify the stamped packages of cigars and of each class (according to class of stamp affixed) as the number of cigars in each package and of each class according to the stamp, or by his agent or agent above. If the verification is made by the witnesses agree to the inventory of claimant, the Form 481 should be filed in duplicate, sworn to in the presence of the witnesses who will in the meantime and the presence of each witness sign and make affidavit to the fact as attesting witnesses to the fact that the stock shall be returned to the stockholder at the adjournment of the witnesses and that the witnesses shall intervene between the commencement and completion of the inventory.

5. The oath of claimant and witnesses shall be administered by an officer authorized to administer oaths generally or, before a Deputy of Internal Revenue or Revenue Agent.

6. Provision is made for the refund of each inventory by a deputy collector of the district or other internal revenue officer authorized to receive such stocks of cigars as to which a claim for refund is made in order that each inventory be verified by his deputy.

7. Where the same stocks of cigars at several places, an accurate claim may be made for the stock held at each place (subject to allowance of any claim not less than \$10) or the entire stock at each place, after verification by a collector may be forwarded to the principal office or main place of business of such person and there (internal revenue district) be consolidated into a single claim, or recapitulation, filed on an additional copy of Form 481 revised, and must show the number of cigars of each class on which the claim is claimed (the aggregate of respective totals of each inventory computation of the amount on each class of cigars is refund claimed, but need not aggregate totals of the number of cigars of each size nor the totals of cigars contained in each class). The several inventories, executed, and accompanying papers required in the case of goods must be securely attached to the claim and made a part thereof. The claim must be signed and sworn to (the back of the form must be so used). The claim should be promptly within the time limit provided in paragraph 11 of the Internal Revenue for the refund which the claimant has his place of business or principal office or main place of business.

8. Claimant's name and address which check in payment of the refund must be printed plainly in the space provided on the front of claim.

9. Any claim filed by a representative of the estate of a person or a person under legal disability should be accompanied by certified copy of the authority of such fiduciary capacity.

10. The stocks of cigars of more persons cannot be issued order to make a valid claim for refund, nor can inventory for refund be transferred to other persons in contravention of provisions of Section 347 R.

11. No claim for refund shall be allowed for an amount less than \$10 if presented to the Collector of the district after May 28, 1926.

Cleveland Trade Picked Up in February

Month Obliterated Effects of Previous Dullness—Un-
usual Demand for Clear Havana and Better Grades of
Domestic Cigars—Pipes and Smokers' Articles Increase.

CLEVELAND, Ohio, March 6.—The February was a good one for business picked up during this month, completely obliterating all effects of the previous month's curious thing—curious because it has not been the case for some time. There has been the unusual demand for Havana and the better grades of domestic cigars calling for dual sales. Box sales have been considerably more noticeable. Even has been the marked increase in sales of pipes and smokers' articles, cigar stands, pouches and all of kinds needed considered good profit for local dealers. The profit in these lines—staple lines, too. The market realizes the value of, and the increase in sideline products a good thing in the end. He must, however, that he is first, last, and a variety and the accessory lines do not overshadow his regular stock. Dealers, to their detriment, are in a hurry and general stores.

A Live Firm
Vincent, Cleveland's new-
born firm, are certainly making
a name in local cigar circles. A
number of c-wires—these fellows—
and their efforts led. Henry
Hartwig are distributed by this
and the product of the Preferred
Tobacco Company is making a
sales record.

Unbeatable
Sanford and his wife have op-
erated a very fine cigar
store on Superior
East 107th Street. George
Sanford, being connected
with the store is strategic and con-
tinue of business.

A Busy Store
Sanford and his wife have op-
erated a very fine cigar
store on Superior
East 107th Street. George
Sanford, being connected
with the store is strategic and con-
tinue of business.

Clemen's Meeting
Next meeting and dinner of the
Tobacco Salesmen's
association will be held March 19, at
the Hotel. Much is accom-
plished in the way of
inter spirit and enthusiasm,
co-operation between the
prominent speaker is prom-
ised at all the dinners. For
Judge Alva Pearson of
Pleas Court will probably
be of honor.

Selling Pipes
Cleveland and Novelty Com-
pany is selling plenty of pipes in this
city. The Virginian pipe, made by
the Virginian Company, of Chicago,
distributed here by the Cleveland
Novelty Company, is going
in shape. The Virginian fea-
ture broken-in bowl, and
is making a hit with pipe
smokers and the order of breaking

Winters in Town
Winters, who sells La Palina
cigars, is in town this week. Van
Palina is selling better
than that, for La Palina, is

A Hustler

One of the youngest, and at the same time "hustling" cigarists in the game hereabouts, is Sid Schwarz, of the Wallace & Schwarz Company. Sid is a crackerjack salesman, and Robert Burns, White Owls, Garcia Grandes, and the rest of the Wallace & Schwarz category of brands owe more than a little of their sales success to him.—HERR.

South Carolina Co-op Sign-Up Fails

DURHAM, N. C., March 6.—The ninety-day campaign for signing up farmers in the South Carolina tobacco belt by the Tobacco Growers' Co-operative Association has failed and the effort was practically abandoned at a meeting here Wednesday. Whether there will be a revival of interest and renewed effort, or whether the association will modify its plans so as to continue operation with a smaller sign up than the original contracts called for has not been determined. The campaign resulted in only 28.2 per cent of the total production of the South Carolina belt being signed. Contracts call for a 65 per cent sign up and are not effective unless this percentage is secured.

About 150 farmers attended the meeting here at which announcement of the failure was made. All suggestions for another campaign were abandoned as fruitless. The leaders were clearly disheartened over the result. The contract presented was for five years, supplanting the one that expired with the last season.

Farmers and business men generally believe the co-operative association has been of great benefit. Price of tobacco is practically double now what it was when the association began operation five years ago. But there has been much dissatisfaction over methods of the association and a good deal of contract breaking and resultant lawsuits.

The association in North Carolina is also in the midst of a sign-up campaign. There has been no announcement as to the success the movement is having but leaders of the movement in this state have expressed the belief that the campaign would be successful.—J. E. CLARK.

New South Carolina Co-op Movement Falls Down

HERNDON, N. C. March 6.—"Tobacco farmers of the South Carolina belt have definitely abandoned co-operative marketing and the method of protection by which their tobacco has risen from an average of approximately 11 cents a pound in 1921 to an average of better than 18 cents a pound during the past four years."

In these words does S. D. Frissell, publicity agent of the Tobacco Growers' Co-operative Association of North Carolina, South Carolina and Virginia, tell the news of the outcome of the strenuous campaign in South Carolina to sign 65 per cent of the crop for the pool by March 1, for another period of five years. Frissell writes from Florence, S. C., and in his dispatch says that only 28.2 per cent of the total tobacco production of the South Carolina belt has been signed for co-operative marketing in the ninety-day campaign which has just ended. He was present for the announcement made in the open meeting of the organization committee held at Florence last Wednesday. Chairman A. J. A. Perritt told 150 representative tobacco farmers from all the major counties of the belt that only 34,097 acres out of a necessary total of 78,534 acres required to make the new contract effective with a 65 per cent sign up, had been pledged. Further analysis, writes Frissell, shows that South Carolina tobacco growers signed 31 per cent of the state's total acreage, and the North Carolina border

county growers signed only 18 per cent of the total production of Robeson, Bladen, Columbus and Brunswick counties.

The Governor of South Carolina, the press of the state of South Carolina, and the workers, who were directed by W. E. Lea and were loaned by the Tobacco Growers' Co-operative Association to assist in the campaign for a new association, were thanked in resolutions of appreciation which were passed at Wednesday's meeting at Florence. The directors of the present association from South Carolina and the border counties, and Secretary M. O. Wilson, of the Tri-State Association, who directed the recent drive at the request of the organization committee, also were thanked by a unanimous vote of the representative growers at the meeting for their services to the farmers of the section during the past four years of co-operative marketing of tobacco. The organization committee likewise received a standing vote of thanks from the growers.

Directors Bright Williamson, of Darlington; T. B. Young, of Florence, and S. H. Rogers, of Clarkton, when called upon to state the effect of the failure of the farmers to continue co-operative marketing for another five years, on the present association, declared that a very serious situation was created by this action of the farmers.

"We face the most serious situation since the collapse which followed the war," T. B. Young, of Florence, told the growers, and added: "I think we are set back five or ten years. My heart goes out, not to the man who signed or who failed to sign, but to the rising generation, to the boys and girls who will suffer."

All suggestions to begin another campaign were abandoned.

Organization Committee's Report

The following statement was given out by the organization committee in Florence at the meeting Wednesday:

"In accordance with authority vested in us by our election as an organization committee for the formation of South Carolina belt tobacco growers' co-operative association at representative mass meetings of tobacco growers from the several counties comprising the tobacco production area included in what is generally known as the South Carolina belt, it now becomes necessary that we submit to those who have signed contracts, and on account of the semi-public nature of our organization, a statement to the general public covering our activities, and to give an accounting of our stewardship. We wish to express our appreciation of the confidence and trust reposed in us as the representatives of the biggest single industry in the Pee Dee section of South Carolina and the border counties of North Carolina.

"In undertaking the responsibilities and duties entrusted to us, we realized the importance and gravity of the work to be done, and approached the problem in all the seriousness that it deserved.

"(1) We had a contract drafted in accordance with the expressed wishes of the tobacco producers of the belt, and in accordance with the best experience which had been gained in the past four years of active operation of a tobacco co-operative marketing association.

"(2) We outlined and adopted a plan or method of presenting this contract to the tobacco producers, and to those whose business is dependent upon the income derived by the tobacco farmer from the sale of his tobacco. This method has placed the contract before or in the reach of every single person in the tobacco producing area, and it has left it strictly to their decision as to whether they desired an association for the future handling of their tobacco or not.

"We know of no effort that we could have made that has not been made to clearly place this matter before the people of the tobacco producing area and to call the people's attention to the importance and necessity for an association for the future marketing of their tobacco.

"The people have given expression to their wishes in the matter and have signed contracts totalling 34,097 acres, represented by 6,205 contracts. It was necessary under the terms of the contract to have secured 78,534 acres for the contract to become effective and binding.

"This is not a sign-up of 50 per cent of the acreage devoted to the production of tobacco in the South Carolina belt, and means that no co-operative association will be organized for the marketing of our tobacco. This is to be regretted, but as the tobacco growers have made their choice, we humbly bow to their decision.

"In behalf of all those who signed contracts and by so doing expressed their desire and determination to do their part to become masters of their own industry and to obtain for themselves their own economic freedom, we wish to extend thanks and appreciation to all who by word, act or deed have contributed to our help in this great cause."—HAD.

O. J. Sands Explains Pool Position

DANVILLE, Va., February 28.—Oliver J. Sands, executive director of the tobacco pool, addressed Halifax county farmers yesterday for at least two hours at the County Courthouse, during which time he cleared up a number of misconceptions. Reports have been running around for some time of discrepancies between statements made a year ago by Sands in a speech at Halifax relative to his compensation and the revelations in the Federal Trade Commission report, and Mr. Sands welcomed the opportunity to straighten the record, as it were.

The pool leader justified the redrying policy and the salaries paid. It was none of the pool members' business, he asserted, what was paid. The board was elected to run the operation to the best interest of the farmers and had done so with sincerity and conscientiously. As to his own remuneration, he said he received no compensation during the first year but in 1923 and 1924 he did receive a salary, how much was not revealed, and that in 1925 he declined to take any money because of the decreased earnings of the pool. The pool has suffered chiefly through contract-breaking which he said is particularly serious in eastern Carolina. The habit of some farmers to pool the low grades and sell their good grades at auction were responsible for curtailed receipts. Yet, he said, the organization is in excellent financial condition at the present time. It is a matter of indifference to him personally if the pool succeeds or languishes. But, he added it means a lot to the farmer, and unless they come through with the requisite sign up there will be a swing back to the old unsatisfactory auction conditions.

Had Promise of Hot Time

The sensation of the meeting was the unexpected appearance of Tucker C. Watkins, who recently resigned from the board of directors and who, therefore, spoke as an outsider. He asked to be heard from and cited the fact that he had been promised "hell" if he returned to Halifax. Assuming a defiant attitude he said "Well, I'm here now what are you going to do about it." Nobody did anything and the ex-director was heard. Of course he had been engaged in redrying, he told the assemblage. Everybody knew it, he said, and everybody realized that he was in the redrying game for profit. He had no apologies to make to anyone. (The Federal Trade Commission report revealed that in three years he and Richard R. Patterson made over \$80,000 on no investment, issue having been taken with the last statement). Mr. Watkins also said that it was true, as reported in Tobacco last Summer, that he had tendered his resignation at that time but he said he had been persuaded to reconsider. On two other occasions, he continued, he had presented his resignation but it had been refused. Finally, he said, he got out because of his age.—TETLEY.

Klein In Connecticut

Shade wrappers were of sufficient interest to D. Emil Klein, of New York, last week for him to make an special trip to the Hartford market. He had in mind some material for the Emelano cigar.

CONSOLIDATED CIGAR CORPORATION

HECKSCHER BUILDING
730 FIFTH AVENUE

NEW YORK March 2, 1926.

TO THE TRADE

Now that the President has signed the new Tax Bill, we feel warranted in advising you as to our attitude in this matter.

We, together with the trade at large, have used our best efforts to bring about this tax reduction, and in working to that end, it was with the understanding that we would employ the reduction in the building up and marketing of better merchandise - as our motto reads -

"Better Cigars Better Known"

Therefore, this is our program and policy:

We will use whatever savings are available thru this tax reduction, in improving our merchandise, and while all our brands -

Dutch Masters,
Harvester,
Mozart,
Adlon,
El Sidelo,
Lovera,
"44"
Henry George,

are today meeting with unqualified success, we want the trade to know that we are dedicated to the further bettering of our output wherever possible, thereby doing our part of the job towards rehabilitating the cigar industry - restoring its former prestige, and bringing back the legion of smokers that have been lost to the trade during the past decade.

Therefore, our prices and discounts throughout the line will continue as heretofore.

We feel that this constructive policy will meet with the approval of everyone in the cigar business who has its best interests at heart.

Cordially and sincerely,



John H. H. H.
PRESIDENT.

Philadelphia Still Ponders Over Plans

Definite Action Taken—Wholesale Price of Eight Cent Brand Cut to \$56—To Expand La Palina Production—New Distributing Corporation—Trade News and Events

PHILADELPHIA, March 8.—While the cigars are kept at normal speed, there is preparation for a new cigar distribution when the bill goes into effect at the end of the current month. The all-around of trade interest, just at the point that the various manufacturing firms are diverting their efforts when the new becomes effective. While the cigar manufacturer has an definite plan of passing this on to the taxes along to the dealer, both nationally known tobacco manufacturing corporation has changed in price of one of its brands as result of the tax measure. The majority of producers still are in a state of uncertainty as to how they can solve the problem of dividing their increased profits from the reversions of the manufacturers, with the deal-

products, all other brands remaining at the old figures.

This announcement of the Mazer-Cressman Company followed shortly after that of the General Cigar Company, which notified the trade of its changes in the price of White Owl cigars, now to be sold at three for twenty cents, instead of the former price of two for fifteen cents.

To Maintain High Standard

Having more than three months ago anticipated the possible reduction of the taxes on cigars, the Coraza Cigar Company, with the able help of Howard F. Pent, president, keenly alert to the future of the industry when the tax bill became effective, increased the quality of its cigars and will continue to sell its ever growing Marshall Field at the old prices, but with greatly improved materials in the tobacco ingredients. President Pent in stating his decision to hold to quality as the most important factor in the distribution of cigars, said he believed that the cigar smoking public was more concerned with high grade tobacco ingredients and the work of making a good smoking product than with reduction of prices. They are willing to pay for a high quality and demand it more frequently in the tobacco rolled cigarettes than they do in the paper rolled cigarettes. The super cigar of today, he believes, must be of the best quality, otherwise it is not salable, and the only way to maintain quality in the present day markets is to pay for good leaf, so the tax reduction is being passed along in the highest quality of the Marshall Field. The distribution of Marshall Field in the Pennsylvania territory is now occupying the attention of the firm. The entire state is being covered through distributors who have been appointed in the territory lying between Philadelphia and Pittsburgh.

New La Palina Factory Announced

In line with its plans to expand extensively during the current year, the Congress Cigar Company is now arranging for the construction of one of the ultra modern factories to outdo the present commodious and fine structure devoted to the production of La Palina headquarters, Third and Spruce streets. During the work announcement was made that a four story up to the minute cigar factory with 70,000 square feet of space and a production capacity of 300,000 cigars per day, will be erected at Liberty and Ninth streets, in Camden, across the Delaware, and within sight of the new Philadelphia-Camden Bridge. This newest of plants will be entirely devoted to speeding up production of La Palinas, which are now enjoying the broadest national distribution in the history of the business. President Samuel Paley and his brother, Vice-President and Treasurer Jacob Paley, who have been on a vacation in the Florida resorts, will return to headquarters this week.

New Distributing Corporation

When the newly chartered corporation of Kennard & Lumly begins its business career in the City of Brotherly Love there will be added to the Philadelphia trade a very important distributor of several well known brands of cigars and tobaccos. The new concern will open its doors during the week at 1207 Walnut street, as a wholesale and jobbing house with retail department, featuring pipes and gift tobacco and cigar commodities and accessories, along with its cigar dis-

tribution. The officers of the new corporation are: President, William Kennard; Vice-President and Manager, Benjamin C. Lumly; Secretary and Treasurer, Edward J. Dingley, formerly an officer of the Victor Talking Machine Company. Vice-President Lumly is well known in Philadelphia as the recent manager of the Godfrey Mahn store at Fourth and Chestnut streets, which has been taken over by the Holt interests, and as a former salesman with the M. J. Dalton Company. There will be associated with the firm on its staff that old time associate and member of the Flanagan family, John Flanagan, whose identification with the local trade is well established. Among the pipes to be carried will be the English pipe imports from the Alfred Orlik lines and those of Peterson and Franks. The firm will announce the cigars to be distributed at a later date.

Representing Orlik Line

The trade welcomed during the past week the genial American representative of the Orlik Tobacco Company of England, and pipe importer Alfred Orlik, whose trade centers among the high class shops of the city. Among the very newest in addition to the regulation Orlik lines was a pocket cigar lighter of Austrian make which retails for \$1.50. To the Orlik company went the contract for the new Penac pipe, the official smoking pipe of the Penn Athletic Club, whose handsome \$6,000,000 club house was dedicated last week. The cigar stand privileges in the Penn Club will be given to Yahn & McDonnell Company, and the Penac pipe will be distributed through the stand under the management of C. Reath, who hales from the New York Athletic Club. The new pipe is to be carried out in the Penn Athletic Club colors of blue and yellow.

New Distribution Branch

A new wholesale distribution branch has been acquired by the Yahn & McDonnell Company at 33-35 North Sixteenth street, the firm having leased the large building at this address to which it will remove from its present location at Thirteenth and Sansom streets, May 1. The new location will be devoted entirely to the wholesale business, and distribution of cigars.

Following several weeks' vacation in the Florida resorts, Benjamin Gragowsky of the G. H. P. Cigar Company, Third and Brown streets, will return to his desk this week, when it is expected some definite announcement will be forthcoming on the firm's plans for the passing of the tax reduction along to the dealers.

Suggestions for 1927 Tobacco Exposition

Cigar makers' contest, single operators, also teams of three. A certain grade of tobacco to be used and the operator and teams making the greatest number of cigars in, say, ten minutes' time, to be awarded cash for the operator and possibly medals for the manufacturer who enters the individual operator or teams. Each cigar maker and team must represent some house—not themselves.

Window trimmers' contest. A group of five or ten windows to be built and a number of expert trimmers allowed certain time in which to decorate each window. Cash prizes for the winner.

In all cases the committee who passes upon these is to be selected by the show committee and the judges are not to be identified with the tobacco industry particularly. It has been suggested that artists and advertising men comprise that committee.

Best booth contest. A first, second and third prize for the three best booths in the exposition. This will stimulate

interest and also create a desire on the part of exhibitors to do something exceptional that will interest the trade and the public.

A four foot from the aisle rule regarding partitions to be enforced—the idea being in looking down an aisle each exhibitor's sign can be seen and no exhibit will be blocked off entirely. This will leave room for the back and side walls to be built but not all the way out to the aisle. A counter arrangement may also be provided where displays may be made.

Special attractions that will interest women. It has been suggested that a fashion show be staged, and while the idea is not new, men and women alike are interested in viewing the pretty girls and new fashions for the spring.

Pipe factory. Several people connected with the pipe industry are now working to obtain co-operation to the end that a pipe factory in operation may be installed in addition to the individual pipe exhibits.

Special Trade Paper Cooperation. The committee requests all trade papers to co-operate with the management in trying to obtain legislative contributions from the tobacco growing states, also from chambers of commerce and boards of trade in tobacco growing centers, as well as the growers' associations who are active in these centers.

An exhibitors co-operative movement with the newspapers for display advertising space the week of the show in a group similar to the idea carried out by the automobile show exhibitors, has been recommended.

Society night. Many manufacturers suggest that evening clothes be worn every night of the show and that one society night be provided. This would be a big publicity feature.

Public writing room. It has been suggested that a public writing room be provided and souvenir post cards of the show provided by the management so that exhibitors and visitors from out of town may write back home sending a souvenir card from the exposition.

Motion pictures. The usual instructive and interesting motion pictures are also very acceptable to the committee.

New Consolidated Cigar Corporation Directors

Theodore Schulze, Philip Livermore and W. A. Willingham were elected directors of the Consolidated Cigar Corporation at the annual meeting Monday. They will replace Elton Parks, Max Schallek and Herbert H. Maas. It was announced that the company's earnings in January were from 20 to 25 per cent greater than those for January, 1925.

The company's cash on hand totals \$900,000. It will add 150 new cigar making machines to its equipment shortly, bringing the total up to approximately 400 machines.

It was also announced that the company was retiring its note issue of \$2,500,000, leaving it without indebtedness other than between \$200,000 and \$300,000 in accounts payable.

O'Hanna Joins Forces of Graggs & Smith

Announcement is made at the offices of Graggs & Smith, 2 Stone street, New York, that S. S. O'Hanna, formerly with the American Machine & Foundry Company, has accepted a sales position with the export division of the firm. M. O'Hanna has had considerable experience in the South American field, and he is to continue in that territory. Important developments are looked for in the export department, and Mr. O'Hanna is just the man to take care of them.

Colors Reduced

Philadelphia firm to announce its policy regarding the change in the colors of the Mazer-Cressman Company, 1711 Vine street, by placing a notice to the effect that the cost of Counselors' T. former quotation of \$59 has been reduced \$3, to \$56, for the eight cent cigars. The change which will be made by the Mazer-Cressman

CIGARETTE PAPERS

OBBIINS, REAMS AND BOOKLETS

CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS
SPEL & SONS CO., Inc., 34 West 17th St., New York

ESTABLISHED 1854

THE JOHN BERGER & SON CO.

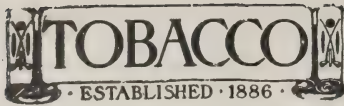
PACKERS OF
LEAF TOBACCO

MAIN OFFICE
315 MAIN STREET
CINCINNATI, O.

IMPORTERS OF
HAVANA and
SUMATRA

WAREHOUSES

Germantown, O.
Lancaster, Pa.
South Windsor, Conn.
Havana, Cuba.



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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, MAR. 11, 1926

What Some Tobacconists Have Learned by Experience

"The most important thing I've learned in my more than ten years as a tobacco retailer," said a successful western tobacco dealer, "is not to pay too much attention to the other fellow. Every time I start worrying about what my competitors are doing my sales drop off because I don't pay the attention to my own business that I should pay. The first and most important thing for me, I've learned, is to pay attention to my own business and not pay so much attention to the other fellows."

* * *

"Setting up goals I want to reach in the way of sales and numbers of new customers—that's the important thing I've learned in the time I've been in the retail tobacco business," said a central states merchant. "Of course, I set up higher marks from time to time and so have bigger things to shoot at. This thing of having definite marks to shoot at is a real inspiration to me. It makes me see the opportunities in this business; it keeps me from simply drifting along and taking only what I can get without much effort and it enables me to actually get ahead. Having definite goals to reach in certain definite lengths of time is the most important thing I've learned in all the years I've been in the retail tobacco business."

* * *

Here's another middle western merchant talking: "Not to work under a strain or tension all the time, is the most important thing I've learned in the sixteen years I've been operating a tobacco store. I used always to be keyed up to a high pitch in my selling efforts and the result of this was that I kept the whole store on a constant strain all the time. No store can work successfully, I believe, under too much of a strain all the time, so I feel it isn't at all surprising that my business suffered. The only surprising thing is that it didn't suffer any more than it did. And not only did my business suffer, but because I was working under a strain all the time, I felt punk and unhappy."

"Now I take things more calmly and easily. I'm just as anxious as ever to make sales' records but I don't let myself get all keyed up while trying to reach new records. And, as the result, I do a lot better than I ever did before."

* * *

A highly successful western tobacco retailer had this to say about the most important thing he's learned in the time he's been in business:

"Don't overstate or understate. Tell the truth

optimistically, but not too enthusiastically. Every time I've gotten too enthusiastic about the goods I've been selling and told the customers about the big things the goods would do, I've had trouble because in the great majority of cases the goods haven't been as wonderful as I've led the customers to believe in my over-enthusiasm. The big thing is to be sane, reasonable and logical. Over-stating things used to be the worst fault I had, but it isn't any longer, and since correcting this fault I've sure done better in my business."

* * *

"The most important thing I've learned?" repeated an eastern tobacco merchant. "It is to keep out of arguments and controversies with my customers. Every time I allow myself to get into an argument or controversy with a customer I lose business."

* * *

"The biggest thing I've learned," declared a southern tobacco retailer, "is that the more people I get into my store the more sales I 'expose' the store to and the more business we do and the more money we make. Consequently, it is always my effort to try and get more people into the store all the time."

"In getting more people into the store I've found that the right sort of newspaper advertising is a big help and the right sort of newspaper advertising is advertising that is newsy, breezy and interesting. In my newspaper advertising I tell about new lines of goods taken on, new shipments received, special sales I am putting on and things of that sort."

"Window displays which are changed frequently are also a big help. To my way of thinking the average tobacco store window display in my immediate territory is a pretty punk proposition. It doesn't tell anything; it doesn't display the goods very attractively and it doesn't stop people and make them look at the display. So the windows aren't very good because the most effective test of the pulling power of a tobacco store window display is, to my way of thinking, in the number of people it stops and makes look. So I make my window displays interesting and newsy and always have placards in the displays urging people to step inside the store and buy goods. This is very helpful in bringing a lot of people into the store who, otherwise, would probably not come into the store at all."

"The staging of special sales is, also, one of the very effective methods of getting more people into the store. Every time I stage a special sale the number of people entering the store is very largely increased and the business that we do shows a correspondingly big increase."

"We also get more people into the store in the course of every twenty-four hours by keeping open longer hours than most of the stores in this territory."

"All of these things have been helpful to us in increasing the number of store visitors and in building business and perhaps the same methods would help other retailers."

* * *

"I've learned," declared another tobacco retailer, "to take advantage of every discount that is offered me for the prompt payment of bills. I've found that there's no easier way in the world of making a little money and I've found that it pays me to even borrow money from the bank in order to secure the discounts."

"Figure it out for yourself. Suppose there is a discount of two per cent for cash. Suppose I haven't the money with which to pay cash and so go to the bank to get the money. The bank charges me seven per cent a year for the loan. In other words if I borrow the money for three months the cost of getting the money from the bank will still be less than the amount I save by cash on my bills. And if I pay off the loan in one month's time the cost of getting the money

is much less than the amount saved by counting my bills."

"Fortunately I haven't had to borrow from the bank very often in order to get discounts, but whenever I haven't had on hand I've borrowed from the bank with any hesitation."

"Not only has this thing made money but it has given me a high standing with my neighbors and this has made them go out on way on several occasions to do things that have been a big help to me in my business."

"To my way of thinking this matter has the advantage of all possible discounts in that it is worth the very careful consideration of every retailer who wants to get ahead as much money as he possibly can."

The 1926 Tax Law

Again the cry is raised that the new law discriminates in favor of the rich against the people of moderate means. It was said in 1924 that if the proposition in high surtaxes was put over it would escape. Now it is said that the new tax law will be a haven for the rich and oppression to the great bulk of the people.

As a matter of fact, the raising of exemptions to \$1,500 for a single man, \$3,500 for a married man will relieve approximately 2,350,000 persons from paying income tax whatever.

During the fiscal year ended June 30, 1925, personal income tax returns fell off from the previous year, but resulted in net income in taxes collected. Increased exemptions in the 1926 tax law will show a decrease in the number of returns, but not a proportionate decrease in taxes.

In 1925 incomes from salaries and income tax returns were largest in brackets between \$2,000 and \$3,000. This bracket will be exempt under the new law. Income tax reductions due to these exemptions will amount to about \$30,000,000. The reduction in taxes on incomes over \$10,000 will be approximately \$52,000,000.

The reduction in the surtax from 40 per cent on incomes beginning with \$100,000 will amount to approximately \$19,000,000. The great bulk of these large incomes come from sources not reached by the Federal Government; hence that amount of money released from taxes will enter business and taxable institutions. The total reduction in income taxes is estimated at \$150,000,000.

Reduction in capital stock tax will give relief to millions of investors in companies to the extent of about \$68,000,000. A great many of these stockholders are women of moderate means.

The amount of tax a person pays on his automobile, tobacco, and cigars will be reduced. The cost of admission to entertainments costing more than 7 cents for admission will depend entirely upon the wishes and desires of the consumer.

Altogether, the 1926 tax law will give relief to moderate means more than any other large means. As Senator Simmons has said in debate, the 1926 tax law relieves more people of direct taxes than any tax law placed on the statute books.—Washington Post.

Cigar Type Tobacco In

Cigar types of tobacco had a production of 197,954,000 pounds in 1925, an increase of 20,500,000 pounds over 1924, according to the Department of Agriculture.

Primary Exports of Leaf Tobacco, Cigaretts and Smoking Tobacco

WASHINGTON, D. C., March 8.—The following tables show the domestic exports of leaf tobacco, cigarettes, and smoking tobacco during January, 1926, from the United States, by countries. Compilation made by the Department of Commerce, Bureau of Foreign and Domestic Commerce. The figures are subject to revision. Source: Bureau of Foreign and Domestic Commerce.

Countries	Leaf Tobacco							Manufactures of Tobacco			
	Bright Flue-cured Pounds	Burley Pounds	Dark-fired Kentucky and Tennessee Pounds	Dark Virginia Pounds	Maryland and Ohio Export Pounds	Green River (Pryor) and One-sucker Pounds	Cigar Leaf Pounds	Other Leaf Tobacco Pounds	Stems, Trimming and Scrap Pounds	Cigarettes Thousands	Smoking Tobacco Pounds
Arctic Islands.....	1,043		1,425							50	
Arctic Islands.....	127,900	402,040	884,594	30,920	49,749	1,340			166,548	200	5,566
Arctic Islands.....	184,393		24		59,085					280	3,050
Arctic Islands.....			3,121,982	99,795	1,917,290			5,906		4,100	525
Arctic Islands.....	458,941		162,752	7,514	2,678			1,000		600	54
Arctic Islands.....								3,245		10	
Arctic Islands.....	22,193										399
Arctic Islands.....			24,060		41,439					2,202	
Arctic Islands.....	2,896		7,930								
Arctic Islands.....	322,742	10,155	162,730	670,860	517,670			111,593	51,603	50	12,000
Arctic Islands.....	137,560		9,385	81,050		53,467				50	871
Arctic Islands.....										75	
Arctic Islands.....	445,283									2,998	575
Arctic Islands.....			209,450		11,080					8	
Arctic Islands.....			207,160	21,862	106,130			233		200	920
Arctic Islands.....											
Arctic Islands.....	10,646,334	144,590	770,314	1,214,420		401,236		884		30	
Arctic Islands.....	948,982			1,386			3,692	17,730	7,919	1,788	6,542
Arctic Islands.....			6,316					1,178		372	3,609
Arctic Islands.....										104	78
Arctic Islands.....										3,516	
Arctic Islands.....										351	
Arctic Islands.....			10,850							4,304	1,060
Arctic Islands.....			9,635							55,243	4,034
Arctic Islands.....			300							285	
Arctic Islands.....				250				31,715		4,184	1,529
Arctic Islands.....										45	540
Arctic Islands.....										10	6,888
Arctic Islands.....										731	134
Arctic Islands.....	8,516									120	
Arctic Islands.....			499							55	106
Arctic Islands.....	27,768									93	50
Arctic Islands.....	2,100		13,600			7,886				569	889
Arctic Islands.....										3,284	10,536
Arctic Islands.....										50	117
Arctic Islands.....	2,500		450	100		500				1,909	63
Arctic Islands.....			15,001			2,720				72	
Arctic Islands.....			81,401			70,725		14,355		2,265	
Arctic Islands.....			1,260			4,265				606	
Arctic Islands.....			2,095	16,075						1,800	200
Arctic Islands.....	26,251										
Arctic Islands.....	14,128			3,314							
Arctic Islands.....			5,420							30	158
Arctic Islands.....			6,913							2,520	279
Arctic Islands.....	1,048		7,520			20,494					
Arctic Islands.....			5,530			2,204				1,005	
Arctic Islands.....										300	
Arctic Islands.....										1,025	220
Arctic Islands.....										60	
Arctic Islands.....										20	579
Arctic Islands.....										7,500	5,304
Arctic Islands.....	16,865,838		35,999							10	
Arctic Islands.....				1,074						60,687	666,178
Arctic Islands.....	276,514									300	834
Arctic Islands.....										50	
Arctic Islands.....										3,000	
Arctic Islands.....	56,555									120	78
Arctic Islands.....	4,193						8,297	21,883	7,512	49,810	2,686
Arctic Islands.....										20,000	720
Arctic Islands.....										4,988	10,019
Arctic Islands.....	1,975,908			598,319						530	204
Arctic Islands.....										93	
Arctic Islands.....										433	201
Arctic Islands.....	15,296			2,966						25	5,932
Arctic Islands.....	14,749		422,745	20,102		432,057		80,007		305	
Arctic Islands.....										170	253
Arctic Islands.....	11,184		158,985	70,107						20	
Arctic Islands.....	3,752		119,232	5,542		145,598		33,396			
Arctic Islands.....			11,400			3,820					
Arctic Islands.....			57,326								
Arctic Islands.....				8,483							69
Arctic Islands.....			8,210			2,951				125	
Arctic Islands.....			111,722					6,770	10,770	50	
Arctic Islands.....			400			4,850					
Arctic Islands.....	17,118										
Arctic Islands.....	32,624,685	556,785	6,654,615	2,854,139	2,705,121	1,154,113	11,989	329,895	305,039	851,531	92,239
Arctic Islands.....	\$10,958,052	\$166,319	\$921,656	\$1,326,441	\$397,532	\$261,106	\$11,117	\$99,426	\$14,337	\$1,682,427	\$59,827

Shipments from the United States to Non-Contiguous Territories

	Unmanufactured Tobacco		Cigarettes		Smoking Tobacco	
	Pounds	Dollars	Thousands	Dollars	Pounds	Dollars
Alaska	100	80	2,529	16,251	7852	5,931
Hawaii	9,673	4,500	25,905	131,487	91,778	75,573
Porto Rico	640,718	95,764	34,852	143,729	29,866	6,198



Charles Denby 2 for 15c

They satisfy the smoker because they are
good, and the merchant because they sell.

LA FENDRICH
10c. to 3 for 50c.

H. FENDRICH, Inc.
EVANSVILLE, IND.—ESTABLISHED 1850



ROBERT EMMET

Fresh Cigars Kept Fresh
in Airtight Tins

One Size,
One Grade,
One Price.

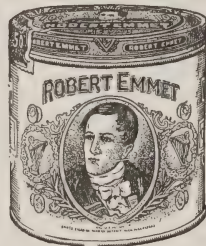
10c

Packed in
Airtight
Tins

The Big Seller

Wherever You Go

SPIETZ CIGAR CO., LIMITED, Manufacturers
Harper & Seneca Sts., Detroit, Mich.



LA PALINA
CIGAR

If you want a fast
moving number, stock up on

TOPIC
CIGARS

"Good from End to End"

In all sizes ~ ~
shapes and colors

Bobrow Bros. Inc., Mfrs.
Philadelphia, U.S.A.
Makers of Bold-La Tosella-Recall



San Francisco Pushing for Bigges

Live Cigar Men Showing Evidences of Strong Determination to Win Out—Factories Seek Increased Production—Jobbers Driving for Greater Distribution—Trade

SAN FRANCISCO, Cal., March 3.—There is considerable evidence that the live wires of the cigar game in San Francisco are pushing for the biggest year ever. Local manufacturers are planning for increased production. Jobbers are perfecting plans for more intensive distribution than ever, and strengthening the lines they carry. And the wanderers are swinging home again and bucking on the harness.

Emil Judell arrived last week via Los Angeles. He and his wife took an extensive trip. They enjoyed New York and the Tobacco Show and other eastern points of interest. Then flitted through Florida without getting singed by the real estate conflagration; took a good look at Cuba, and learned by experience what the South and Los Angeles were in the winter time. Emil comes back quite enthusiastic over prospects for the year. As usual he enjoyed and profited by the Tobacco Show. The Judell firm is continuing for the new year its policy of super service as followed during the past year. As Adolph Judell puts it, "We expect to win out by working longer and harder than the other fellow to give service to our customers."

Renewing Activities

Arthur Meyer, President of Michalitschke Brothers & Company, is now putting in good work at his desk, though he does not consider himself as by any means cured of his heart trouble. The taking on of a larger variety of goods to satisfy differing wants of the trade has not only enlarged their aggregate sales, but has increased the sales on the brands they were already handling. While the Y. B. is still being given first placements, the trade is much pleased to give it a good try-out, knowing the status it has in other places, and the Soana-Cuba is re-emerging from the very start. Their standbys, the Humboldt and Henry IV, have made an excellent start for the year.

On Full Capacity

P. A. Bricca, secretary of the Petri Cigar Company, states that they are running full capacity. They doubled the production of the Navidad cigar, which they took on last year, and it is going even bigger this year. January and February sales have gone far ahead of the same months a year ago. Especially gratifying is the great trade in the northwest which was gained so easily that it almost seems as if an opening was waiting for them. Mr. Bricca states that the cigar making machines they have installed are an unqualified success, and they have ordered more, as they realize that only by use of the machine can production be satisfactorily carried on in a large way.

The Rinaldo Cigar Company states that it is planning some heavy work on several of its brands whose makers are going to co-operate with the firm in a boost campaign. It will make some changes in the distribution, but this is not definitely decided.

"Cinco-Webster" McCormick was smiling around the San Francisco curbs and corners the other day, as if the cigar dealers were very kind to him; and it is safe to say that they are. He is now making the southern part of the state, after which he will make a thorough canvas among the jobbers of the northwest. He reports that the past year was a banner one for the Webster on the Pacific Coast.

Evidences of Prosperity

John T. Glenn, the factory representative for the Roi Tan, dropped in the other day from San Diego and Los Angeles, and reported that San Diego was making the dirt fly, that is, the prices of dirt were soaring high on the wings of one of those birds called a real estate boom. The consolation is that all other business is taking part in the boom. He found a spirit of prosperity in every section of the state.

Optimism Stands Out Boldly

G. E. Foster, who swears by the Chan-

cellor, was recently down in the wonderful fruit sections of the Salinas counties, and reports that he has never found a better time than the present. The optimism prevailing. The blossoming splendidly, and the fear of what nature will do to the ranchers are freely spending millions that were distributed in sections the past year for the J. Durhan, Vincente Niebla declares they have nothing to fear. With the new year they are getting some reliable accounts both in the South, so that a better year is pretty well guaranteed.

Doing Effective Mission

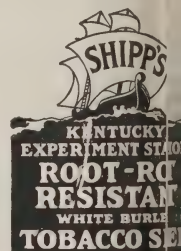
David F. Morris, Philip Morris Agent in the United States, is enjoying the northwest and is convincing the lumber-jacks in that section that all they need to make life worth while is a little of work.

President Petri Passe

A. Petri, President of the Petri Company, passed away Feb. 28, at the age of 76. He was ill but time. He was active and took part in the business to the last forty years ago that he had been in business in a "hole in the wall" grown to be the largest factory on the Pacific Coast. Angelo Petri, vice president and manager, is a nephew of the deceased.—SUNSET.

Match Imports and Exports

WASHINGTON, D. C., March 3.—During December 397,413 gross matches were imported into the United States in boxes containing not more than 100 matches, valued at \$12,750, which the largest quantity imported from Sweden. All other match imports during the same month, according to the Department of Commerce, were valued at \$5,210, while domestic gross matches for December were valued at \$19,234.—L.A.M.M.



produce better root
with less work

Quality and quantity a result because these seed were selected direct from the Kentucky Experiment Station's choicest strains the latest improved resistant to the finest, purest strain developed by tobacco experts. Through the scientific methods and careful selection of plants, we have preserved the purity of the strain.

A test with a common variety of tobacco grown from Shipp's seed worth about \$150 more to the grower they cost only

\$1.50 per ounce
Postpaid

Little or no resetting required and curing made easier; understand of tobacco; these are features of SHIPP'S Seed NOW.

J. V. SHIPP, Midway,

...one of the big problems facing the owner of a brand of cigars is to keep his brand uniform -- this message tells how potash helps --



TWINS?

Dyke and Dyke--they look alike, but are they alike as they look?

ot hard to buy bauls that look No is it difficult r fms that will a hch of cigars mtr shapes.

xe can preserve or, appearance at uch effort. of the cigar-maker all areful in se- s wrappers or can be nicely

The bands are similar; the two wrappers are off the same hank; both rolled by the same cigarmaker; both pressed in twin forms.

Yet, one is a delicious smoke and will repeat and make friends for the brand - - and the other is a "rope" that burns unevenly; won't hold fire. It has a crumbly, grey ash that makes men curse it and resolve to forget DYKES in the future.

mn do not smoke the bands, o shapes! They smoke the

for appearance is easy—un- puring quality is difficult—until arr that part of the secret lies in m rtilizing of the leaf.

he igars you made under your las year were made of leaf fer- wn sulfate of potash, and this rot leaf grown with muriate of —our brand is not the same. r igars look alike, but taste dif- nd taste tells the tale!

wa-house huge quantities of the ou years' crops and make up s wh a little of each is an expen- ut good way to attempt to pre- unormity.

To always buy leaf off the same type of soil, from certain growers, is a step in the right direction.

BUT neither method is successful unless linked to a plan that guarantees the correct fertilization year after year.

Leaf buyers are beginning to realize more fully than ever before that cigar tobacco grown with high analysis fertilizer containing sulfate of potash or

sulfate of potash magnesia is better leaf than that fertilized with chloride — containing potash. Wise buyers are now willing to pay more for sulfate grown leaf, and are preserv- ing uniformity of their brands by uniform use of sulfate—every year.


Leaf buyers are in- vited to study the facts and pictures in the

booklet "Better Tobacco," now be- ing distributed by our Soil and Crop Service. Your copy awaits your request.

POTASH IMPORTING CORPORATION OF AMERICA

10 Bridge Street, Dept. 2B, New York, N. Y.

ATLANTA SAN JOSE, CALIF. BALTIMORE
Sales Agents: H. J. Baker & Bro., 81 Fulton St., N. Y.
West of Rockies: Meyer, Wilson & Co., San Francisco, Calif.

Genuine  German
POTASH

WALT & BOND

Blackstone CIGAR

Extremely

Mild

STRAW TIP FOR CIGARETTES

Have you already used straw bobbins on your cigarette machines?

All difficulties are set aside in the manufacture, if you use the straw bobbins of the firm of A.B. Fischl, which are manufactured after a new method.

Judge yourself and send your agent to the Vienna Fair (7th. to 13th. March), where the manufacture of straw bobbins of A.B. Fischl will be produced on a cigarette machine by the Austrian Tobacco State Monopoly in their own Fair Pavillon.

A.B. Fischl, Dresden - A. 19 (Germany).
Manufacturing Works of Straw Bobbins,
(patented in U. S. A., Austria, etc.)
- General Agents wanted -

Tax Reductions Will Aid Business

WASHINGTON, D. C., March 8.—The federal tax reduction bill just signed by the President, as disclosed in a study of its provisions by business organizations, promises to be a material contribution to economic advancement, says a statement issued by John W. O'Leary, president of the Chamber of Commerce of the United States.

"The revenue act of 1926," says the statement, "gives the country some notable improvements in the tax situation. Reduction of the surtaxes, the elimination of the capital stock tax, of the gift tax and of the publicity provision, the reduction of some of the war excise taxes and the elimination of the others, and conclusive determination of his tax, are changes that will contribute materially to economic advancement. The establishment on a permanent basis of the Board of Appeals and some of the changes in the administrative provisions should operate to the advantage of the conscientious taxpayer.

"There is reason to regret the very undesirable increase in the corporation income tax, as well as the failure to eliminate the estate tax. Unless the corporation tax, at 13½ per cent, is reduced until it accords more nearly with the normal tax on individuals, which will be a maximum of 5 per cent, the regrettable effects of the high rate will continue to be felt in the cost of living. It is of mounting importance as an impediment to the growth of trade and industry. Drastic reductions of this tax should be made in future cuts in the tax levies.

"The increase in personal exemptions does not recommend itself to real friends of the income tax law.

"While some improvements in conditions of the Bureau of Internal Revenue may be expected under the new law, it would seem that Congress again has failed to give sufficient attention to the large number of intricate and important cases covering many years that are still unclosed in the Bureau of Internal Revenue, visiting their burden of uncertainty and risk upon the entire business community. There should be adequate recognition of the unquestioned right of the taxpayer to secure prompt and conclusive determination of his tax. Measures should be adopted to clear out the old cases and to make current the work of the bureau, now some years behind. A service of 'career men' must sooner or later be established in our tax administration if a wholly efficient and adequate organization is to be secured and maintained.

"The provision for a joint tax commission to investigate the operation and effects of the federal system of internal revenue taxes is of considerable import. While many would prefer a commission, with, say, five representatives of the public, in addition to the ten members of Congress, it is to be hoped that those appointed will be able to promote a more scientific tax law and a better administration. Business men and business organizations generally might well take advantage of the opportunity to impress the Commission with the inequities and needless disabilities now imposed upon business by our revenue measures and their administration.

"A continuance of good business and further economy in public expenditures may permit of further adjustment of taxes at an early session of Congress. No effort should be spared to secure the establishment of an equitable peace-time system of federal taxation. Beyond this the problems in the field of state and local taxation over the country demand attention. Excessive taxes contribute to inflation of prices and retardation of consumption and of business develop-

ment. Local taxation and policies should have the serious consideration of business men in every city. Insistent demand for efficiency and economy and improvement in all of our tax administration will bring the way of improved public service the same and even lower expenditures.

Liverpool Transports During January

LIVERPOOL, Eng., Feb. 10.—Following figures and comments from the regular monthly report issued by Edwards, Ltd. Company:

Virginia
Stock, December 31.....
Imported in January ..

Delivered in January ..

Stock, January 31.....
As Against 1925
As Against 1924
As Against 1923

Western
Stock, December 31.....
Imported in January ..

Delivered in January ..

Stock, January 31.....
As Against 1925
As Against 1924
As Against 1923

Market Comments

Business has not been varying the month of January patterns received their fair share of attention, and Empire tobacco has been selling freely, the fine cut predominating, though scarce better than Semi-bright has been. The Old Belt Virginia crop quality and desirable stocks for lots are diminishing. A lightening of the new Western crop and the general average are therefore lower, though stock is being supported.

Latest cables reports from New York advise that excessive rain in the South, which indicates that the growing season will fall short of estimates.

Restrictions on Imports Into Peru

WASHINGTON, D. C., March 8.—The monopoly on the importation of cigars in matches now in effect in Peru provides that automatic cigar lighters, pocket lighters and those including automobile accessory, may only be imported by the Swedish company, the monopoly, and that imports by all other parties are subject to restriction. No automobiles bearing lighter as an accessory should be imported to Peru. No lighters, either for pocket or pocket, should be shipped to Peru. The Cia. de Fósforos del Perú, Italia, Lima, Sven Karel is now this company and communication should be in English. Local distribution through authorized dealers and car owners desiring the cigar lighter attachment can purchase and install locally.

Grabosky Over

Before returning to Philadelphia last week, S. H. Grabosky, of the Cigar Company, ran over to the market. He made some satisfactory examinations of El Producto in

HOYO de MONTERE

The Aristocrat of

Imported Cigars

VALERIANO GIUTERREZ, Representative

82 Wall Street

Havana Leaf Market Keeps Up Activity

Thousand Bales Change Hands—Manuel A. Suarez & Co. Lead Buying Movement—Pantin Stripping Plants Working Full Speed—Propaganda and Defence Law.

Cuba, March 5.—While during the first week of this week, almost the same as the week before, several thousand bales of tobacco, business was rather slow during the last few days.

The buyer again was the firm of Manuel A. Suarez & Company, allied with the firm of J. M. Cortina & Co., of New York. From March 1st to the 4th, the Suarez firm received 1,300 bales of first and second quality tobacco. Armbricht & Company, 330 N. Broadway, received 400 bales of second quality tobacco. They do not seem to be interested in further quantities of tobacco at the stock and lots available from time to time from the market.

Manuel A. Suarez & Company, 330 N. Broadway, and J. M. Cortina & Co., 100 N. Broadway, are interested in further quantities of tobacco, as well as of Octavos.

Lee Pantin & Sons Busy

Lee Pantin & Sons' stripping plants are working with full speed. They are keeping the big Mack trucks busy carrying hundreds of bales to the city. Among other things, this firm bought some 140 bales of Vuelta Abajo 14a C. and are interested in Remedios

bought a few lots of Remedios tobacco from Ramon Cepa 180 bales of second quality and sold to Gerardo Smith a lot of Remedios unassorted Capaduras. The latter firm bought from C. Gonzalez 100 bales of 3as, 8as and 10as. The latter firm also sold to Villalba & Co. 50 bales of Remedios anchados.

Non Almacenasistas and speculators of tobacco sales were made in the market (trash) and wrappers of tobacco consumption.

Weaver Continues Favorable

The new crop takes its usual course; the conditions continue to be favorable. At this time everybody is confident that the new crop will be a large one. With the exception of some people, who fear the Vuelta Abajo section, we see everything "too light," is, speaking of the quality of the crop, everybody else seems to be satisfied with the final outcome of the crop. Many expect to be able to make a profit this year. In fact, everybody is convinced that prices will have risen. To this end the local tobacco association had a meeting and decided to start buying in bundles. The packing-laborers have accepted their finally lowest tariff. Continuing the large quantity of tobacco, the market expected that the packers would hold back and devalue themselves by cutting down the high packing expenses, and probably the still higher cartage in the country.

Sun Drying Going On

Several sections of Remedios, owing to the scarcity of tobacco houses, the farmers have to dry part of the tobacco

in the sun, covering it during the night with Yaguas, and others had to leave good quantities of tobacco right on the field, notwithstanding the large number of new tobacco houses built during the end of last and the first part of this year. This refers especially to the Camagüey section, where farmers consider the first cut rather light, while the second cut produced a good quantity of Capaduras and Capones.

Law to Aid Sugar and Tobacco

In view of a new law, which is going to be proposed by Senator for Camagüey, Dr. Jose M. Cortina, of a Propaganda and Defence of Cuban Sugar and Tobacco, the Association of Tobacco Dealers held a meeting this afternoon, to which the Senator had been invited. The object was to consult and discuss certain points. Senator Dr. Cortina explained things in a long and beautiful speech, full of patriotism and good will towards producers and products of the two main articles of Cuba, sugar and tobacco, which in his opinion had to go hand in hand always. In order to make this new law a success the Government would be willing to hold a large amount of money at the disposal of a commission, whose members will have to be elected by the government in accordance with the trade. These members will have to reside in the principal foreign countries, who buy sugar and tobacco from Cuba and, as previously mentioned, their labor will be the propaganda and defense of these two Cuban products. The idea of Senator Dr. Cortina is to let the exporters of these two articles help to make this new law a success, by paying, for instance, a small contribution for each bale or each \$100, for which 25 cents were mentioned. Each box of cigars and each bale of tobacco, etc., exported, will have to bear a stamp or mark of the government. Further details, as far as cigars and tobacco are concerned, will be discussed by Dr. Cortina and a commission of members of the tobacco trade. The government will be able in this way to assist the trade a great deal in statistical work, and especially promote the interests and defend the cigar manufacturers against imitations and improper use of brands and the words "Habana" or "Habano."

Senator Dr. Cortina, being owner himself of large farms in the Vuelta Abajo section, asked to become a member of the association and at the end of the meeting his new membership was celebrated with champagne, served by the Hotel Reguladora right opposite the locality of the association.—GALLO.

The Havana Harvest

HAVANA, Cuba, Feb. 25.—Here for the racing season last week was H. I. Phillips, the Sun Dial man of the New York Evening Sun, and he got off the "crack" that it is possible to plant, grow and harvest a full tobacco crop on the race course in Havana between the time the horses start and finish each race. And then he sailed for Miami.

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HAVANA, CUBA

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LESLIE PANTIN & SON

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HAVANA LEAF DEALERS

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Habana, Cuba

P. O. Box 495

Cable ANTERO

Chicago Interested in Zion City 'Dip'

Purchase of Church Acreage Made Free of Usual
Tobacco in Sacred Precinct—United Stocks Le
Cigars—General Cigar Co. Announces Some Lip
Changes—Miscellaneous Trade Notes.

CHICAGO, March 6.—Residents of parts of Zion City may no longer be forced to walk that traditional mile for their favorite brand of cigarettes or eating tobacco.

A. Patt, Chicago realty operator, has obtained options on 1,073 acres of land in and adjoining Zion, according to reports from Waukegan. The purchase price is said to be in excess of \$800,000. The land is being acquired for investment, and is to be sold by the Zion Apostolic Church, subject to none of the restrictions which it has previously enforced on all of its properties. The tract includes two miles of frontage on Green Bay road and some lake frontage.

News that Overseer Wilbur Glenn Voliva intended disposing of parts of the church's properties was published several weeks ago. It is said that 600 additional acres located within the limits of Zion City will also be put on the market. This tract has been the property of the church since it was founded by John Alexander Dowie, Voliva's predecessor.

The "Miracle"

The miracle of modern times was the announcement by large window signs that the United Cigar Stores Company, in all its stores throughout the United States, now had La Palma cigars on sale in the 10 cent, 2 for 25 cents and 15 cent sizes. Through the modern methods of distribution and selling the Congress Cigar Company has secured a Coast to Coast distribution of its La Palma brand.

Fernando Alvarez & Company, importers and packers of leaf tobacco, are placing Lola Montez, a clear Havana cigar, in several sizes, with the Chicago trade. Their factory is at 180 North Market street.

The Sky-Line Club has leased headquarters on the roof of the Bell Building at Michigan avenue and South Water street, from which cigar smoke is expected to ascend.

Two New Links

The MacLean Drug Company has added two new stores to its rapidly growing chain, this week. It has a large cigar business.

Cu-Rey glass change trays have been distributed to the trade by Cuesta, Ray & Company, of Tampa. Cu-Rey, a mild Havana cigar, is placed with many Chicago dealers.

Irving Hahn has returned from a tour of this territory and reports that Aresco is showing big repeats. Aresco, a full Havana, Sumatra wrapped cigar, is made in New York by R. Steinecke & Company.

Making "Grand Stand Play"

J. Henry Hamann, who has a busy retail store at 8 South Wabash avenue, and who represents S. Benaderet, Inc., San Francisco cigarette manufacturers, is making "a grand stand play" with Benaderet's Rounds, a twenty for twenty-five cents cigarette, packed in flat silver paper boxes. The General Cigar Company's stores, the Albert Breitung chain, all the hotels and many dealers throughout the city are pushing this brand.

Miltiades Egyptian cigarettes are well distributed with the trade. Miltiades Melachrina, Inc., of New York, is using

two Chicago daily newspapers in advertising this brand.

Increasing Sales

George Radka, manager of the store of H. M. Schermerhorn & McCormick Building, keeping up his sales. George has been working for over seventeen years, and has served in all departments of the game. He is backed up by several brands that his house features, Esperanza is the leader.

While attending a dinner at the Chicago Beach Hotel a few nights ago had the pleasure of seeing and talking with Julius Fernbach, of Cyrilla farm, the Charleston with a hand made, haired lady dressed in red.

Dill's Best smoking tobacco is one of the favorite pipe mixtures of Chicago smokers.

"Coast to Coast, Chesterfield" baccos have won the unquestioned endorsement of smokers in every part throughout the country," says Myers Tobacco Company in its newspaper advertisements.

Webster To Have Spices

We are looking for the Webster advertising campaign to be in full force shortly. At the headquarters of Fox & Company, 215 West Chicago avenue, everybody is busy running Webster's to customers. Webster's is distributed by Nathan Fox & Company, sold by over five thousand dealers. Frank Cohn, sales manager, related over the repeat orders in.

Experts in Their Line

Chicago's loop boasts of four cigar store owners and cigar manufacturers who have no equal. Couthoni, with a chain of stores and hotel stands; Nina Bakewell, the busy retail store at 114 East Buren street; Violet K. Altus, department manager of Tebb's, and land, who operate the Stop and Store, at 16, 18, 20, 22 North La Salle avenue, one of the largest cigar departments in the city, and Mary O'Connell, manages a department of the Mes Company.

None of these four ladies talk about off to anybody.

Interesting Announcement

Important news was given by the General Cigar Company last week. Wm. Penn cigars are no longer packed in boxes of fifty but White Owls will retail for twenty cents instead of two for twenty cents. Robert Burns panatela, ten size, in boxes of fifty and reded \$77.50 to \$75, and packings of ned from \$75 to \$73. A new twenty-five cent size of Robert Burns wrapped two in foil will be introduced as well as a large fifteen cent size. The present size of Van Dyckes are being continued. A ten cent size will be added and a large favorita shape, from Majestic, to sell at two for twenty cents, will replace the present in. Bankers, foil wrapped, while new teen cent size will replace the present size. Salesmen of the General Cigar have been calling on their stores every two weeks will hereafter

EDUARDO H. GATO



Established Since 1871

BOUQUET de GATO—MI PREFERIDA—CRESSIDA
E. H. GATO CIGAR CO., Factories and Office, Key West, Fla.

the weeks; and each salesman
his territory enlarged.

Thorson, of the importing house
Thorson, 54 East Monroe
way on a little vacation. Be-
cause, which this firm controls the
of, are selling very good lo-

page ad. of La Palina cigars.
box of the Magnolia size,
advertising campaign of the
Cigar Company, Inc., on this
is that is "made good."

ica Cigar Company, located
39 Milwaukee avenue, suffered a
by fire this week. They man-
merica, a clear Havana cigar.

es on White Owl and Little
be \$53.50; to retail at three
cents. These prices will be in
March 29.

age advertisement of Webster
we featured, the Cadillac at
and Knickerbocker at two for
cents. "Bigger, better Web-
arriving new friends for Nath-
Company, local distributors.
is the second large house to begin
advertising campaign that we re-
d on in our previous letter.

port from Detroit, Grand Rapids
andapolis are that price cutting
has been started and the daily
are loaded with cigar adver-
H. L. H.

Havana Tobacco Monopoly T Erect Big Plant

ru, Feb. 20—About a quarter
in dollars is to be expended
in erection of a modern cig-
factory under government man-
ment. An American superintendent
is engaged, and the American type
cigarettes are to be produced.
is to the rapidly expanding de-
mand for goods of this type in the
Havana market. All smokers desire
the best cup-pack cigarette, it seems,
and the government is going to com-
pete with the imported American
type.

Belgian Market Activities Somewhat Slack

WASHINGTON, D. C., March 8.—Opera-
tions in American tobacco during the
first part of the current year were regu-
lar but were confined to small quan-
tities, according to a report received in
the Department of Commerce from
George S. Messersmith, American Con-
sul at Antwerp. Stocks of Kentucky and
Virginia tobacco on hand throughout the
country were fairly heavy and local
prices are said to have been lower than
those quoted at centers of production.
There was a moderate demand from
cigar manufacturers during the past
month for Wisconsin and Connecticut
seed leaf but operations were not im-
portant because of the limited stocks
available. Sales of Virginia tobacco
were slow while a small but regular
trade took place in Kentucky lugs of an
inexpensive grade. A number of re-
quests were made for colored Burley
lugs for cutting purposes and floating
positions from the United States were
anxiously awaited by dealers and con-
sumers.—L.A.M.M.

Shanghai Tobacco Shipments

SHANGHAI, China, Feb. 6.—Details
given out by the foreign managed Chi-
nese maritime customs service of tobacco
exports from Shanghai during Decem-
ber show the following shipments origi-
nating in China. (Pls. represents piculs
of 133 1-3 pounds.)

Leaf Tobacco.—Total 7,850 pls.; Dutch
Indies, 3,085; Egypt, 2,688; Germany,
827; Netherlands, 376; Vladivostok, 372;
Belgium, 237; Brazil, 65.

Cigarettes.—Total, 3,885 pls.; Straits,
2,790; Dutch Indies, 704; Siam, 391.

Tobacco, Prepared.—Total, 293 pls.;
Dutch Indies, 200; Straits, 93.—ORIENTO.

Santaella in Hartford

In the Connecticut market last week
Antonio Santaella looked over the leaf
situation quite thoroughly before he re-
turned to his Optimo offices in New
York.

Connecticut Makes Good Start on March

**A Fairly Good Business Done in Nearly All Grades of Tobacco
—Broadleaf in Lead—The 1925 Havana Seed Becoming
Very Active—Association Making Important Sales.**

HARTFORD, March 6.—This opening
week of March was about on a par with
the previous week and a fairly good
business was had in nearly all grades
of tobacco. But probably certain grades
of broadleaf led in the total. However,
the shade grown unsold grades found
ready takers, and certain grades of Ha-
vana seed were not neglected.

Many transactions have already been
started on the different grades of the
1925 Havana seed packings, especially
covering the portion that sorts out into
the dark filler and binder grades, for
these are going to be as scarce as hen's
teeth, owing to the fact that most of
them have already gone into stemmers'
hands, leaving only the leafy dark binder
grades to come on the market later.

Friendly Rivalry

And when comparison is made between
good New England tobacco and Wiscon-
sin, the former usually gets the prefer-
ence, providing the price is within reason
and even at times somewhat higher than
the average run of the Wisconsin, for
the reason that our sorting and packing
averages better and the yield greater
when worked. The advantage of Wis-
consin is the fact that very little fer-
tilizer is used except manures made on
the farms, thus giving a more uniform
quality to the crop as a whole, while
here in New England about every farm
uses a different formula of commercial
fertilizer, and only a small proportion
of farm-made manure. This naturally
makes a difference in burn, quality and
texture, necessarily making the buying
and packing of any quantity of tobacco
a slow and tedious, all winter's job, that
is, if a fellow wants good tobacco.

If he cares only for quantity and price,
and pays no attention to burn and other

features, he can perhaps buy in a week
the same quantity of tobacco that it
takes the other fellow months to locate
and buy. Often times the hurriedly
bought and carelessly put up packings
sell long before the other kind—though
the price is not so high, nor the mer-
chandise as good.

Buying Goes on Apace

Buying of the 1925 still keeps up its
pace, and while some buyers have al-
ready secured all they can handle, others
are just starting in, with the intention of
putting up several thousand cases each,
which is by no means an easy job at
present, as the crops unsold are not plen-
tiful, and it will not take long to clean
up the unsold desirable tobacco.

Usually around April 1 growers get
busy sowing tobacco beds, and have a
fair idea of what acreage they intend to
plant; and, generally during March,
place fertilizer orders for April and
May delivery, but so far this season the
majority of them have held off placing
any direct orders for fertilizer until they
know more about what acreage they will
plant, and how much less his neighbor
is going to grow.

If one cuts down, the other is apt to
plant more, figuring that there will be a
good market when the crop is ready,
especially if we have a good growing
season and get a crop worth while. Costs
of production are bound to be lower,
because fertilizers, if bought in right
channels, are down to almost pre-war
prices, and under conditions of this
kind, a more liberal use would be al-
lowed, and better tobacco result.

Buyers in the N. E. Market Place

Among the buyers in town were M.
Kohlberg, P. R. Lowe and Son, Leo

The best cigars contain
Connecticut
Valley
Tobacco

The CONNECTICUT VALLEY
TOBACCO ASSOCIATION, INC.

Headquarters · 225 State St · Hartford, Conn.

Market Reaches Ambitious Goal

N. C., March 6.—Final he Henderson auction to available today following the 1925-26 season yesterday the high goal set at the season—and more. To the auction market are 8 pounds, which, together with half to three-quarters of a pounds for the local warehouses Tobacco Growers' Co-op. Association, we approximately 10- pounds for the season, which is a more than the goal fixed the opening of the season last

ales in the auction market total of \$2,071,501.17, at an of \$21.32 per hundred. Nefinite information is available to the exact receipts of the ion warehouses, but rough estimates total at around a half to parts of a million pounds. De- to a pool were included in all of the season in the total the

to sell. for the past week on the auction amuted to 33,486 pounds, which \$1,224, or an average of \$5.68 dre. Most of the offerings were sort sort of scrap, which ac- the low average, it is stated

con. this record made in the sale of an with the 10,000 bale goal set cotton market, both achieve- to fostered the 10 and 10

le: summer and early in the t their efforts were a suc- and that the community has

to big agricultural aims, and the ward this additional step buying up a greater market in agricultural products. It is

th the auction tobacco would be better than it did had not min been delayed several weeks the late originally set last fall, and quantities of weed that

is ably would have come to nde in market to drift eastward in North Carolina markets are ready in operation. are with the 1924-1925 season on market, the season just ended far more satisfactory. Last

al sales here amounted to 37 ynds, which sold for \$1,280, or average of \$21.69 per hun- This does not include the receipts, which are esti- to have been at least 1,000,000 A that, Henderson this season approximately 3,500,000 pounds than e previous season.

the season of 1923-24, the Hen- auction market sold 8,090,185 of tobacco for \$1,639,230.30, at a tag of approximately \$20.20 per pounds.—HAD.

hurg Receipts Fairly Good

chburg, Va., March 6.—John D. the Lynchburg Tobacco Company, makes the follow- ing of leaf tobacco sold on the oughen market:

	Pounds
his week	148,400
to ch 5, 1926	8,361,100
to ch 6, 1925	8,040,000
ence of 1926	321,100

with the extremely cold er, eipts were fairly good this and out came up to expectations. se v have tobacco on hand are ing in as rapidly as they can get ly market, but the cold dry er is holding some of them back. the market closes for the season 19 only two weeks are left in to market tobacco, and the trade ing t all who have tobacco bring promptly, that none may be left

The demand for all rich red types of tobacco was fine and all such brought satisfactory prices.

A large part of the offerings were of common green and nondescript grades, and as there is so much of such the demand for it is par, and prices naturally continue low.

When the quality of the offerings, however, are taken into consideration, prices, as a whole, are about as good as could be expected.

Those who have good tobacco are getting good prices, and those who have not get prices in keeping with the quality.

Differences of Opinion or Discrepancies Noted

DANVILLE, Va., March 6.—Those following closely the public expressions of pool officials profess to see an unusual conflict in the statement made last Saturday by Oliver J. Sands, executive director of the tobacco pool before the assembled growers at Halifax. In that widely published address he referred to his own salary, declaring he received nothing in 1922, but drew compensation for services in 1923 and 1924, refusing to accept any pay in 1925. The affidavit made by W. T. Joyner, pool attorney, and M. O. Wilson, secretary of the association, this giving details of salary expenses, and now on file with court records in Franklin county shows that Mr. Sands received the sum of \$2,500 from January 1 to June 30, 1925. His total remuneration at the hands of the tobacco pool since 1923 is given as \$21,371. Nearly \$59,000 has been spent on publicity since the pool organization started, the affidavit shows.—TETLEY.

The Danville Season Ends Friday

DANVILLE, Va., March 6.—The Danville marketing season will come to a close next Friday, by which time slightly less than 40,000,000 pounds of leaf will have been auctioned here since October 1. The sales slumped badly during the week; less than half a million pounds being sold for about \$50,000. The total sales for the season now stand at 38,129,628 pounds, marketed for \$6,039,002.15; average price of \$15.83 per hundred pounds.

Taking into consideration the entire volume of tobacco delivered here by members of the tobacco pool, Danville's record for the season is well over forty million pounds, but the receipts at the receiving warehouses of the co-operative organization are not made public.—TETLEY.

Richmond Sales Light

RICHMOND, Va., March 6.—As the various country markets close, the odds and ends of them are sent to this market to be sold; and therefore, these tobaccos bring down the general average of this market.

The sun-cured tobaccos, which are only sold loose on this market, bring good prices, however, and this week's average does not really reflect values of strictly sun-cured tobacco, for which Richmond is famous. Really very little farmer's tobacco came in this week, on account of the weather, and sales were made up mostly of common tobaccos, shipped here from other districts. Total sales were small, only 61,065 pounds sold, at \$14.10 average.—R. C. MORTON & Co.

Tobacco Man's Widow Marries Again

LOS ANGELES, Cal., Feb. 23.—In the marriage of Constance Talmadge, the noted film star, to Oliver McIntosh, of London, the former wife of John Pialoglou, the Greek tobacco merchant, regained her American citizenship temporarily, only to lose it again and become an Englishwoman by marriage now.

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Regular Reynolds Dividends Declared

WINSTON-SALEM, N. C., March 6.—The R. J. Reynolds Tobacco Company has declared the regular quarterly dividends of \$1 a share on the common and common "B" stocks, payable April 1 to holders of record March 18.

The directors have called a stockholders' meeting for April 6 to pass upon a recommendation to eliminate from the charter provisions for preferred stock, all outstanding issues having been called for redemption, and also to eliminate provisions for \$100 par "B" common stock, obsolete for several years, and to change these authorizations into \$25 par "B" stock. Directors also announced they have no plan as to the use of additional "B," but are merely recommending the adjustment of the charter, thereby providing a supply of unissued stock against future contingencies.

Farmville Figures

FARMVILLE, Va., March 6.—The tobacco sales on the Farmville market are reported by Dunington & Company as follows:

	Pounds	Avg.
Sales previously reported	4,742,308	\$15.05
Sales this week	61,562	10.14

4,803,780 \$15.00
Sales same date 1925... 4,454,838
This market will close March 12.

Oxford Offerings

OXFORD, N. C., March 6.—Our sales for the week past amounted to 136,732 pounds, selling at an average of \$7.80 per hundred, making a total for the crop 1925, 9,833,516 pounds at an average of \$20.64.

It is estimated the Co-operative Association received about one million pounds, which gives Granville county a total of about eleven million pounds for the 1925 crop.

It is interesting to note that the first six and one-half million pounds sold to December 18, averaged \$23.14, while the crop average is \$20.65. This is due, of course, to the common end of the crop being marketed late and the amount of scrap sold in the past eight weeks.

The majority of farmers in this section have sown their plant beds in readiness for their next crop.—W. A. ADAMS Co.

Government Loses Its Case Against Isadore Cohn

WASHINGTON, D. C., March 8.—The United States Supreme Court has handed down a decision in the case of the United States against Isadore Cohn, involving the question of violation of Section 35 of the Penal Code was decided against the government. Cohn was accused of fraudulently procuring an innocent third party to appear before the Collector of

Customs and to secure for him a session of one million cigars were entitled to enter but the customs law requires to be declared. It was charged that the Collector by his action deceived the Collector by his action to permit the entry of the cigars. The bill of lading on his freight manifest that the bill of lading arrived in Chicago. The collector was not defrauding though by obtaining approval of a customs official of the customs was contemplated by Section 35 of the Penal Code.—LAMM.

Dull Bremen Market A Hopeful Outlook

WASHINGTON, D. C., March 6.—The American Consul Reed at Bremen, to the Tobacco Section of the Department of Commerce on the tobacco market situation, says that an important feature of the year was the new high tariff which came into force August 1, 1925, by all circles of the tobacco trade. He continues: "After a brisk market just coming into force of the tariff market reacted with a pronounced, but improved in the months. The drop in consumption following the withdrawal of some of consumers which could not pay the new high prices, was large as expected. The generally favorable business and industrial and the ever growing number employed, is said to be the reason for the decrease in consumption.

During 1925 the Bremen market for American tobacco was affected by scarcity of money and credit. A handicap was the fact that a large quantity of tobacco, especially pipe tobacco, was purchased by importers and manufacturers during 1924, and was still in the market. These large lots changed several times and were on the market at prices much higher than original ones.

Efforts were made by local manufacturers to reintroduce seed leaf tobacco into the market; the results are so far relatively small, but it is hoped that a persistent effort the importation of seed can be increased considerably.

In August, 1925, the first shipment of Kentucky tobacco in a sailing vessel pre-war times arrived at the port. Kentucky tobacco is said to be improving the voyage.

The prospects for the near future are not considered unsatisfactory. The opinion of leading local importers in the tobacco market situation is much sounder at the beginning of the year. The import process in this industry, which has been the greater number of years, were founded with insufficient capital which were not able to compete

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poor management, has resulted in a general improvement. The survivors are generally considered to be increasing the risk attending the loss of payment and allowing the market to lower their percentage of profit, as well as cheapening the cost of material for the manufacturer.

Optimistic Views On Co-op Marketing

LEXINGTON, Ky., March 1.—Tobacco growers will sign another pooling contract at the end of the year, when the present contract expires, in the opinion of Chas. E. Marvin, of Payne's Depot, commissioner of banking in Kentucky, who was in Lexington yesterday. Mr. Marvin had an active part in the speaking campaign, now in the Burley district in the Dark belt and in the Miami valley, in Ohio, when the tobacco associations were organized.

"Do you know," Mr. Marvin said, "that if Burley growers made only one year in forming their original organization? That was in the time. It has been for life, or for ten years at least. The growers would be satisfied, regardless of the time. In their memories were the prices of the previous year, the self denial, the effort they had had to make and the sacrifices their families were compelled to endure. Some of them, they have forgotten these things in the space of five years, but I am not so sure that they have forgotten it. It is possible that the growers will allow their pool to go down. If they do, back they go to the old situation and the old prices, as certain as death."

signed the pool contract as soon as presented to me, and I am ready to sign another. I'd like to have one life, but if I can't get that will accept one for ten years. If a majority of growers will not join me in a ten-year pool I'm willing to accept one for five years, but under protest. If this is good for me for five years, good for life.

is a strange fact that there have been two complaints against the tobacco. One is that it has made the price for the outsider and the other is that the price is getting better and getting better for the growers it has extended its territory and increased the price. Well, if co-operative can do this and still get a good price for the outsider, it seems to me it ought to be adopted, and that it would be all right for the growers in another act.—J. S. P.

Georgia Produces About The Million Pounds

ATLANTA, D. C., March 8.—Production of tobacco in Columbia amounts

to about 3,000,000 pounds annually, according to a report received in the Department of Commerce from Commercial Attache William Boaz in Apulo. It is hoped that cigarette factories which have recently been established at Ilague and Espinal will stimulate tobacco growing, which has fallen off much. The tobacco regions are Ambalema, Valle, Espinal, San Luis, Guamo and San Lorenzo.—LAMM.

The Cumberland Production Grows

SOMERSET, Ky., Feb. 27.—It is evident that Cumberland County is rapidly increasing its tobacco production. More than one thousand hogsheds of leaf have been shipped from this district to the Lexington and Danville markets in the past two months. Transportation is by boat to Burnside, and then by rail.

Baltimore Market

BALTIMORE, Md., March 4.—Gieske & Niemann, leaf tobacco merchants, make reports as follows:

MARYLAND.—Receipts continued in fair supply for this off season of the year, totaling 175 hogsheds, while sales footed up to 192 hogsheds.

Recent offerings included some good cigarette grades of new crop, but also some very common.

OHIO.—No receipts; sales, 2 hogsheds.

Association Data

Leaf Tobacco Associations of Baltimore City issue these statistics for the week ending March 3:

Receipts, Including Reinspections

	This Week	Previously	Total	Net to Same Date	1925
Maryland ..	190	1,413	1,603	1,277	469
Ohio	2	2	2	2	...
Total	190	1,415	1,605	1,277	469
Reinspections this week:	Maryland, 15; to date, Maryland, 326; Ohio, to date, 2.				

Deliveries

	Maryland—Coastwise and Domestic	Foreign	Ohio	Total
This week ..	332	81	413	413
Previously ..	1,072	5,272	6,344	42 6,386
	1,404	5,353	6,757	42 6,799

Stock in Warehouses

	Maryland	Ohio	Total
Stock Jan. 1	11,451	680	12,131
Receipts since	1,277	...	1,277
	12,728	680	13,408
Delivered since	6,757	42	6,799
Stocks today	5,971	638	6,609

Sales

	Maryland	Ohio	Total
This week	192	2	194
Previously	1,265	15	1,280
	1,457	17	1,474
Ground leaves to date, 793 hogsheds.			

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A Large Supply of Leaf Tobacco Always on Hand.

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ANDREW JAMISON, President

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Leaf tobacco, strips, scraps, stems, siftings

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All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

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Cobb-Gwynn Tobacco Company, Inc.

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Packers, Dealers and Exporters of Virginia, Carolina and Kentucky Leaf Tobacco and Strips. Orders and Contracts given special attention. Samples and prices on request.

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Ample facilities for steam and air drying

We manufacture hoghead shooks. Stock on hand at all times

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Trade



Mark

Antwerp Mart Relatively Quiet in 1925

Arrivals Not as Important as Those of 1924—Domestic Transit Sales Through Antwerp Notably Slower—American Tobacco in Secure Position—Cigar Leaf Situation

WASHINGTON, D. C., March 9.—The leaf tobacco market at Antwerp was relatively quiet throughout last year, according to reports received by the Department of Commerce from American Consul Messersmith reviewing the Belgian leaf tobacco market for 1925. He continued:

Arrivals are not as important as those of 1924 and domestic sales, as well as the transit trade through Antwerp, were noticeably slower. Although the increased customs duties which went into effect in November 1924 have influenced a lighter demand for imported tobaccos, the progressive decline of the cigar manufacturing industry in Belgium was the primary reason for the lack of animation on the tobacco market in 1925. The production of cigars in Belgium now represents only 50 per cent of that of pre-war years, and a statement issued late in 1925 showed that the average monthly production during the past year was approximately 2,300,000 cigars less than the average monthly production in 1924, showing a still further decline in production during the past calendar year.

Sales Hampered by Heavy Stocks

On the whole the year ended very much as it began. Large stocks left over from 1924 weighed heavily on the market and during the greater part of the past year and proved to handicap all operations. Sales in 1925 covered only small lots which were made very largely on a hand-to-mouth basis. In spite of the slow demand, however, and the abundance of stocks in the principal consuming countries in Europe, prices held fairly steady and have varied only slightly since the beginning of 1924.

Position of American Tobacco Secure

The American tobacco arriving at Antwerp is largely destined for consumption in Belgium, while a large percentage of the other tobaccos received at this port is reshipped to markets in the interior of Europe. Under normal conditions, American tobacco enjoys the heaviest volume of sales in Belgium. It is recognized as being of good quality and has the reputation of being well graded. When prices

on American leaf are high, leaf factors will purchase any quantity of good color. As a general rule, however, any slight shading of price does not affect the demand for American tobacco, since it is the policy of the cigar manufacturers to use American leaf unless prices are exorbitantly high.

American Tobacco

Among the principal American tobaccos sold on the Belgian market mentioned Burley, Kentucky, Ohio, and bright and dark Virginia. Burley is usually the biggest seller, other tobacco is often substituted for Burley when prices are more liberal.

During the past year the American tobacco underwent a considerable corresponding with the decrease in leaf tobacco in Belgium. Ordinary Burley leaf, however, were in short sales of Virginia tobacco declined. Prices were very irregular throughout 1925 and were generally lower than quoted at centers of production. Fluctuations on common and medium grades remained at from 7 to 9 cents per pound until the close of the year when they dropped to levels ranging between 6 and 8 cents per pound.

Sumatra Tobacco

The bulk of the Sumatra tobacco on the Belgian market arrived from Java. The demand during the past year was only moderately active. Transactions were made with fair results. Fine grades of Sumatra tobacco were neglected because of high prices.

Santo Domingo Tobacco

Sales of Santo Domingo tobacco showed a slight improvement over 1924. The market was attractive and large quantities were purchased for cheap cigar manufacturing. The market showed a slight tendency to increase. Santo Domingo tobacco, on a basis, was sold at the beginning of the year at 20 cents per pound, while close of 1925 this quotation had fallen to the level of 21 cents.

Brazilian Tobacco

Brazilian tobacco sold fairly well.

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Buyers of All Grades of Virginia and Carolina Tobaccos

a Specialty

the first year. The quality of the was very satisfactory and a steady movement was noted in the sale of fine grades. The high prices called for a large demand for Brazilian leaf. It is a fact that arrivals of tobacco from the Near East are heavier than from other origins, sales during the year quiet and fell below 1924. A very large part of the Near East tobacco arriving at Antwerp is sold on the markets in the interior of the demand for consumption during 1925 was not animated and the price of the year.

showing imports of leaf tobacco from Belgium during 1925 are not as available. It has been ascertained that the sources, however, that imported to Antwerp during the year of 1925 totalled 273,992 hogsheads, 21,593 sermons and 12,222 packages. A comparison of figures with those of the preceding year indicates a sharp decline in imports during the past year. The arrivals at this port aggregated 16,098 hogsheads, 31,702 sermons and 25,370 packages.—L.A.M.M.

Fifth in the Burley Producers Reiterated

Lexington, Ky., March 6.—Tobacco producers sign another pooling contract at the end of this year when the contract expires, is the opinion of Marvin, of Payne's Depot, and Scott County farmer and assistant of Banking in Kentucky. Marvin had an active part of the pooling campaign, not only in the Burdette but in the dark belt and in the valley, in Ohio, where the tobacco producers were organized. "You know," Mr. Marvin said, "the grower would have only one in forming their original organization. That was in the time. It ought to be for life, or for ten years at least. The growers would have signed, less if the time. Fresh in their minds are the prices of the previous year, the sacrifices they made and the privations they were compelled to endure. Some seem to have forgotten these things in a brief space of five years, but it is not enough have forgotten to allow their pool to go down. To do that, back they go to the old prices, as certain

the pool contract as soon as presented to me, and I am ready to sign. I'd rather have one for a year than one that will accept one for ten years. If a majority of the growers do not join me in a ten-year pooling to accept one for ten years, but under protest. If I have good for us for five years, good for life. It is a strange fact that there have been no complaints against the pool so far that it has made the price higher and the other that, by the prices and getting better for the growers, it has extended the life and increased the production. Well, co-operation can do these things and get a good price for tobacco as to me it ought to be encouraged and it would be all the easier for the growers under another contract."

Lexington Sales Decline

Lexington, Ky., March 6.—Sales on the independent tobacco market will be held only two days a week, Friday, it was announced. The houses will remain open un-

til the season ends but the Geary warehouse has closed for the season.

Decision to hold sales but two days a week came after the light sales this week, when less than 200,000 pounds of leaf was sold. The average for the week was again low, being \$15.46 for the week's sales.

Sales by weeks since the season started, with the total for the season, are as follows:

Week Ending	Pounds	Money	Avg.
Dec. 5.....	2,030,595	\$453,407.36	\$22.32
Dec. 12.....	2,786,710	619,425.77	22.23
Dec. 19.....	3,120,290	688,438.48	21.67
Dec. 26.....	1,595,370	345,276.38	21.67
Dec. 31.....	296,470	63,453.64	21.30
Jan. 9.....	2,079,125	471,167.63	22.00
Jan. 16.....	1,583,005	353,577.66	22.33
Jan. 23.....	2,935,570	651,440.10	22.19
Jan. 30.....	2,574,175	533,113.71	20.17
Feb. 6.....	2,401,510	461,429.49	19.21
Feb. 13.....	1,826,335	329,916.30	18.06
Feb. 20.....	1,226,105	209,210.24	17.06
Feb. 27.....	543,565	91,476.44	16.83
March 6.....	178,470	27,595.37	15.46
Season total ..	25,178,555	\$5,298,856.05	\$21.04

—J. S. P.

Listed Tobacco Stocks

Closing Prices Monday
Reported by Marketwyse

	Bid	Asked
American Snuff	140	144
American Snuff pfd.....	95	102
American Sumatra	11 1/2	12
American Sumatra pfd.....	*120	
American Tobacco	114 1/2	115 1/2
American Tobacco pfd.....	108	110
American Tobacco "B".....	113	114
Consolidated Cigar	59	59 1/2
Consolidated Cigar pfd.....	99 1/2	101
General Cigar new	54	58
General Cigar old	108	110
General Cigar pfd	111 1/2	115 1/2
General Cigar deb. pfd.....	111	117 1/2
Liggett & Myers	78 1/2	79
Liggett & Myers "B".....	77	78
Liggett & Myers pfd.....	121	124
Lorillard, P.	39	39 1/2
Lorillard, P. pfd.....	112 1/2	115
Reynolds, R. J. Co., pfd.....	125	
Reynolds, R. J. Co., "B".....	94 1/2	95
Tobacco Products	104 1/2	105
Tobacco Products "A".....	107 1/2	110
United Cigar Stores	94	94 1/2
United Cigar Stores pfd.....	115	118
U. S. Tobacco Co.....	61	65 1/2
U. S. Tobacco Co. pfd.....	114	

*Offered.

Inactive-Unlisted Stocks

Closing Prices Monday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar	115	118
American Cigar pfd	97	99
Bayuk Cigars	40	41
Bayuk Cigars 2nd pfd.....	99	102
British-American Tobacco ..	26	26 1/2
Continental Tobacco Co.....	14 1/2	15
Eisenlohr & Bros. com.....	16	18
Eisenlohr & Bros. pfd.....	93	97
G. W. Helme Co., new.....	70	72
G. W. Helme Co., pfd.....	114	117
J. S. Young	128	132
J. S. Young pfd.....	103	109
Imperial Tobacco	24	25
International Cigar Machine ..	65	75
Johnson Foil	80	90
McAndrews & Forbes	175	180
McAndrews & Forbes pfd.....	100	102
Mengel Co., com.....	35	40
Philip Morris	21	22
Puerto Rican A. T. Co.....	70	79
Universal Leaf com.....	60	63
Universal Leaf pfd.....	99	101

Foreign Exchange Rates

In the subjoined table the quotations on sterling represent dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations

CABLE ADDRESSES
"SPENCER"
Danville - Va.
Smithfield - N.C.

T.S. WILLIAMSON, Pres. W.M. C. SPENCER, Vice Pres. C.E. WILLIAMSON, Sec. Treas.

WILLIAMSON-SPENCER, INC.

Packers and Exporters

Specializing in

BRIGHT VIRGINIA & CAROLINA TOBACCO

On Order or Contract

**DANVILLE, VA.
SMITHFIELD, N.C.
U.S.A.**

ALL CODES USED

TOBACCO SEED

Slate Seed Company

The Largest Tobacco Seed Growers in the World

SOUTH BOSTON, VA., U. S. A.

L. B. JENKINS & COMPANY

Leaf Tobacco Dealers
Kinston, N. C., U. S. A.

Buyers and rehandlers of all grades of Bright Leaf Tobacco. Domestic and export types bought on order or contract. Modern redrying plant equipped with improved machinery and ample storage facilities.

Correspondence Solicited

Cable "Jenco"

Samples Furnished

THORPE & RICKS, Inc.

Codes—Arnolds
Nos. 5 & 15
A, B, C
5th Edition.
Cable Address:
THORPE.

Established 1886

BRIGHT LEAF TOBACCO



Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

CABLE: "Edmunds" Danville

CODES: Bentley's, Lieber's

J. M. EDMUNDS COMPANY

DANVILLE, VA., U. S. A.

Dealers and Exporters

Virginia, Carolina, Kentucky and Tennessee Leaf Tobaccos

Established 1898

Cable Address Randolph

RANDOLPH MEADE & COMPANY

INCORPORATED

Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.

Correspondence solicited.

Satisfaction guaranteed.

Samples sent on request.

DANVILLE

VIRGINIA

Cable Address: "BURTCO"

Established 1883

J. H. BURTON & CO.

Packers & Exporters All Grades of
LEAF TOBACCO

Specializing in

Virginia, Eastern Carolina & So. Carolina Tobaccos.
REIDSVILLE, N. C.

G. R. GARRETT COMPANY, Inc.

Packers and Dealers of
Bright Leaf Tobacco

Rocky Mount, N. C.
U. S. A.

Codes: Bentley's
ABC 4th & 5th Ed.

dress, "WILSIMMONS"

Codes A. B. C. Fifth Edition Improved
Arnold's No. 5 and 15

Established 1886

W. H. SIMMONS & CO.

Packers, Dealers and Exporters
ALL GRADES TENNESSEE AND KENTUCKY TOBACCO

Correspondence Solicited

Louisville Market

Ky., March 6.—The Louisville Board of Trade reports leaf tobacco transactions

for the Month and Year to March 5:

Week-Private	Week-Total	Jan. 1 to date	Year to date
112 22	134	3,048	
57	57	1,298	

Classification of this Week's Sales

Old Crops	1925 Crops	Total
22	...	22
23	178	201

Classification of Sales Jan. 1 to Date

Old Crops	1925 Crops	Total
...
...

Classification of Sales to Same Date in

Old Crops	1925 Crops	Total
...
...

Classification of Sales to Same Date in

Old Crops	1925 Crops	Total
...
...

Classification of Sales to Same Date in

Old Crops	1925 Crops	Total
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Classification of Sales to Same Date in

Old Crops	1925 Crops	Total
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Old Crops	1925 Crops	Total
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Classification of Sales to Same Date in

Old Crops	1925 Crops	Total
...
...

Classification of Sales to Same Date in

Old Crops	1925 Crops	Total
...
...

Classification of Sales to Same Date in

Old Crops	1925 Crops	Total
...
...

Louisville Monthly Report

Tobacco Sales for the Month and Year to February 28

Ware-houses	Auction Sales	Private Sales	Month-Total	Year Jan. 1 to date
Kentucky & Louisville	1,245	34	1,279	2,914
Main Street	537	...	537	1,241
Planters-Farmers	168	54	222	767
Year 1925	1,950	88	2,038	4,922
Year 1924	...	...	3,347	9,302
Year 1923	...	...	4,124	11,042
	...	...	6,005	15,643

Classification of this Month's Sales

Old Crops	1925 Crops	Total
Burley	175	1,845
Dark	5	13
	180	1,858

Classification of Sales, Jan. 1 to Date

Old Crops	1925 Crops	Total
Burley	685	4,134
Dark	90	13
	775	4,147

Classification of Sales to Same Date in:

Old Crops	1925 Crops	Total
Burley	8,869	10,173
Dark	433	869
	9,302	11,042

Comparisons with Previous Years

SALES	1926	1925	1924
Total sales of new crop to date	6,777	10,663	13,147
Sales of new crop to date:			
Original inspection	5,855	9,031	11,549

REJECTIONS

Rejections this month:	440	...	...
Burley	440	...	...
Dark	000	...	...
Total	440	676	691

Percentage of rejections to auction sales:

Receipts, Jan. 1 to date..	1,460	2,975	3,025
	3,414	7,508	7,941

Stock Report

Receipts, Deliveries and Stocks for the Month and Year to February, 28

Rejections, Jan. 1 to date:

Warehouses																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																				
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RECEIPTS

Receipts this month	1,460	2,975	3,025
Receipts, Jan. 1 to date	3,414	7,508	7,941

Stock Report

Receipts, Deliveries and Stocks for the Month and Year to February 28

Warehouses	Receipts During Month	Deliveries During Month	Receipts Jan. 1 to date	Deliveries Jan. 1 to date	Stocks Jan. 1 to date
Kentucky & Louisville	945	1,339	2,213	2,442	1,242
Main Street	427	301	892	902	253
Planters-Farmers	88	216	309	672	426
	1,460	1,856	3,414	4,016	1,921

Paducah Prospects

Paducah, Ky., March 6.—Sales over the loose floors during the first part of the week were fairly heavy, but offerings dropped off considerably during the latter part, due to cold, windy weather, which made handling of tobacco almost impossible.

A fair percentage of medium to good leaf appeared in the offerings, which brought good prices, and we would quote prices on the better grades a little stronger than last week. Prices on low and common grades of leaf have been slightly lower, and the market continues very irregular on these grades. Prices on

Cable: "Barker," Carrollton

Codes: "Arnolds, No. 15"

R. M. Barker Tobacco Co.

INC.

CARROLLTON, KENTUCKY, U. S. A.

Buyers and Dealers in Burley Leaf Tobacco

We have our own factory located in the heart of the Kentucky Burley Districts.

We have the latest improved Proctor Re-Drying Machine, and our Storage capacity is unlimited.

We solicit your orders and will give same prompt and efficient attention.

SEND FOR OUR WEEKLY REPORTS

Rudolph, Hach & Co., Inc.

REHANDLERS, DEALERS AND BROKERS IN

LEAF TOBACCO AND STEMS

Main Office and Sample Rooms

CLARKSVILLE, TENNESSEE

OPERATING IN

Clarksville, Tennessee, and Springfield, Tennessee, Districts
Western Kentucky Districts

Upper Cumberland and Air-Cured Districts

Reliable Packing, Correct Inspection, Efficient Arrangement for Exports. Storage at Low Rates.

Correspondence Solicited.

SPECIALTY—BURLEY AND ONE SUCKER

BUYERS AND HANDLERS
ORDERS SOLICITED
Operating on markets at Franklin, Tenn.,
Mt. Pleasant, Tenn., and Hartsville, Tenn.,
and Scottsville, Kentucky

Head Offices: Nashville, Tenn.



CABLE ADDRESSES {U. S. A.—Command, Owensboro, Ky.
ENGLAND—Invaide, Liverpool.

ROSS TOBACCO COMPANY, (Incorporated)

(Formerly called ROSS-VAUGHAN TOBACCO CO)

BUYERS, REHANDLERS AND REDRYERS OF

LEAF TOBACCO AND STRIPS ON ORDER

FOR HOME TRADE AND EXPORT

Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying
U. S. A. Offices—Owensboro, Ky.
British Offices—John Ross & Co., No. 27 King St., Liverpool, Eng.
Factories—OWENSBORO, KY., LOUISVILLE, KY., PRINCETON, KY., SEBREE, KY., ERIN, TENN.
Buyers on all Hoghead and Loose Leaf Markets in Burley and Dark Sections

Norfolk, Va. Baltimore, Md. New Orleans, La. Paris, France
C. A. SULLIVAN CO., Inc.

44 WHITEHALL STREET, NEW YORK, N. Y.

Export Freight Agents

Specialists in the Handling of Tobacco for Export. Highest financial and Business References.

ETOBACCO TRADING CORP.,

All Kinds Kentucky - Tennessee & Virginia - Carolina

— LEAF TOBACCO —

Louisville, Ky.

Richmond, Va. U. S. A

CABLE ADDRESS
"OBRIENCO"LOUISVILLE, KY.
LEXINGTON, KY.
BALTIMORE, MD.CODES: Use Arnold's Cipher No. 4 and 15
A. B. C. Improved Fifth Edition
General Telegraph CodeBentley's Press Co.
Western Union Co.

EDWARD J. O'BRIEN & CO.

LEAF TOBACCO BROKERS

MAIN OFFICE, 815-817 WEST MAIN ST., LOUISVILLE, KY.

Lexington, Ky., 1016-1024 So. Broadway

Baltimore, Md., 18-20 E. Pratt

WE ARE BUYERS OF

Burley, Aircured, Green River, Fired Dark, Maryland, Virginia and Seed Leaf Tobaccos on all markets

We air and steam dry on most of the loose leaf markets and have the latest improved Philadelphia Steam Dryers in our Lexington and Louisville factories for handling Leaf and Strips.

CABLE ADDRESS "ROSSAFRICA" LOUISVILLE, KY.

Ross Tobacco Company

INCORPORATED
AFRICAN BRANCH

OFFICE AND FACTORY, N. E. COR. 11TH MAGAZINE STREETS

LOUISVILLE, KY., U.S.A.

J. M. PHILLIPS, GENERAL MANAGER

MANUFACTURERS OF ALL GRADES AFRICAN AND BLACK FAT LEAF TOBACCO

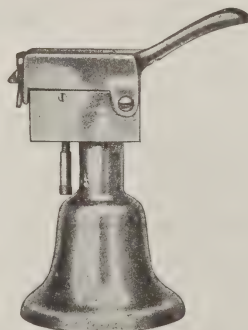
G. F. VAUGHAN TOBACCO CO.BUYERS, REHANDLERS, REDRYERS OF
LEAF, STRIPS, STEMS, AND SCRAPS
FOR HOME AND EXPORT TRADE

Samples Submitted.

LEXINGTON, KY.

Contracts Solicited.

GUINCO CIGAR LIGHTERS

Easily filled, odorless, ignite everytime. Made in various forms for home, office or individual use.

GUINCO BELL LIGHTER

Paper Weight

The small bell lighter is especially designed for individual use, made of bronze, enameled in any color desired. Sold separately or with cigarette jar and trays to match.

S. E. GUINN MANUFACTURING CO.
JOHNSON CITY, TENN.

trash and lugs continued firm, and are unchanged from last week's quotations.

We estimate that from 45 to 50 per cent of the crop in the western district has moved and that still remaining in farmers' hands is mostly of common grades. While it is generally conceded that the greater part of the good tobacco in the crop has been marketed, we believe that there will be considerable tobacco of these better grades that will come to market later. Many farmers who grow good tobacco will not deliver during the harsh months, but wait until later in the season, and we believe during the next few weeks, when weather conditions are more favorable, we will see a fair amount of good tobacco in the offerings.

Although prices obtained for common grades are generally unsatisfactory to the growers, we think with favorable seasons deliveries will be heavy again and no doubt the crop will be marketed earlier this year than usual.

We have reports of several small sales of both leaf and lugs of old stock during the past week, but prices were not made public.—W. B. KENNEDY & SON.

Hopkinsville Hit Hard By Slump

HOPKINSVILLE, Ky., March 6.—The general slump in prices for dark tobacco continues unabated on the Hopkinsville market, the average for the past week dropping to \$7.63 per hundred pounds, the lowest mark reached here since 1920, according to F. E. Fallenstein, secretary of the Hopkinsville Tobacco Board of Trade.

"The only way I can account for the slump on the local market," Mr. Fallenstein declared, "is that a flood of cheap tobacco from distant sections has been shipped in to the local market. I think the native grown tobacco is holding up pretty well."

Sales for the week amounted to 1,631,520 pounds, bringing the total sales for the season to 19,230,910 pounds, sold at an average of \$10.07 per hundred pounds. During the same period last year, 11,316,940 pounds had been sold in Hopkinsville.

Many farmers have expressed their hearty disapproval of the trend of the tobacco market, declaring that there is no stability. One grower, Abe Spain, declared that he rejected offers in three different sales of the same lot of tobacco last week and that the bids fluctuated as much as \$10 from day to day while the general market average steadily declined. He finally sold the tobacco for \$8 per hundred more than he was offered the day before.

Various agencies have made investigations regarding conditions that affect the dark tobacco pool, seeking to find whether there is a sentiment among the farmers for reorganizing the association or for signing up a controlling membership. A delegation from the Indiana Farm Bureau Federation made a careful survey of the Dark Association recently, and J. W. Jones, of the Bureau of Co-operative Marketing of the United States Department of Agriculture, is investigating at pool headquarters here now.

No concerted effort to recon pool has been made by growers' section.

Quotations for the week were \$2 to \$3.50. Lugs, common, \$3; medium, \$5 to \$7.50; good, \$8 to \$11; fine, \$11 to \$14. Leaf, low, \$4; common, \$8 to \$15; medium, \$15 to \$20; good, \$20 to \$30; fine, \$30 to \$40. BUCH.

Owensboro Outlook

OWENSBORO, Ky., March 6.—Tobacco and Virginia Leaf Tobacco company, Inc., reports sales on market as follows:

Pryor this week.....1,388
Previously reported.....25,723Total Pryor to date.....27,011
Burley this week.....12
Previously reported.....1,523Total burley to date.....1,540
Light sales, with no change in character of offerings this market this week. We estimate per cent of the crop now on market.

Springfield Average

SPRINGFIELD, Tenn., March 6.—Deliveries on the Springfield market have been heavy, common predominating, resulting in a low average:

Sales for week.....7,211
Sales for season.....71,115
Sales last season.....8,242

Quotations

Trash.....
Common lugs.....
Medium lugs.....
Good lugs.....
Fine lugs.....
Low leaf.....
Common leaf.....
Medium leaf.....
Good leaf.....
Fine leaf.....
—J. W. HAYS TOBACCO CO.

Clarksville Average

CLARKSVILLE, Tenn., March 6.—Tobacco transactions on this market ending official week ending Thursday:

Sales for week.....1,350
Sales for season.....14,842
Sales last season.....11,083
—HENRY M. LUPTON, Secretary
Clarksville Tobacco Board of Trade.

Greeneville Average

GREENEVILLE, Tenn., March 6.—Austin Company, Inc., reports:

*"It's Always Right
Tobacco If It's
Bayak Cig"*

Cable Address "Argue," Henderson, Ky.

Codes:—Bentley's and Western Union

CHARLES T. W. ARGUE COMPANY, Inc.

Leaf and Strips for Home and Export Trade

Henderson, Ky., U. S. A.

HEADQUARTERS for all grades of Kentucky and Tennessee DARK tobacco, fired and air-cured—

on the Greenville Burley to-
ket as follows:

	Pounds.	Avg.
1st week	49,832	\$16.88
2nd week	251,668	16.21
to date, 1925 crop, 11,349,246		19.31

to same date last
.....15,238,182 21.85

sales for section to date, this
21 7,744 pounds.

price for entire section to
\$1.40.

1st week sales were very light.
mers were able to market their
with the possible exception of
open.

Word Price Tendency Develops

Ky., Feb. 27.—Notwithstand-
radically all markets show slightly
verages compared with last week,
an upward tendency in prices
the last two days on all low
leaf, lugs and trashes, espe-
cially at market. All buying inter-
continued active with no evidence
of difference for the various grades.
Sales for the week are as
follows:

Sales for week 966,235
at an average of \$7.37; for season
1925 lbs. at an average of \$8.00
the average year ago of \$10.47
approximately 6,103,000 lbs. Week's
average 16c lower than preceding week.

Sales for week 535,805
at an average of \$6.76; for sea-
son 1925 lbs. at an average of
\$8.30 the average 16c higher than
preceding week.

Sales for week 177,050
at an average of \$7.04; for sea-
son 1925 lbs. at an average of \$8.00
the average 16c higher than
preceding week. Total sales in-
cluding untraded purchases and loose
leaf aggregate for the season
1925 lbs. at an average of \$13.-
the season. Week's average 88c
the preceding week.

Sales for week 1,324,400
at an average of \$11.39; for
season 1925 lbs. at an average
of \$13.02 the average 16c higher
than preceding week. Total sales in-
cluding untraded purchases and loose
leaf aggregate for the season
1925 lbs. at an average of \$13.-
the season. Week's average 88c
the preceding week.

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cluding untraded purchases and loose
leaf aggregate for the season
1925 lbs. at an average of \$13.-
the season. Week's average 88c
the preceding week.

No sales during week.

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cluding untraded purchases and loose
leaf aggregate for the season
1925 lbs. at an average of \$13.-
the season. Week's average 88c
the preceding week.

per 100 pounds. Sold to date of 1925
crop, 6,448,530 pounds; average price
per 100 pounds, \$20.52. Offerings for the
past two weeks have been common, with
little change in prices from previous
quotations. This market will have daily
sales until March 12, and a final, or
"clean up" sale, Thursday, March 18,
after which the market will close for the
season.—J. B. HEIZER & Co.

Hopkinsville Average, \$7.63

HOPKINSVILLE, Ky., March 6.—Total
tobacco sales for official week ending
Friday, 1,631,520 pounds; average price,
\$7.63 per 100 pounds. Sold to date of
1925 crop, 19,230,910 pounds; average
price per 100 pounds, \$10.07. Sold to
same time last year, 11,316,940 pounds;
average price per 100 pounds, \$12.76.—
W. HANCOCK, president, Hopkinsville
Tobacco Board of Trade.

Oxford Offerings

OXFORD, N. C., Feb. 27.—At a meet-
ing of the sales committee of the Ox-
ford Tobacco Board of Trade it was
decided to remain open until Thurs-
day, March 4, so as to give the farm-
ers an opportunity to sell the remain-
der of their crop.

The sales for the week amounted to
357,288 pounds at an average of \$9.31;
the lowness of the average is due to
the large amount of scrap being sold,
at from \$1.00 to \$2.50 per hundred
pounds.

It looks now as if the market will
sell this season ten million pounds.—
W. A. ADAMS Co.

Burley Pool Gains 244 New Members

LEXINGTON, Ky., March 6.—Only rou-
tine business was transacted at the regu-
lar monthly meeting of the board of di-
rectors of the Burley Tobacco Growers'
Co-operative Association in Lexington,
this week, according to a statement given
out by the publicity department. Presi-
dent James C. Stone presided over the
meeting and among the reports of de-
partment heads was one from the field
service of a gain of 244 members the
past month.

Community Locals

Sixty-five of the community locals of
the associations in different parts of the
district met the past month, despite bad
weather and poor roads in some sections
of the district, and there were two big
county meetings, one in Hart County
and the other in Pendleton County.

Directors Present

Directors present for the meeting of
the board, besides President Stone, who
is the director for the Fayette County
district, were H. K. Bourne, of New
Castle; Hon. James N. Kenoe, of Mays-
ville; J. H. Souley, of Flemingsburg;
R. P. Taylor, of Winchester; John Wil-
liam Jones, of North Middletown; Rev.
J. R. Jones, of Cynthiana; Perry B.
Gaines, of Carrollton; William O. Prots-
man, of Indiana; George Roth and
George A. McCormack, of Ohio; Joe E.
Robinson, of Lancaster; R. S. Walker,
of Versailles; Clark B. Patterson, of
Mount Sterling; Judge I. H. Thurman,
of Springfield; J. L. Zaring, of Shelby-
ville; Peyton R. McMakin, of Bloom-
field; Wiley Bowling, of Munfordville,
and Dawson Chambers, of Kenton
County.—J. S. P.

Cable Address: "Geyercro"

Established 1855

ED. C. GEYER & CO.

BALTIMORE, MD.

LEAF TOBACCO in all its Branches

Cable: Austin, Greenville

JArnolds No. 5
(A B C 5th Ed. Improved)



LEAF TOBACCO
THE AUSTIN CO., Inc.
GREENEVILLE, TENN.
Latest Proctor System

THE MEADS TOBACCO CO.
If it's TOBACCO we have it
DOMESTIC AND EXPORT

RED LION, PA.

U. S. A.

Cable: "Meads," York, Pa. Codes: Arnold's 5 & 15, A. B. C. 5th, c/o Western Union.

Cable Address: "HODGE, HENDERSON"

Hodge Tobacco Co.
of KENTUCKY, Inc.

Packers of

Leaf, Strips, Scraps and Stems

Natural or Artificial Seasons

Head Office: HENDERSON, KENTUCKY

Henderson, Ky. Owensboro, Ky. Hopkinsville, Ky.
Paducah, Ky. Madisonville, Ky. Clarksville, Tenn.
Springfield, Tenn. Kingsville, Canada

BUYERS ON ALL WESTERN MARKETS

Cable Address: "Bohlen"

Code: Arnold's Cipher No. 8

FROM THE PACKING PLANT TO THE MANUFACTURER

BOHLEN & COMPANY

122 SOUTH NINTH STREET, LOUISVILLE, KY., U. S. A.

AMERICAN LEAF TOBACCO—All Grades

Clarksville and Springfield Tobaccos a Specialty. Guaranteed Packing. Delivery to
European Customers can be made directly from our Bremen Warehouses

Wm. L. Burford & Co.
LEAF TOBACCO BROKERS

Headquarters 1000 W. Main St. LOUISVILLE, KY.

Branch Factories on Loose Leaf Markets in Both Burley and Dark Sections.
Orders and Correspondence Respectfully Solicited

A. R. BLANKS TOBACCO CO.
LEAF AND STRIPS Handled on Order or Contract
FOR DOMESTIC AND EXPORT TRADE
All Grades of Fired, Air-Cured and One-Sucker
Orders and Contracts Solicited. MADISONVILLE, KY.

Read Tobacco Weekly

UHLING & CO., INC.

VIRGINIA, CAROLINA & KENTUCKY TOBACCOS

Cable Address:
"Suhling," Lynchburg Lynchburg, Va.

H. S. McGriffin, President; P. J. Stewart, Vice-President; L. J. Harper, Sec. & Treas.

HARPER TOBACCO COMPANY

INCORPORATED

Packers of NORTHERN WISCONSIN TOBACCO

CHOICE
NORTHERN
BINDERS

Tomah, Wis.

FANCY
BULKED, SWEATED
B's

ANDREW JENSON & SON

Packers of Wisconsin Leaf Tobacco

EDGERTON, WISCONSIN

Latest Equipment for Resweating Seedleaf Types of Tobacco

J. U. FEHR & SON

Packers of Fine Grades of

OHIO TOBACCO

135 to 141 Maple Street

Reading, Pa.

LA FLOR DE LA ISABELA

FACTORY, MANILA, P. I.

New York Office:
COMPANIA GENERAL DE TABACOS
DE FILIPINAS
80 Wall Street

San Francisco Office
J. B. HAYRE & CO.
200 Bush St.

READ TOBACCO

For the Latest News of the Trade

Fine Burley Tobacco Seed

Three Standard, Hardy and Colory Varieties

Grown by us in 1925, under expert supervision on land that a plow had never turned before. Virgin soil, now growing scarce, produces vigor, purity and color which old land will not do.

Every tobacco grower knows that no fine tobacco can be produced without good seed. We are prepared to furnish fine seed for every type of soil in the Burley Belt.

No. 1. "HALLEY'S SPECIAL"—This is the colory disease resistant type—developed first on our own land by a representative of the Experiment Station of the University of Kentucky eleven years ago.

This tobacco is vigorous, colory and has plenty of weight, and is the safest tobacco to grow on any kind of soil. It is the only variety to plant in land that has grown much tobacco, insuring a crop when other varieties fail. This type of tobacco is the great contribution of the Experiment Station to the tobacco trade, and this autumn it took first prize at the Greendale, Fayette County Community Farm Produce Show.

No. 2. "COLORY TWIST BUD"—This is the old fashioned type of Burley crossed with colory—the best weighing tobacco grown with sufficient color to command a good market price. Many sections of the Burley Belt are especially suited for this type and any grower who has used it has been pleased with the net return in dollars per acre.

No. 3. "IMPROVED HALLEY"—This type of tobacco was developed by us in 1907. It is the pioneer as a strictly smoking tobacco and the forerunner of several famous Burley cigarettes. It is a stand-up type, producing color on old land and new. This tobacco, smokers from top to bottom, commanded the leading prices on the Kentucky markets the first three years it was introduced.

FOR SALE BY

The Halley Tobacco Seed Co.

Fayette Warehouse No. 1, Lexington, Ky.

PRICE RECLEANED AND GUARANTEED, \$1.50 PER OZ.

Wisconsin '25 Mainly in Second Half

Bulk of Crop in Northern and Southern Sections Aes Bought Up—Market for Old Crops Remain Lively—1924 Starts to Move—Notable Buying Interests in

EDGERTON, Wis., March 6.—The receiving and buying of the '25 has now reached the fog end of the crop. The bulk of the crop for that year, both north and south, is now out of first hands, and the former owners are now planning on the new crop, or listening with high interest to the trials and tribulations of the big pool.

The market on the old has remained at its lively clip, and the '24 crop has started to move. Only a few hundred cases of this crop are available, as little of it was packed, and half of that amount is already sold. It is one of the freest burning crops that was ever raised in the state, and one of the mildest, and is good property. Cigar factories of the middle west, whose business has taken the spurt it has lately, are lively users of the available Wisconsin at good prices.

New Northern Well Picked

The new northern is about all picked up, and there are plenty of buyers for every crop that is left. The American Cigar, General Cigar, Spitzner, Bekkedal for Rosenwald, Cullman Brothers, Frank McIntosh, Harper, William McIntosh, Jefferson, Smith for Meyer-Mendelsohn and Weil & Son, and Sweeney for Fendrich, Haskins, and others have been the most active in the northern fields, and are busy putting up banner packings for the trade. Now that the independent end of the southern crop is well cleaned of fancy binders, many of the above named famous houses are busy looking at pool samples of the good southern and many crops are being sold by the big co-op.

All over the state warehouses are busy putting up the fanciest packings that have gone into the boxes in years, and the owners are universally exuberant over their purchases. The fanciest northern and the fanciest southern samples will be displayed to the trade that have been shown in the memory of many a packer. The tobacco has no dark leaves in it, and is golden, fluffy and firm, and of beautiful burn.

The big co-op. is frantically trying to whip its members into line. After a rapid survey of the tobacco belt, the pool managers have evidently been surprised at the number of empty sheds they have seen, that they supposed were full of tobacco waiting their word for delivery. Word from very reliable sources has it that entire school districts in the northern area have been depleted of tobacco without the pool getting a pound of it. Farmers have hauled their crops to the sheds of non-pooled neighbors during the night, and the non-pooler has delivered it under his name the following day. Many wives and tenants have delivered pooled shares of crops with their own non-pooled shares. Indeed, more than one northern director is disgusted with the pool and is openly in revolt against the iron hand from Madison.

In the south, the condition is no better. John Dahle, former director of the pool, is suing it, and is trying to dissolve it. His leadership qualities have been demonstrated before as of the highest order, and his following is large, loyal and spoiling for a fight. Southern areas, also have sold away from the pool in astounding fashion this year in many sections. Other sections, such as MacFarland, for instance, the pool mem-

bers have delivered their tobacco to remain to the pool as usual.

Dahle, Ole T. Oleson, and the battery were balked by a post of the scheduled adverse examination of pool officers until March 9, business of Emerson Ela, business legal counsel of the pool. March fun begins, and many well known of the pool will be called to the by the lawyers of Dahle, and Ela, Ward Wentworth, former of the pool, and now loan approver of the pool's fountainhead of funds, Federal Intermediate Credit Bank, Paul, Minnesota; Charles Wright, president of the pool; Jens L. L. president, Glynn Murvin, editor of Pool Bulletin; C. A. Johnson, of the pool, and others, are ordered to take the stand. The embattled are bold and defiant, and recent victory as well as won, and are to get the trial going. All rumors are rife, and the general sentiment is oppressive and intense.

There were sixteen carloads of tobacco received at Edgerton this week, fifty-four carloads shipped, the biggest shipment was one of twenty carloads of binders shipped to C. Sweeney & Sons to the H. Company, Evansville, Indiana.

Frank McIntosh, Virgo, is posed of his financial interest in First National Bank of Virgo, and signed the presidency thereof to devote his entire time to the tobacco business.—BADER.

Employment Statistics

WASHINGTON, D. C., March 6.—Employment figured in the tobacco industry for January have just been published by the Bureau of Labor Statistics, Department of Labor.

Replies were received by the bureau from 148 cigar and cigarette factories who reported their employment in December at 34,577, decreasing in January to 30,415, a decrease of 12 per cent. The payrolls in these plants also decreased from \$654,262 in December to \$557,192 in January a decrease of 15 per cent.

Thirty-three chewing and smoking tobacco and snuff plants reported employment in December at 37,000, increasing slightly in January to 37,400, an increase of 0.8 per cent. The payrolls in these plants on the other hand increased from \$132,523 in December to \$132,196 in January a decrease of 0.2 per cent.

The bureau also received replies from 142 cigar and cigarette factories reported their employment in January of last year at 31,559 decreasing in January of this year to 29,625 a decrease of 6.1 per cent. The payroll in these plants also decreased from \$1,174,445 in January of last year to \$1,045,141, a same month of this year a decrease of 11.1 per cent.

Thirty-three chewing and smoking tobacco and snuff plants reported employment in January of last year at 8,816, decreasing in the same month of this year to 8,449 a decrease of 4.2 per cent. The payrolls in these plants also decreased from \$144,876 in January of last year to \$132,196 in the same month of this year a decrease of 8.6 per cent.—LAMB.

Cable Address, Smith

S. B. SMITH & COMPANY

FIRST ESTABLISHED 1907

MAYFIELD, KENTUCKY, U. S. A.

Codes Used

Arnolds & Sons
ABC Improved
Union
Lieber
Union

LEAF TOBACCO DEALERS AND EXPORTEES

Well equipped in every respect to handle all fire-cured dark grades in any manner (natural or artificial drying) and to supply specialties in any quantities. Also efficient in handling export orders to any foreign port. Equipment coupled with geographical location enables best of services and strictly first hand source questions.

Inported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Tobacco from Porto Rico	
—March 2	S. Ruppel, Inc. 18
Barrels	Strouse & Holzman 14
J. A. Waller 570	J. Fernandez 1
General Cigar Co. 3	Pkgs.
Schwarz Leaf Tobacco Co. 288	
Hanover Cigar Co. 2	
J. B. Lichtenstein 16	
Friend & Co. 6	
Congress Cigar Co. 365	
Edwin Cigar Co. 20	
S. Rossin & Sons, Inc. 20	
P. Lorillard Co. 123	
H. Duys & Co., Inc. 50	
Yocum Bros. 23	
J. Fernandez 8	
Tobacco from Havana	
—March 2	S. S. Orizaba 6
Barrels	J. A. Mesa & Co. 6
On order 24	M. A. Suarez & Co. 200 bales
Tobacco from Manila	
—March 1	S. S. President Hayes 1
Bales	S. Freider & Sons Co. 17
Philippine Tobacco Co. 36	
Bendheim & Hochreuther 100	
Tobacco from Constantinople	
—Feb. 27	S. S. City of Eureka 3
Liggett & Meyers Tobacco Co. 2,028 bales	
Tobacco from Rotterdam	
—March 5	S. S. Vechtdyk 5
Bales	L. Schmid & Co. 27
H. Duys & Co. 28	
E. Rosenwald 10	
Tobacco from London	
—March 2	S. S. London Mariner 2
On order 1 case	
Tobacco from Liverpool	
—March 3	S. S. Baltic 3
American Tobacco Co., Inc. 4 cases	
Tobacco from Southampton	
—March 3	S. S. Berengaria 3
R. F. Downing & Co. 1 case	

S. S. Orduna	—March 4
Faber, Coe & Gregg	3 cases
Tobacco from Puerto Plata, D. R.	
S. S. Karma	—March 2
Tropical Tobacco Co.	3 bales
Cigars from Porto Rico	
S. S. Coamo	—March 2
Cases	
Bosch Bros.	5
J. Klorfein	54
Rosenstadt & Waller	7
F. Bonilla	3
Villar, Lanza & Co.	5
P. Costa	10
I. Lewis Cigar Mfg. Co.	40
Porto Rico American Tobacco Co.	176
United Cigar Stores Co.	71
Madera Tobacco Co.	14
Infanzon & Rodriguez	20
Cigars from Havana	
S. S. Siboney	—March 2
Cases	
A. J. Billin & Co.	1
General Cigar Co.	2
J. B. Moos & Co.	2
Kiefer, Stewart & Co.	2
Washington Cigar Co.	2
M. J. Dalton & Co.	2
Estabrook & Eaton	2
Schwartz & Sons	2
Charles & Co.	1
United Cigar Stores Co.	3
Benson & Hedges	3
J. F. Bache	1
G. S. Nicholas & Son	1
Faber, Coe & Gregg	3
Park & Tilford	3
Pierce Steamship Co.	5
R. J. Sidenberg & Co.	2
New York & Cuba Mail Steamship Co.	2
P. C. Ream	2
Cigars from Manila	
S. S. President Hayes	—March 1
Cases	
S. Freider & Sons Co.	38
Philippine Tobacco Co.	16
H. W. Peabody & Co.	8
C. G. Wilson, Inc.	3
United Cigar Stores	143
Cigars from Various Points	
S. S. President Hayes	—March 1
Cases	
United Cigar Stores Co.	28
A. H. Perfect Co.	2
Hamilton, Harris & Co.	5
Tobacco Stems from Buenos Aires	
S. S. Sardinian Prince	—March 2
G. W. Holme Co.	42 bales
Cigarettes from Antwerp and Southampton	
S. S. Zealand	—March 2
Galba Cigarette Co.	2 cases
Cigarettes from Southampton	
S. S. Berengaria	—March 3
R. F. Downing & Co.	1 case
Cigarettes from Constantinople	
S. S. City of Eureka	—Feb. 27
H. Hernemann	1 package
Cigarettes from Antwerp	
S. S. Missouri	—March 4
Galba Cigarillo Co.	1 case
Pipes from Havre	
S. S. Suffern	—March 1
Dasco Import Co.	4 cases
S. S. France	—March 4
C. B. Richard & Co.	3 cases

Porto Rican Outlook

SAN JUAN, P. R., March 4.—Dry weather is continuing and the occasional falling rain showers do not improve much of the younger fields. Therefore, the quantity of the tobacco crop may not reach the figures which I gave you some time ago.

Of course, in these figures is not included the tobacco from the coast.

Last week we had the following rainfall:

	Inch.
Aibonito	0.30
Cayey	0.10
Cidra	0.04
Comerio	0.04
Corozal	0.30
Juncos	0.00
Manati	0.02
Coamo	0.05

—MIRAMONTES.

One Cigar in Every Five Contains Porto Rican

NEARLY 15% of all leaf tobacco used in the manufacture of cigars in the United States is Porto Rican.

There is enough Porto Rican leaf used, when blended with other tobacco, to provide "filler" for one in every five domestic cigars.

Three of every 100 cigars consumed in the United States are imported from Porto Rico. Last year imports of Porto Rican cigars increased 27.56%, a larger gain than was shown by any other type. It was the biggest Porto Rican year since 1920, and the second largest in history.

Far-sighted manufacturers, jobbers and dealers will give thought to this decided trend toward Porto Rican tobacco.

We can tell you more about
Porto Rican cigars and tobacco.
Write for information.

Government of Porto Rico
TOBACCO GUARANTEE AGENCY

Brokaw Bldg., 1457 Broadway, New York

F. Linares, Agent

To protect buyers of Porto Rican tobacco the Government requires the affixing of a Government Guarantee Stamp to every box of cigars and every bale or barrel of all Porto Rican tobacco leaving the island. Look for the stamps.



STERN-MENDELSON CO., INC.
HAVANA & PORTO RICO TOBACCO
165 FRONT ST., NEW YORK

FRANCISCO BUJO
Grower, Stripper and Packer of
SAN LORENZO FILLERS OF PORTO RICO TOBACCO
San Lorenzo is located in Porto Rico's best tobacco section.
SAN LORENZO, PORTO RICO

KOHLBERG-GONZALEZ CO., INC.
Nothing Satisfies Like a Good Cigar.
PORTO RICAN TOBACCO
144 Water Street, NEW YORK Tel. John 2821
Warehouses & Plantations: AIBONITO-COMERIO-GURABO

CARRO HERMANOS & CO.
Sen C
Growers, Strippers and Packers of Porto Rican Tobacco
BUY DAMIAN FILLERS (The Porto Rican Vuelta Abajo)
Barros, Porto Rico

Warehouses Plantations Office and **JUNCOS FRANCISCO MUJICA** Cable Address MUJICA P. O. Box 36.
Grower & Packer of
HIGH GRADE PORTO RICO LEAF TOBACCO
STALK TOBACCO ONLY from JUNCOS and SAN LORENZO SECTIONS EXCLUSIVELY
JUNCOS, PORTO RICO

RAMON MORAN & COMPANY
Growers, Packers & Strippers of
Porto Rican Leaf Tobacco—Exclusively Inland
MANATI, PORTO RICO

CENTROSA CIGAR FACTORY
Manufacturers of
PORTO RICAN CIGARS FOR JOBBERS
5c, 10c and up
P. O. Box 502, Caguas, Porto Rico

PEDRO VILLAFANE CUEVAS
P. O. Box 44, San Lorenzo, Porto Rico
Grower, Stripper and Packer
SAN LORENZO FILLERS OF PORTO RICAN TOBACCO

JOSE LOPEZ
Stripper of Porto Rican Tobacco
P. O. Box 323, Manate, Porto Rico

E. ROSENWALD & BRO.
145 WATER STREET NEW YORK

IMPORTERS
EXPORTERS &
PACKERS OF

TOBACCO

International Trade in Leaf and Manufactured Tobacco

By T. L. HUGHES

Tobacco Specialist, U. S. Bureau of Foreign and Domestic Commerce

Prepared Under the Direction of FRANK M. SURFACE as part of the Survey
Trade in Agricultural Products Authorized by the Sixty-seventh Congress

The Philippine Islands

(Continued from a previous issue)

IMPORTS

Imports of tobacco and tobacco products into the Philippine Islands are comparatively small. Up to 1912 only figures for unmanufactured tobacco are available, and these averaged less than 50,000 pounds each year. Beginning with 1913, the quantities of leaf tobacco, as well as manufactured tobacco products, are shown in the following table, from which it may be seen that shipments of raw leaf into the Philippines averaged approximately 35,000 pounds for the period 1913 to 1916, and then began increasing until the high figure of 762,620 pounds was reached in 1920. This leaf tobacco comes almost entirely from the Dutch East Indies and the United States.

Imports of cigars have the price and demand, but have they exceeded a figure. These cigars are made from or American tobacco and are chased from the Netherlands Kingdom, or the United States ports of cigarettes and plug tobacco have increased. Showing that a taste for American tobacco is being cultivated by about 99 per cent of the smokers are from the United States.

Consumption

The Bureau of Internal Revenue permits the following figures for tobacco products withdrawn for consumption and imports for consumption. The additional


(Continued on page 2)

Imports of Tobacco and Tobacco Products into the Philippine Islands

Year	Leaf		Manufactured tobacco	
	Pounds	Cigars Number	Cigarettes Number	Pounds
1909	21,109			
1910	99,981			
1911	16,846			
1912	37,645	227	1,820,142	157.8
1913	34,158	150	3,289,640	307.2
1914	34,846	250	8,614,622	386.0
1915	37,264	600	12,498,151	550.9
1916	36,678	2,279	13,871,390	538.7
1917	61,788	100	32,796,723	651.8
1918	115,801	9,419	59,150,200	712.3
1919	178,207	600	71,919,152	513.0
1920	762,620	9,725	128,747,849	620.0
1921	342,019	5,950	230,584,977	760.3
1922	181,073	686	154,808,204	595.5

¹ Not given by quantity prior to 1912.

SANTIAGO IGLESIAS SILVA
Grower and Packer of
BEST SAN LORENZO TOBACCO
San Lorenzo Porto Rico

 **MADERA TOBACCO COMPANY**
PORTO RICO TOBACCO
DEALERS IN ALL KINDS
OF LEAF TOBACCO
SAN JUAN, P. R., and
165 WATER STREET, NEW YORK
OUR SPECIALTY

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AIBONITO, PORTO RICO
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WHITE ORCHID
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"The House of Reputable Merchandise"

rk Adams County Factories Slow Up

**Shorter Working Hours Pending Time New Revenue
Becomes Effective—Getting Ready for Inventories—
Five Cent Cigars Stage Come-Back in Berks.**

March 8.—Cigar factories in Adams counties, including a city, have started upon a limited production, which has resulted in shorter working hours for several employees. Inquiry today at this curtailment is only necessary and that it was caused by the fact that the tax rate made by the commission will become effective on March 30.

net tax law makes a general reduction to every class of cigars. Effect of this change in the law has been to cause dealers and brokers to curtail business until the reduced tax becomes effective. They are buying only quantities as they have sale for, so they will not be stocked up when the tax goes into effect. This curbing has resulted in reduced production of approximately 500 cigars.

Manufacturers in York and Adams counties have been called to the inventories by persons holding cigars for sale on March 29, 1926, in order to ob-

tain refund of the difference between the old and the new tax rates. Persons who will have sufficient stocks of cigars in unbroken packages on the effective date and therefore expect to make claim must apply to the Philadelphia district office for inventory forms. Forms will not be distributed in any other way. Since the inventories will be held in the hands of the dealers and brokers, until the deputy calls to verify them, the Philadelphia office must have a record of every person who expects to prepare a form, and such record can only be obtained through receipt of the application and making the record when the forms are supplied.

New Factory Gets Under Way

The operation of the new cigar factory at Cly, along the Pennsylvania Railroad, near York Haven, started March 1, under the supervision of J. B. Mos-teller, who has moved to that place, with his family, from York.

Peter McGuigan & Sons, cigar manufacturers, Red Lion, have had a force of carpenters at work remodeling their fac-

tory in the rear of the Maryland and Pennsylvania Railroad depot. A suite of offices is being built on the first floor. When completed the building will have an attractive front.

Large Shipments Made

The Meads Tobacco Company, Red Lion, recently loaded 12 carloads of tobacco at its warehouse which will be shipped to foreign countries. The tobacco was grown in Lancaster county and was prepared for the export trade in the company's plant in Red Lion.

Start Operations Afresh

Work was resumed March 5 in the cigar factory of A. Scott Frey & Company, Red Lion, which was gutted by fire several weeks ago. About 40 cigar makers reported for work the first day and more were added later. During the time the factory was being remodeled, the cigar makers were given employment in other factories of the town.

Eimerbrink Joins Preston

C. Harry Eimerbrink, formerly of York, who was at one time vice president of Otto Eisenlohr & Brothers, Inc., Philadelphia, and later with Yocum Brothers, of Reading, Pa., has been elected vice-president of the Preston Cigar Company, Tampa, Fla. Mr. Eimerbrink will supervise the manufacture of their brands, Tampa Life and Florida Queen. The Preston Cigar Company was organized about a year ago and is reported to have made remarkable progress with its brands in the South and middle West.

Fertilizer Law Emphasized

Tobacco growers of York county, who are purchasing fertilizer for their

1926 crop, are being reminded by County Farm Agent G. G. Webber of an amendment to the state fertilizer law, effective January 1, 1926, which was designed as a protection to them. The law as amended enables farmers desiring to purchase fertilizer for tobacco to have the assurance that such special brands will not include potash in the form of chlorides. This is regarded as of great importance since it has been demonstrated that potash in the form of chlorides in fertilizer injures the burning quality of tobacco. The provision of the law applies only to the special brands of tobacco fertilizer and not to other brands of tobacco fertilizers, explains Dr. J. W. Kellogg, director, bureau of foods and chemistry, state department of agriculture.

Five-Center Comes Back

The five cent cigar has staged its predicted come-back in the factories of Berks county, according to news which has reached here from Reading. February was the first month in nine years that was marked by a large production of Class A cigars. The total number of cigars retailed at not more than a nickel manufactured during the month was 3,509,170. The total number of cigars of all grades manufactured in the Berks district for the month was 11,414,805. Of class B cigars, which retail at not more than 8 cents, there were 2,953,730; of class C cigars, which retail at not more than 15 cents, there were 4,950,380; of class D cigars, which retail at not more than 20 cents, there were 1,525. By comparing the above figures, it will be seen that the production of nickel cigars is second only to class C cigars, which retail largely at 10 cents straight and three-for-a-quarter.—YORKAD.

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Pennsylvania Market Still On Even

Prices Show Slightly Upward Trend—Various Buying in the Field—Improved Condition of Roads Permits Deliveries—Growers Given “Friendly Scolding.”

LANCASTER, Pa., March 6.—The Pennsylvania market does not show much change. Prices paid to growers have had, if anything, a slightly upward trend in recent buying, which has not been heavy.

A number of buyers, however, both independents and representatives of large manufacturers, have been in the field. Prices on most transactions were 12 and 2 cents a pound, although some of the finer crops brought 13 and 3 cents.

Roads throughout the county have opened up after the heavy snow and deliveries are being made of the leaf thus far purchased. Fine weather will doubtless speed up the delivery, although the bulk of the tobacco contracted for is already in the warehouses.

Future of Pennsylvania Leaf Regarded as Bright

Packers and tobacco men believe that the future for Pennsylvania leaf is very bright, and that 1926 will see a good demand for locally grown cigar leaf tobacco. Practically all of the leaf held by independent packers is of very fine quality, as there have been no “off crops” for some seasons past. Tobacco of the last several crops has been particularly good because of the higher grades of fertilizers which are being used in increasing amounts by local growers every year.

Benefits Gained by Fertilization Program

We have mentioned it before but the fact will bear repetition: The Lancaster Leaf Tobacco Board of Trade undoubtedly accomplished an extraordinarily fine piece of work in their better fertilization program launched last spring. The new fertilizer law sponsored by Hon. A. B. Hess, and the widespread propaganda for higher grade fertilizers, which the Board of Trade made a part of its program, have done much to raise the quality of Pennsylvania as a cigar leaf tobacco, and will do much more. The fertilizer bill, by the way, became a law January 1, 1926, and will operate in the sale of fertilizers to tobacco growers this spring.

Cigar Shipments Show Decrease

The reduction in revenue rates has held up the shipment of a large number of cigars manufactured in this district until March 29, when the new rates go into effect. For that reason the report of the internal revenue office for February shows a considerable decrease in the number of cigars manufactured as compared to February of last year. The comparative figures follow:

	February 1926	February 1925
Class A	4,441,445	6,177,295
Class B	4,146,250	5,787,875
Class C	4,741,390	2,897,180
Class D	150	42,500
Class E	none	none

Total

13,329,235 14,904,900
If normal shipments had been made, the number of cigars manufactured this February would likely have been considerably greater than that for February, 1925. Class C Cigars, however, held their own despite the delayed shipments.

Large Acreage Production

We would like to broadcast to all growers who kick about the prices they receive for their tobacco the story contained in the case of Arthur Brown, a grower of the southern end. Brown last week delivered his crop of eleven

and one-half acres of tobacco. His crop weighed 26,126 pounds, an average of about 2,263 pounds per acre. During his crop at 10 cents a pound, \$226.30 gross per acre for his tobacco. If a grower can't make more money, he had better quit, as the prices are threatening to do. If no more crop was given the crop was by the individual grower, the price per acre could easily be brought to a point where tobacco would be a profitable crop.

A Preachment on Non-Practical Practices

We freely admit the truth of the average grower of Pennsylvania tobacco that he is not making enough money for his tobacco at the prevailing prices. Why? Because he is still growing tobacco as his father and grandfather him did, to a very large extent. Growing it that way, he could not make money at 18 and 20 cents a pound. But he can't get that now.

Conditions have changed and in all lines must change with the times. If the grower of Pennsylvania tobacco is not making enough money, he should change his methods of production. They have eliminated many faulty methods of production, increased efficiency. They have lowered the unit cost of every cigar to a minimum.

Growers of tobacco must recognize the handwriting on the wall. The majority of them do not employ the best methods of tobacco culture. Many are deaf to suggestions from authoritative sources. The writer for several years was closely identified with agricultural educational agencies in Lancaster county, and can state with authority that the percentage of farmers who make a mistake in their tobacco growing is not small. The basis is most lamentably small. They take pride in their crops, particularly bacco, but they regard new methods of growing it as “bunk.”

Marketing methods will undoubtedly stand improvement. But improved production methods must keep pace with the finest marketing system in the world is doomed to failure. Many growers within the past generation have lost themselves at one time or another on a losing basis. If they raised tobacco, their product without improving it, chances are they failed. If they improved their production methods and lowered their producing costs per unit, they probably still in business.

Tobacco growers, not only in Pennsylvania, but all over the country, are facing this condition now. They find they are losing money. They are turning to marketing agencies to improve the end of their business. And they are proceeding to practice the same old methods they had always used. It is any wonder that co-operatives have failed, and are still having a pretty hard time?—KEYSTONE.

Diaz in Leaf Field

Returning from the Hartfort Convention last week, Jose Diaz, of the Havana Tobacco Company, New York and Tampa, immediately arranged to sail for the Havana field. Tobacco to be purchased for the Havana Fourth cigar.

**Florida Shade
Grown Tobacco**
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 Wm. T. Reed, Richmond, Va., vice-president.
 Asa Lemlin, New York, treasurer.
 Chas. Dushkind, New York, counsel and managing director.

Imported Cigars, Tobacco and Cigarettes

(Continued from page 27)

Pipes from Buenos Aires

S. S. Western World —March 2
 E. Esteve & Co.1 case
Pipes from London and Southampton
 S. S. Ascania —March 2
 C. B. Richard & Co.3 cases
Briar Pipes from Southampton
 S. S. Berengaria —March 3
 Globe Shipping Co.1 case
Wooden Pipes from Southampton
 S. S. Berengaria —March 3
 Portenoy Co.5 cases
Pitch Pipes from Hamburg
 S. S. Cleveland —March 3
 E. Bennett3 cases
Cigar Holders from Bremen
 S. S. York —March 2
 Chase National Bank1 case

Briar Pipes from Havre

S. S. Pipestone County —March 2
 Murray Hill Co.10 cases
Briarwood from Naples
 S. S. Generale Pettiti —March 3
 Peitras Briarwood Corp.400 bags
Cigarette Boxes from Southampton
 S. S. Berengaria —March 3
 R. F. Downing & Co.1 case
Smokers' Articles from Southampton
 S. S. Berengaria —March 3
 F. Murray Hill Co.21 cases

Czechs Want Dark Virginia Leaf

PRAGUE, Czechoslovakia, Feb. 23.—Approximately two hundred hogsheds of dark Virginia tobacco are wanted by the Central Directorate of the Czechoslovakian Tobacco Monopoly in Prague. This is to be used as cigar wrappers in leaf of the 1924 and 1925 crops. Offers may be submitted, with samples, until March 30.

Those who intend to bid should follow the details as substantially outlined herewith: All bids must be marked, "Offer of Virginia tobacco referring to No. 20, 100 1926. This information must be given as follows: (1) Name and location of firm; (2) Quantity of tobacco offered and number of hogsheds; (3) Price per kilogram net weight, free on railroad at Trieste, Hamburg or Bremen, and free on board Steamer Labe, Elbe river, Hamburg; (4) Average weight of hoghead; (5) Date of delivery; (6) Terms of payment.

Two samples of equal quality, each weighing at least five kilos net of every lot offered, have to be submitted, costs prepaid, until March 6, at the latest, "Ustredni Reditelstv Tabakove Rezie, Praha 11, Stepanska 20."

Coulter In New York

Passing through New York on his way from east to west, Horace Coulter, of J. H. Swisher & Son, Newark, O.,

PRINCE ALBERT

—no other tobacco is like it!

and Jacksonville, Fla., stopped off just long enough to remark that King Edward cigars are keeping the Swisher organization right on the jump, especially at the large Florida plant, where provision is being made for more capacity in all departments.

International Trade

(Continued from page 28)

two tables shows the approximate consumption.

Manufactured Tobacco Products Removed from Factories and Imported for Consumption in the Philippine Islands During 1913 and 1919 to 1922

Year	Cigars		Cigarettes		Smoking tobacco	Chewing tobacco
	Number	Kilos ¹	Number	Kilos ¹	Kilos ¹	Kilos ¹
1913	94,048,488	4,388,233,154	287,523	195,001		
1919	109,235,446	4,894,946,000	552,005	221,458		
1920	96,196,683	4,911,121,300	334,221	213,467		
1921	76,040,656	4,492,390,886	342,228	200,686		
1922	82,633,635	4,783,420,400	376,061	207,277		

IMPORTED

Year	Number	Kilos	Number	Kilos
1919	600	71,919,152	167,012	212,738
1920	9,725	128,749,849	94,329	281,238
1921	950	233,385,325	88,823	341,800
1922	818	150,901,698	63,455	287,086

¹ 1 kilo equals 2.2046 pounds.

Government Revenues from Tobacco
 The following statement, submitted by the bureau of internal revenue of the Philippine Islands, shows the revenues received from manufacturers and importers of and dealers in manufactured tobacco products and the percentage of those revenues to the total revenues of the Government:

Year	Revenue from manufacturers, importers and dealers	Per cent of revenue from tobacco
1913	5,542,246.26	30.3
1919	7,378,071.40	16.2
1920	7,388,090.30	14.2
1921	7,054,269.04	16.9
1922	7,411,109.87	19.0

¹ Par value \$0.50.

the peso in 1924 was about 82.3 cents.) About 4,500,000 pounds of the total imports were leaf tobacco, much of which is made up locally into cigarettes. In general, cigarettes are preferred to cigars while pipe tobacco and chewing tobacco are consumed only in small quantities.

Imports of Leaf Tobacco Into Spain

The following table shows the total imports of leaf tobacco into Spain, together with the amounts originating in Imports of Leaf Tobacco Into Spain, the United States, for the years 1909 to 1922, both inclusive:

for the first 10 months of that year totaled 5,533,000 pounds. In addition to supplies from Cuba and the Philippines Spain imports some cigars from Germany and the Netherlands.

No official statistics of exports of tobacco from Spain are published.

Output of Spanish Tobacco Factories
 The tobacco monopoly owns and operates all tobacco factories in Spain under contract with the Government. The output of these Spanish factories during the fiscal years 1921-22 and 1922-23 were as follows:

Production of Manufactured Tobacco in Spain, 1921-22 and 1922-23	
Cut tobacco (1921-22)	29,106,818
Cigars (1921-22)	3,722,328
Cigarettes (1921-22)	11,809,178
Cut tobacco (1922-23)	139,255,831
Cigars (1922-23)	41,269,590
Cigarettes (1922-23)	117,157,475

Total (1921-22) ..44,638,324 297,682,896

Cut Tobacco (1922-23)	35,979,788	166,658,760
Cigars (1922-23)	3,943,275	45,649,450
Cigarettes (1922-23)	13,100,906	125,102,096

Total (1922-23) ..53,023,969 337,410,906

¹ Source: Report of American consul at Madrid, Spain, Oct., 1923. ² Average rate of exchange \$0.1548. ³ Average rate of exchange \$0.1460.

These figures show an increase in the production of tobacco for 1923 of 8,000,000 pounds more than in 1922. Based on the census of 1921, the population of Spain was 21,347,335. Allowing for an increase of 139,000 each year, the per capita consumption for 1922 would be 2.7 pounds, while that for 1923 would only be 2.4 pounds, showing that the output is not keeping pace with the increase in population. Several new factories are in course of construction by the monopoly, which will give increased storage space as well as an increase in the output. This will necessitate an increase in imports of leaf tobacco.

Spanish Tobacco Monopoly Profits for 1923

The operations of the tobacco monopoly in Spain for the fiscal year 1922 and 1923 have been more profitable than in any previous year of its existence. During this period the value of tobacco products sold aggregated 394,652,712 pesetas as compared with sales of 346,101,167 pesetas during 1921 and 1922. After deducting the expenses there remained a

net income of 235,274,307 pesetas in 1922 and 1923 as compared with 194,530,881 pesetas in 1921 and 1922. Of these amounts the State Treasury participated to the extent of 227,133,251 pesetas and 187,338,361 pesetas, and the Compania Arrendataria de Tabacos received 8,141,055 pesetas and 7,192,319 pesetas, respectively.

The sale of stamps produced a net income of 197,903,260 pesetas in 1922 and 1923, as compared with 196,070,798 pesetas in 1921 and 1922, from which the State Treasury received 196,278,527 pesetas and 193,916,281 pesetas, respectively, and the company received 1,624,733 pesetas and 2,154,517 pesetas.

A dividend of 11 per cent, free of taxes, was distributed to the stockholders of the company.

Legal Lore

(Continued from page 22)

"We confirm fifty bales Canton twenty per your wire."

And later wrote in confirmation:

"In accordance with your telegram, we are entering your order for fifty bales Canton 220 denim as per duplicate herewith enclosed."

A few days after the above was written the seller wrote the buyer, attempting to interpose new terms. He said:

"Your order of the 23 ult. for fifty bales Canton denims has come to the writer for his attention. We are accepting this order with the understanding that it will be subject to a line of credit which will be hereafter assigned to your firm. The line of credit of course will be determined largely by the showing made in your latest financial statement, which we presume will be as of the 1st inst., and this being the case we are writing to request that you favor us with a copy of this financial statement as soon as it is ready."

EDGEWORTH



TWO STAND FOR dealer

Send us a trial order. We will satisfaction.

LARUS & BRO. Richmond, V.

B. WASSERMAN

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Established 1870 Incorporated

Importer

and

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Domestic Cigarettes

In other words, the seller was to reopen the agreement as this new position: "I'll accept it if your financial statement, net shows, you are worthy of the credit."

The buyer wrote back: "see accepting my order conditions then dropped the matter. T. m. apparently slumped and so it was tried to enforce the contract. T. m. contracted to buy the goods, but refused to take them. The court, ever, ruled against him. T. m. the seller, after the booking of 'to introduce new terms, I. e. acceptance of the order shall be conditional on a future line of credit, one buyer never agreed, never meeting of the minds, and never contract that either party did."

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ESTABLISHED 1886

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MARCH 18, 1926

Per Annum, \$3.00
Per Copy, 10 Cents

State Co-op Facing More "Trials"

**Reversal Suit Gets Under Way—Former State Senator
Person and Legal Associates Strive Strenuously To End
Life of Mutual Marketing Organization**

CHAMBERS, N. C., March 13.—The State Courts were resorted to by the Tobacco Growers' Cooperative Association in their effort to destroy it. They won the first round by obtaining a temporary injunction against the association from any sale pending the hearing, but the order was later modified. The hearing on the question of reversal was set before him in chambers Monday, March 22. Judge I. M. Meekins designated an order restraining the Tobacco Growers' Association from any tobacco on hand, or other property from transacting any business pending this hearing in Fayetteville. However, the appointment of counsel on both sides was so as to permit the association to sell stocks of

tobacco in hand in due course of business.

Colonel W. T. Joyner, counsel for the association, stated that the usual business of the association would not be interfered with, that the association was entirely willing to meet the plaintiffs in the case and had no intention to place its assets beyond the reach of the court, or to prevent disposition of the case by the court.

The suit is the third effort to place the association in the hands of a receiver, with which former State Senator Wiley M. Person, of Franklin county, has been identified within the last six weeks. Senator Person brought his first suit single-handed, with himself as plaintiff and attorney, but his case was thrown out of court by Judge Thomas H. Calvert.

The next suit, with twenty-five Franklin county farmers as plaintiffs, and Senator Person and Jones & Horton, of Raleigh, as attorneys, was begun in Franklin county in February, and is still in its initial stages.

In the present action, five farmers living near Danville, Va., are the plaintiffs, the jurisdiction of the Federal court being sought on the grounds of diversity of citizenship. Jones & Horton appear as solicitors with Senator Person, and P. W. Glidewell, Reidsville attorney, who has long been a foe of the association, appearing as additional counsel.

There is also pending before the Supreme Court of North Carolina an appeal by W. W. Bullock, of Edgecombe county, from a judgment secured against him by the association, in which the association's right to collect liquidated damages of five cents a pound is under fire.

The original order signed by Judge
(Continued on page 30)

Associations Hesitate To Answer Questionnaire

WASHINGTON, D. C., March 15.—The Federal Trade Commission is sending out a follow up letter to trade associations who refuse to answer its first questionnaire in connection with an investigation being made into "open price associations" at the direction of the Senate.

Questionnaires were sent out some months ago by the Commission and while some answers have been received many associations refused to answer on the ground that they were not open price associations. Officials of the Commission feel, it is understood, that Senator McKellar of Tennessee, who introduced the resolution, was simply "unfortunate" in the wording of his bill. He probably did not mean "open price" associations at all but "trade associations." In this connection the Commission is simply gathering such statistics as it can

relative to trade associations and this information will be transmitted to Congress when completed. Naturally, no association is going to admit that it is an open price association, inasmuch as they are against the law. It has not yet been determined by the Commission whether or not it will try to define open price associations.—L.A.M.M.

Luxury Tax in Cuba for "Pauper" Tobacco

HAVANA, Cuba, March 13.—Protecting the tobacco production of Cuba against the "pauper" production of the United States is no doubt the reason for the introduction of a measure in the House of Representatives, sponsored by Speaker of the House Ramon Zaydin, and also signed by Carlos Manuel de la Cruz, German Lopez, German Wolter de Rio and Felix Ayon.

In spite of the fact that the government receives twenty-five times the amount of revenue from a pack of cigarettes imported from the United States than it secures from domestic cigarettes, and that the domestic industry of producing Cuban cigarettes at five cents per pack is in no way endangered by the sale of foreign cigarettes at sixty cents per pack, there has been included in the bill just introduced that provides that "foreign cigarettes" (which are practically all American), must pay, in addition to the duties already paid, \$5 for each package containing sixteen cigarettes; for cigars, a duty of \$1 each; smoking and chewing tobacco from "foreign parts" and equal tax corresponding to the foregoing, says The Evening News.

The bill also provides for a license tax to be charged to dealers selling the "foreign" tobacco, of \$1,000 per year.

The possibility of said "foreign" countries, which raise tobacco in considerable quantities, also establishing such rates in the protection of their home industries, is not taken into consideration.

For instance, what would the Cuban tobacco industry do without a foreign market, a market in countries which have their own domestic tobacco industries?

It is also learned from reliable information that this bill was not introduced as a joke, as funny as it may appear.

Seek Dissolution of Dark Co-op

LOUISVILLE, Ky., March 13.—A suit asking that a receiver be appointed for the Dark Tobacco Growers' Co-operative Association, and its subsidiary corporations, was filed in the United States District Court here at six o'clock Wednesday night.

The action is brought by seventy-one residents of Weakley and Obion counties, Tennessee, who state in the petition that they represent all of the association's 25,000 members who reside in Tennessee, and ask that they be permitted to prosecute the suit in behalf of the remainder of the membership in Tennessee "as a class."

The petition, in which all the plaintiffs are parties, is based on the plea of Charles Brann, who states that the association owes him "in excess of \$3,000, exclusive of interest and costs."

The petition asks for "a winding up, dissolution, accounting and settlement of the affairs of the Dark Tobacco Growers' Co-operative Association, and for an equitable distribution of its assets."

(Continued on page 30)

Wisconsin Hears More of Pool Affairs

Much Interest Manifested at Madison Hearing—Demands for Tobacco Push Prices to High Point—Buyers Have Had to "Step Up" in Order to Get Requirements from First Hands

EDGEMONT, Wis., March 13.—The news of most importance the past week has had mainly to do with the internecine warfare of the pool as aired before Court Commissioner Smith, of Madison, where hundreds of excited farmers were present. The steady process of attrition has eaten away the last of the independent tobacco formerly held in first hands, and tobacco deliveries are now confined mostly to rebellious pool growers who now keep up the market-wise movement of their weed instead of the independents, and those loyal members of the pool who are delivering their tobacco to the co-op, this year.

It is generally granted in all circles that considerably more than half of the pooled tobacco has got away from the parent organization this year in both the northern and the southern fields. Of late, it has taken on the course of a veritable landslide, and entire districts exist from which the pool will not receive much more than a hatfull of tobacco this

year. The avid buyers who have looked at the southern pooled binders this year, and picked purchases of the same from out of the samples inspected, subject to examination on the farm, tell of going to farm after farm to examine the crops whose samples looked good, only to find that the sheds were as bare as the proverbial cupboard of old Mother Hubbard.

Some of the world's most famous buyers of tobacco who have heretofore relied upon the pool's southern binders for their supply of the fancy '25s, have been compelled to go out among the independents and the rebellious poolers and "step up" the price to the twenty cent mark to get their tobacco from first hands. This has happened the past week in many instances, and many have been the deliveries of pooled crops away from the pool the last two weeks. Other growers who have reached high grades with their '25 crops have called up the
(Continued on page 26)

Chicago's General Trade Below Normal

No Cash and Price Cuts Worry Dealers—Widmer Makes New Connection—Ruskin Completely Placed—Miles Goes Up Stairs—Palina Pals Appear—Much Advertising.

CHICAGO, March 15.—Conditions in the retail and wholesale business for the first half of March are far below normal. The only reason to be given is that the people have not the money to spend.

Price cutting seems to get stronger each day. Several chain stores are selling well known brands at list prices, and individual dealers have joined the parade. These conditions, that now exist, have caused a lot of uneasiness among the trade, and a merry cut rate war is expected to break out at any minute.

Widmer Resigns

Robert J. Widmer, for the past year associated with the cigar department of Tebbetts & Garland, has resigned, and this week connected with the Skala Cigar Company, located in the Marquette Building. The Skala Cigar Company has a large box business, and Widmer will feature "Olinda", a brand in popular favor in the days of Grommes & Ulbrich, in their time one of the largest handlers of fine Havana cigars in the middle west.

Bouquets for Mac

To Ernest McKenzie, the popular representative of the L. Lewis Cigar Manufacturing Company, Newark, N. J., goes the honor of having placed his John Ruskin brand with every chain store firm in Chicago. Now handling John Ruskin five cent cigars are the Schmerhorn stores, the central Cigar Company stores, The Schulte Stores, The United Cigar Company stores, M. B. Seegel stores, Walgreen Drug stores, The Up-to-Date Cigar Company stores, besides, thousands of Chicago retailers. John Ruskin is distributed locally by the house of Nathan Fox Company, and is the largest selling five cent cigar on this market.

Wm. Rheume, formerly a very popular cigarette salesman who covered Chicago and the middle west, is now in the shoe business. William represents the T. J. Sullivan Shoe Company, of Lynn, Mass.

Upstairs They Go

The Miles Cigar Company, who for the past twelve years have operated the cigar departments in the Windsor-Cliff Hotel, one of Chicago's land-marks, will move April 15 to Suite 311-105, South Dearborn Street. The removal is brought about by the fact that the hotel is to be torn down to make room for another loop sky-scraper. The Miles Cigar Company conduct one of the largest private box trades in the city, and feature only the finest of brands. They make a leader of F. Garcia & Brothers Cigars, carrying twenty-seven sizes of this brand, besides featuring La Pinto and Iris from the same factory. Charles the Great and Antonio and Cleopatra and The Reydel Rey brand, from the Wm. J. Seidenberg Company, are also in demand.

In the new up-stairs quarters the Miles Cigar Company will have an up to date retail department, and humidors open for inspection to the consumer. Mary Cox, one of the best versed cigar girls in the business, will continue to be in charge of the box department.

Ernest Fleischman is looked for next week. Ernie has his headquarters at 1809 First Avenue, New York, and puts out Curtius, a clear Havana, and Juana Diaz, a shade wrapped cigar. Nina F. Baker, the Webster Building cigar stand owner is featuring these two brands.

Harry Lorok continues his good work for Baxon Brothers, and you can find High Sovereign cigars in all the best places.

P. A. Copy

"The world's O. K. when you smoke P. A." is how the R. J. Reynolds Tobacco

Company feature Prince Albert tobacco in the Chicago newspapers.

The Felton Drug Store at Fifty-third and Cottage Grove Avenue, shows a large window display of LeRoy little cigars that sell for fifteen cents a package.

Dan Alexander, at 130 South Clark Street, says business never was better. Dan opens and closes each day, and when he is through he has waited on over one thousand customers. He features all the popular brands, and carries a large stock.

Franklin Out

Arnold Franklin, on the sales force of P. J. Kubey Company, has returned from the hospital and is again busy on his territory featuring Dutch Master cigars.

A new two for fifteen cent size of F. Garcia & Brothers cigar is being displayed by the loop dealers. F. Garcia & Brothers, in higher-priced sizes, are now on sale in a large number of stores.

Out here, where the wind blows, they call him Henry the Fourth Pritikin. He is no other than Joe Pritikin, who places Henry the Fourth cigars for the Henry the Fourth Cigar Company, jobbers at 25 East Jackson Boulevard.

One of the finest cigarette windows that was ever shown in a window here is displayed by the A. Schulte Company in its store at Madison and Clark Streets. The brand featured is Revelation, a large background sign in the center of the display of white in a black frame is very striking. Revelation is a leader in the twenty for twenty cent sellers.

Some of the loop chain stores are featuring large window displays of the Helmar cigarette in boxes of twenty for twenty cents.

At the headquarters store of Albert Breitung, in the Monadnock Block, is a fine display of Barking Dog tobacco. Sizes at twenty-five cents, fifty cents, \$1.25 and \$2.25 show up to good advantage in their large Jackson Boulevard window.

Palina Pals

Palina Pals, a five-cent cigar, has been placed all over the city by the Congress Cigar Company, Inc., Chicago's depot. Hoyle's Auditorium Cigar Shop has added six sizes of the well known La Venga cigar.

The new Wm. Penn five-cent cigars, now banded and packed in boxes of fifty, are seen in all the show cases.

Among the large newspaper advertisements to appear this week was a three column featuring 44, advising the smoker "that the price remains the same," two for fifteen cents. El Producto, "for real enjoyment." Ricoro, in a quarter page advertisement, also La Palina, that mild and made good cigar; Manuel, "they're good," and White Owl, still two for fifteen cents. In cigarette advertisements shown were Chesterfield, Fatima, Dunhill and Lucky Strikes.

Alex Thorson, of Anderson Thorson Company, importers at 53 East Monroe Street, returned from a trip to Cuba this week.

The Davis Department store offered a sale of 69,000 Elisardo, Lucius, Robert Bacon, Gonzalez and Sanchez, Cyro, In-B-Tween and Louis Martinez cigars. Maritana chewing tobacco is a new b-and placed here by the R. J. Reynolds Tobacco Company, wrapped in foil, it sells for fifteen cents.—H. L. H.

Would Open Eastern Markets Month Earlier

WILSON, N. C., March 13.—A movement is under way to have the tobacco markets of the eastern part of the State open August 1—about a month earlier than they generally do. The Wilson Times, with the prestige of the largest leaf tobacco market in the world behind it, vigorously advocates the change. It says editorially:

"We note in a recent issue of TOBACCO that M. Z. Moore, a tobaccoconist of this city is urging the warehouse men and buyers to open the markets of Eastern Carolina August 1. This should by all means be done. It is not fair to the farmers, the business men and the people of the tobacco belt to open it later than that date.

"The farmers find it difficult to finance themselves through the month of August. By that time most of the money has been drained out of the community and business is practically at a standstill.

"We can understand why the tobacco buyers do not want to open the markets earlier, and the reason is the desire to cut their overhead as much as possible, but they owe something to the farmers who are raising tobacco for them, and to the communities who are dependent on the tobacco money for a livelihood.

"Five months is too short a time in which to market a crop of tobacco, and the interests of the farmers are injured when an attempt is made to handle it so rapidly with congested floors and a rush and a drive all the time.

"Notwithstanding the facilities enjoyed by this market there were many block sales and any number of farmers had to return home and come back another day the past season. This was putting them to unnecessary inconvenience and expense. With the month of August employed in which to sell, all the reasonable demands of the community and the farmers would be met. Every effort should be made to have the big companies see the injustice that is being done the people of Eastern North Carolina, in endeavoring to sell its tobacco crop in so short a space of time."

Greenville Wants Four Sets of Buyers

GREENVILLE, N. C., March 13.—At a meeting of the Greenville Tobacco Board of Trade recently it was definitely decided to seek four sets of buyers for the Greenville tobacco market for next season and a committee composed of R. M. Garrett, G. V. Smith and J. S. Ficklen was appointed to take the matter up with the buying interests to request that the buyers be supplied.

The market broke all former records during the year just closed and has reached such proportions that the four sets of buyers are essential if the present rate of progress is to continue. Already the buying interests are completing plans for increased handling and redrying facilities for next season.

Tobacco Warehouses For East Tennessee

KNOXVILLE, Tenn., March 13.—New tobacco warehouses are to be constructed in Knoxville, LaFollette, Tazewell, and probably Rogersville this year. These will be a result of the increased tobacco crop in East Tennessee. Millions of dollars are being put in the pockets of farmers. Greenville leads in the amount of sales, with Knoxville ranking second. Almost as much burley tobacco is sold at Greenville as the other East Tennessee markets combined. At five markets in the Appalachian area this season more than 20,000,000 pounds of tobacco has been sold. The sales next season will be considerably more. Farmers are getting ready for their next crop.

An Aid to Longevity

LANCASTER, Ohio, March 15.—Seated on a bed in a tiny home at Pleasantville, a village near here, with a clay pipe between her lips, Mrs. Nancy Gamble observed her hundredth birthday. She attributes her longevity to the soothing influence of Dame Nicotine. She has smoked for eighty-two years.

Mrs. Gamble has never ridden on a railroad or on a street car. She has never voted, seen a motion picture or witnessed a baseball or football game. She can recall the scenes of the California gold rush and remembers when "ferocious animals of every description roamed the woods throughout Ohio."

Tribute to Tobacco

In a leading article, "The London, England, recently paying a lowing tribute to tobacco:

"Wine that maketh glad the heart; man; and oil to make him countenance, and bread to feed his man's heart"—so wrote the poet, and of those who say or sing on the twentieth evening of the month not a few must in thought be a song of thanksgiving for a food, earth, unknown to the poet. In our own country, tobacco plant must take the olive as the friend of man some 350 years it has been at the soothe the fret inevitable in the nation which corn founded and fostered. It has steadied the soldiers and others during great or exacting labors. It has helped men to think clearly and serene, home and in society it has been a recourse of strain, made life friendly communion, and found a panacea for the lonely. As King answer to the needs of a world, grown yearly faster and more, this most timely gift, pervades all with its calm and "study to be quiet" a practice. This is tobacco rightly used. Good gifts, and especially wine, wrongly used; like wine, it is declared not necessary to humankind. But the most vocal opponents of it have rarely been men with a sense of mind, the well-balanced, which tobacco induces. James I, was wise only in striking a blow against the tobacco. William Cowper would have been a man could he have watched his fancies dissipated with the smoke of a churchwarden. The world of Ruskin would have filled few volumes but have contained as much good had he now and then lighted a pipe with an outburst instead of a printer. Moderate smoking has toned down some of the extravagance of Signor Pirandello of Bernard Shaw. It is rare that finds a man, like the late Lord, who is remarkable both for the force of mind and for a hatred to tobacco.

Since the days of Ralph and Francis Drake the growth and manufacture of tobacco has come to be one of the greatest industries in the Empire and an industry in which more important share. Society has so established its position that both men and women that moderate smokers sometimes migrate to Raleigh's servant and his water, peremptorily to quench the rettes smoked in the wrong place, the wrong time. And while critics are intent to threaten all smokers with a life of crime and a deal like of the Elizabethan Bishop Fisher smoking his pipe cured of his sins, and died, medicine assures us knows very little yet about that nicotine on the brain, heart, and throat.

The moderate man, giving and the gift, will reflect with Caesars the gift, will reflect with Caesars

Yet know I five or six Smokers who freely mix Still with their neighbors;

and with him ask: "Why do I thoughtfully taken?" Perhaps, he may moralize a little, as George may moralized in verse over too much (and smoke); and, should his own lead him to a tender regard for his own health and his neighbor's, he should it bring him to a nearer to the noble quality of a gentleman and smoker, My Cleopatra the hold or tobacco upon him will be firmer than it is a habit.

Pointed Paragraphs

The commendation of someone excites suspicion, and their equivalent to a certificate of good character.—HAYNES.

A man who displays his own fool, and a man who does not it is a fool.—CHESTERFIELD.

HARVESTER 101

For Sample and Quotation

**Glass Covers—
Display Cabinets**

FOR

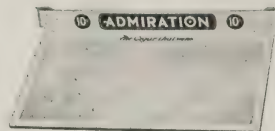
Cedar Box, Round and Square Cans that will be a fitting companion for your merchandise.



Also Made for 2 & 3 Box Displays

**Robin Skall
Display Case Co.
Inc.**

183 Wooster St., N. Y. City
Established 1905



Service - Quality

The New-Day Price Maintenance

The Small Manufacturer Who Has a Particular Interest in the Control of Resale Prices

BY WM. H. INGERSOLL
In Printers Ink

price maintenance, which has been called price standardization, is like a perennial business problem. It is now for the first time assuming the prominence it has before the world war. The problems of international relations, the World Court, the foreign disament, taxation and others have, have so engrossed Congressional attention that it was inopportune to seriously for action on the resale price control.

However, with these big questions upon, the business community is justified in expecting consideration of its uppermost problems and the introduction of the Capper-Kelly bill legalizes resale-price agreements on a competitive basis. The issue resumes its place as a public question.

Members of Commerce of the United States has just completed a referendum of its membership showing a majority in favor of action of this type. Hearings at which are expected to begin early of the Capper-Kelly bill and the subject is certain to draw much of the attention of Congress has given its attention.

Business advertisers who distribute goods through dealers and jobbers have a unit in favoring price maintenance. It could hardly be otherwise. It is the standard brands of distributed merchandise which they live to the purposes of the business and it is because they are widely known and in public mind that they make effective sales when offered below the market price. Imagine a department offering a bargain in Victor records or Campbell's Soup or a cheap without mentioning the name and making the most of public confidence it enjoys.

In other words, it is those very attributes which advertising helps so much to create and standard brands, that the advertiser appropriates to his own and usually to the injury of the consumer and their owners. Price cutting on branded goods is a common sight. It is a national distribution and national advertising. Reason and common sense on this. These facts are a strange curious quirk in the business line-up, as we shall see later.

Price cutting did not create and did not create the brand or the reputation of the goods which it has no permanent interest

in these things. He owns some of the goods to which these qualities attach and the courts are generally understood to have said that, owning the physical goods, he can do with them as he pleases, regardless of the effect on others.

Underneath these decisions lie Uncle Sam's national policy of encouraging competition in an endeavor to secure maximum values for the public and his opposition to agreements among competitors not to compete, to "fixed" prices as practiced in the '90s by the trusts, and to a reluctance to oppose apparent bargains.

Technically, the courts decisions hinge upon the ownership of the merchandise. The manufacturer, having sold his goods, no longer has title to them, and the courts say that having received his full compensation for them, he has no further interest in them and can exercise no control over them. It is adjudged against public policy even to allow him to make agreements at the time of sale covering the price at which the buyer will re-sell them, and such agreements are not only held to be unenforceable but illegal as in restraint of trade. That is the law as rendered by decision, but it is judge-made law instead of legislation passed by the legislature, as is customary.

It sounds plausible to say that the maker has no interest in goods that he has sold and to dismiss the question there. But does it square with conditions as we know them actually to exist? Suppose that Heinz sells a dealer 200 cans of tomato soup all exactly alike but 100 being labelled and identified by their name and brand and the other 100 being plain unlabeled cans without any name or identification. Is it the same to Heinz whether the dealer chooses the blank or nameless soup on which to conduct a cut-price sale or instead chooses the labeled cans which bring Heinz's name into the transaction and involves every other dealer in the community who handles Heinz soups? Has Heinz no interest, technicalities aside, in its branded products, no matter who owns it, when it makes so much difference to the maker how those owners handle it? Is the courts' position sound when it throws identified, branded goods into the same category with unknown bulk commodities? The common-law principles which the legal decisions follow grew up before brands had acquired important prominence in commerce. Did the new conditions require new treatment?

Before we answer these questions, let us make sure that we all understand the same thing by the term "price maintenance."

ance." Paul T. Cherington, in his recent article in *Printers' Ink*,* points out that much misunderstanding has arisen over careless use of terms. He offers a definition of price maintenance as "the exercise of control over the resale price of merchandise sold for distribution," adding that this definition will not satisfy those whom he seems to regard as extremists and who would include in their definition some system of enforceable contracts.

I am among those who cannot accept his definition, though not on the ground he mentions. A few years ago, Mr. Cherington criticized a definition given by Prof. Taussig, who said he understood price maintenance to be "the practice among manufacturers of prescribing once for all the prices at which their wares shall be sold by dealers." At that time, Mr. Cherington stipulated that the definition must specify that the wares be "identified merchandise," and that they be in a competitive market. He then revised Taussig's definition to read: "Price maintenance is the arrangement by which manufacturers of identified merchandise, made and sold under competitive conditions, agree with some or all of the distributors of this merchandise concerning the price at which it is to be resold."

That was a much better definition than his recent one, but it fails to take into account that we have had price maintenance without contracts, as, for instance, on patented goods during all the years prior to the Santogen decision by merely affixing a license notice stipulating the resale price without depending upon any agreement whatever. Indeed, today, the statutes of New Jersey provide a system by which any trademarked article may be protected by price maintenance if the maker affixes a notice specifying the price and complying with certain reasonable conditions imposed by the law, and this law was upheld in the case of *Ingersoll vs. Hahne*. Again, price maintenance is practiced by the agency plan of consigning goods instead of selling them to dealers, the manufacturer retaining title to them and specifying the resale price of his own property in the dealers hands without any price agreement being required, though frequently such an agreement is embodied in the agency contract. Hence, his definition is too limited and should include any means by which the maker of identified or substantially uniform resale price by wholesale distributors to retailers or by retailers to consumers.

Coming back to our questions concerning whether or not the manufacturer has any bonafide interest in his branded product after selling it to a dealer, and whether legal decisions which throw branded and nondescript goods into the same category are just and sound, let us examine to see if the courts understand the business conditions involved when they follow the doctrine of physical ownership as the controlling consideration in the price maintenance question.

If Colgate was to turn out two batches of soap exactly alike, made of the same

materials and molded into cakes of the same size and shape, but with its name pressed into one batch and with the other batch left blank, each lot would have equal merit as soap—the same cleaning properties, the same utility value. To anyone wanting soap for use it would be immaterial from which lot it was taken, the price being the same.

But is this true of the dealer? If Colgate were to offer a merchant the choice of soap from either batch at the same price, would there be one so stupid as to choose the blank soap when he could get the branded cakes at the same price? And why? Because the dealer buys soap not to use, but to resell at a profit. That is no disparagement. It is inherent in his function as a distributor and is right and proper.

In the case of the plain soap, the dealer would have all the burden of finding a market. He must stand sponsor for the quality; his clerks must spend time explaining what it is made of, what it will do, what it is good for. All the expense and labor falls on him.

But in the case of the soap with the Colgate name, all these things have been done by the manufacturer. Colgate's knowledge and skill have produced an article the quality of which, backed by enterprise and energy in marketing, has made a reputation that is a guarantee of satisfaction to the Colgate user and an assurance of buyers to the dealer.

In the one case, then, the dealer would get just plain soap; in the other, he gets soap plus a market already created. He gets something else along with the soap. He gets the Colgate good-will. The Colgate mark on the soap is the key which opens the door for the dealer. The same soap, blank, has no clientele. It is the maker's label which gives access to his market, and saves expense in selling. It comes down to the question of the trade-mark.

These are among the strongest arguments used by every salesman of standard, nationally known wares. They are the arguments on which dealers buy. They are the arguments of the advertising agent in persuading a manufacturer to become an advertiser and they are the arguments of the publisher's representative in selling him space after he has taken up advertising. When a dealer buys a dozen bars of soap, does he buy the Colgate name and trademark? No. Colgate would not sell these for ten million times the price of the soap. What the dealer buys and owns is the physical soap and nothing more. The intangible property which accompanies the merchandise as a means of identification of origin and value for the benefit of consumers and as a help to resale for the benefit of the dealer, remains the property of the producer. In principle, Colgate sells the physical soap and licenses the dealer to use its name. It belongs to the manufacturer, who does not part with it in selling his goods.

If a dealer were to cut the price on nameless soap made by Colgate it would not interest the latter in the slightest

TOBACCO SEED
Slate Seed Company

Best Tobacco Seed
in the World

SOUTH BOSTON, VA., U. S. A.

ESTABLISHED 1854

THE JOHN BERGER & SON CO.

PACKERS OF
LEAF TOBACCO

MAIN OFFICE
315 MAIN STREET
CINCINNATI, O.

IMPORTERS OF
**HAVANA and
SUMATRA**

WAREHOUSES
Germantown, O.
Lancaster, Pa.
South Windsor, Conn.
Havana, Cuba.

because nobody would know whose make it was and the maker's reputation would not enter into the transaction. But if a dealer cuts on Colgate's branded product, it is another matter. He then brings Colgate's reputation into the situation. Moreover, in effect, he walks into the store of every other dealer in the community handling Colgate's and marks down these goops on their shelves.

Again it is the question of the trade-mark because that is what identifies the soap in the different establishments as being the same, and one store cannot risk asking more for the same thing than another. If the price is reduced so that dealers cannot make a profit, they meet the price, sell out and quit handling the goods, or sell it only upon a customer's insistence. This means that the distribution is disrupted and the sales reduced. It shows that the opponents of price maintenance are opposed to national brands, natural distribution and national advertising. This, in reality, is the gist of the price-maintenance contest and always the trade-mark and consumer demand are at the heart of it. Goods without the name can be cut by dealers without harming the maker, but goods with the name cannot, and the name never belongs to the one who does the cutting.

It can and ought to be said to Colgate by the people through their government: "You can sell nameless soap, and you have no business to put any price restriction on it. Or you can sell Colgate soap and if you enter into any restriction at the time of the sale concerning the use of your name, we will back up the agreement."

Can any honest thinker doubt that in deciding that it is illegal for the maker of identified merchandise to enter into agreement with his dealers, the court saw only the physical commodity which becomes the property of the dealer and failed to see the intangible good-will in the brand mark which the maker never parts with?

If it is declared that the dealer can do as he pleases with the goods because he owns them, does it not follow that the manufacturer ought to be able to control his brand because he owns it? Ought he not to be allowed to enter into agreements so that dealers who want not only his goods but also the market which his brand mark commands, shall not use that property in a manner to lessen its value to its owner and to his other customers?

The conclusion is unescapable that (1) the manufacturer has a legitimate interest in his branded merchandise even after its sale to distributors and that he should be permitted to enter into enforceable agreements to protect that interest; (2) that it is fallacious to treat branded merchandise by legal principles which were developed to fit unbranded commodities; (3) business and social evils inevitably result from the injustice visited upon wholesale elements of the commercial structure by the application of false doctrines of law.

By plotting analysis and with understatement I have shown that an injury is being done to national advertising and all its allied interests.

Would that space and patience permitted a demonstration that this is but an incident beside the public deception that thrives upon this evil, an incident beside the cruel discrimination against the smaller business man, both manufacturer and dealer, in the unfair competitive situation which is fostered.

Under the leadership of Printers' Ink years ago, the advertising community with common accord strove vigorously to stamp out the fraudulent element in which was undermining confidence in all advertising, and the good work goes on nationally and effectively in our Better Business Bureaus.

There is another wrong in our midst. Shall we sit supinely by and because of muddled thinking permit this more subtle fraud to persist without a united effort to scotch it?

True, price maintenance is considered a debatable proposition by many up-right business men who have not thought the question through. True, the law as now construed seems to con-

demn it. True, there are intricacies which now confuse the complacent mind. But can these things excuse a great industry for tolerating an iniquity in its midst without effort to correct it?

Listen just a moment to the testimony of John Wanamaker on price cutting on standard brands. He said: "I want to keep away from the store that tries to catch me with that kind of a fish hook. If they lose on one thing they will put it on something else you don't know of. These are things purchasers don't know anything about."

And Samuel J. Bloomingdale of the great Bloomingdale Bros. store of New York says more explicitly:

"Such price cutting is an evil—it is an abuse—it is in a class with false advertising. It gives no advantage to the public because the loss is made up on other goods. While some stores submit to the practice because it is so prevalent, others make it their chief policy and use it to mislead the public into the belief that by cutting the price on a few trade-marked articles, the same policy prevails on all other merchandise in the store."

False advertising! Deceit! Deception! A device to bolster up the appearance of value giving on unknown goods by appropriating the name and reputation of nationally known brands! Price cutting need not always be these things, but it always can be and usually is! Shall not organized advertising do its utmost to close this door, too?

We need to change the law. Is this a discouragement to the men who have secured the passage of the Printers' Ink Model Statute in twenty-three states, if our cause is as deserving?

It is argued, defeatist fashion, that no legislature would have the moral courage, even if convinced of its merits, to pass a bill that would have the appearance of permitting agreements which would deprive the public of its coveted bargains. Is this not a base judgment

when our law-makers have already given us laws preventing the cutting of prices on postage stamps and that have driven out of existence the ticket scalpers who used to sell railroad tickets at cut rates? And have we forgotten the memorable Hughes investigation of the life insurance scandals which among other things brought to light the evils of price cutting by insurance agents and resulted in the passage of bills forbidding the splitting of commissions on insurance policies?

Let us meet here, too, such arguments as Cherington's, wherein he expresses doubt as to the workability of a law that would sanction agreements permitting price maintenance. Why doubt reality? Let Mr. Cherington try to buy a Mazda General Electric bulb at a cut price and see whether the similar agreements now in use on the consignment principle are as unenforceable as he thinks. Let us remember that we did employ such agreements effectively until legal decisions declared them void and let us not be blind to the fact that ours is the only civilized country which today deprives itself of freedom of contract respecting branded merchandise and that this came about by "inadvertence," as Justice Brandeis of the United States Supreme Court said when he was still a member of the bar. England, upon whose laws ours are mainly modeled, sanctions price-maintenance agreements and the system is successfully employed there as it would be here if our legal tangle was straightened out. Germany, France, Spain and other countries enjoying national brands do nothing to fetter the development of such merchandise.

Mr. Cherington's "island or safety" formula gives one interpretation of the procedure which the manufacturer of a standard brand has the right to take when retail dealers who buy from him are indulging in price cutting on his goods. This whole argument, however, is of only academic value to the larger number of manufacturers who need relief the worst because the recommended procedure is utterly unavailable to those who market their goods through jobbers. In such a case, they are impotent to cut off a dealer who slashes prices because they do not sell him direct. Probably they do not know from what jobber he

buys and if they do they are legally forbidden to interfere between that jobber and his customer and under the Beech-Nut decision it is questionable how far they can go in gathering information as to where the retailer buys without at some time running about of the law.

Conceivably they could cut off any jobber they believe to be supplying objectionable retailers but if they do, the retailers will turn around and get the goods from some other jobber. There is, therefore, no legal way, according to common opinion, of preventing a retailer from getting goods which are distributed through jobbers. There is no "island of safety" for such manufacturers and they are in the large majority. Manufacturers who are financially strong enough to have their own branch warehouses, carry stocks for the whole country and support a large enough number of salesmen to go direct to a nationwide body of retailers are able to deal directly with price cutting when it occurs. If price cutting on standard brands were confined to the products of those large enough to go direct to retailers all over the country, the price-maintenance question would be greatly simplified.

But do we want laws that favor mere bigness?

I remember when our football rules were such that the heavier team was almost bound to win regardless of skill. It was scarcely necessary to do more than put the teams on the scales without going through the formality of playing the game to determine the result. Shall we tolerate business "rules" which artificially foster the same effects on a nation dedicated to free and unequal opportunity?

Here is our country trying to oppose monopoly and yet interpreting its laws in such a way as to foster the very thing we want to forestall. Admittedly, there are natural and legitimate advantages in mere size, at least up to a certain point. To the extent that these can be turned to the public service they are a public asset, but it is bad public policy to add artificial advantages which amount to privilege for those already favored by circumstance, while at the same time placing obstacles in the way of the smaller competitors' progress.

The smaller manufacturer may have the better article. Shall he and the public be deprived of the facilities of the thousands of dealers who would gladly distribute the goods if there were assurances of reasonable profit—facilities which he could have if he were only big enough to cover the country without employing the services of the jobber? Why let legal technicalities stand in the way of our main purpose? Why not permit the producer of branded goods to have a voice in the distribution of his brands at all stages where his trade-mark is a factor?

Why not let the manufacturer of limited capital be free to put his money into consumer education through national advertising with the assurance that if demand results he will have the unfettered services of the existing national distributing organization of independent jobbers and retailers who are anxious to serve if they can be relieved of cut-throat competition which almost invariably results when a brand attains popularity?

It is argued that some of the largest national advertisers are not interested in price maintenance and even look with favor upon price reductions on their brands, believing that it stimulates demand. It is a fact that there are such instances among the family of advertisers, but the number is small, indeed, even if their individual importance is great. And it is understandable, too! When a national advertiser becomes so dominant in his particular industry that dealers have practically no choice as to whether they handle his line or not, when he has distribution and demand in this degree, it is not strange if he is indifferent to a factor that is vitally important to the smaller competitor who needs dealer support.

Without specific knowledge as to their attitude on this subject, I can easily imagine that National Biscuit, Campbell Soup, Ivory Soap or Arrow Collars are sufficiently entrenched that price maintenance is no issue with them—that

indeed it might be to their disadvantage if lesser competitors were able to get their goods forward upon a plan that left the producers open to additional merits to customers in the market that there would be no artificiality in the trade.

All the way through, price maintenance standard brands operates through individual initiative. In the retail could be shown how it wrongs the ordinary merchant toward a monopoly of the market by the big stores and the terms which are generally dictated by the national brands of manufacturers and in favor of their own profit. Here again we have no desire to oppress the small merchant or to deprive the great ones in so far as success rests on superior ability of service. But we should oppose anyone of the name or brand name to others to give the appearance of selling not only on standard brands but on nondescript commodities so well set forth by Mr. Bittens. Substitution, deception and abuse can only result from such injury to the owner of the trade-mark who has subverted to the interests of his competitors.

What legitimate interest could a permissive law such as that of Kelly bill now before Congress would allow the owner of a brand in a competitive field to limit agreements with jobbers at will as to the prices at which their goods were to be re-sold? To restore the rights which should have been taken away? Why not national advertising a chance to reduce?

Tobacco Exports From Italy

The exports of tobacco at Italian products from Italy are not very different as compared with the whole graduated increase shown by year thereof since 1922 indicated that the manufacture of cigars and cigarettes is going forward and that though though still unable to much more than fulfill requirements, it is of great importance annually. The quantity of leaf exported during 1924 amounted to 1,529,999 pounds compared with 1,299,000 pounds in 1922, while the manufactured tobacco amounted to 146,857 pounds in 1924, compared with 1,312,619 pounds in 1922.

The varieties of cigars, cigarette tobacco furnished to retail by the Italian Government Regie in quite numerous, and cover to a part a range of qualities and prices enough to accommodate the Italian purchasing capacity. The tobacco sold by the Regie should be divided into two categories, those of domestic manufacture, and those of Italian origin.

Year	Total imports in pounds
1909	40,997,521
1910	44,337,799
1911	48,931,122
1912	60,582,875
1913	60,278,970
1909-1913, average	51,025,657
1914	35,676,856
1915	40,789,070
1916	33,492,203
1917	41,341,632
1918	49,807,566
1914-1918 average	40,221,544
1919	70,422,463
1920	73,658,843
1921	42,765,866
1919-1921, average	62,282,392
1922	27,057,992
January-Oct., 1923	63,456,368

Not available.

John Collins' New Vatu

GLENS FALLS, N. Y., March 5.—John Collins, Warren and Glen stores, cigar and stationery business, has purchased the Tichon Store at Warren and Ridge roads, is to operate both stores under original store expires.

New Brooklyn Store

Charles Ehrenberg, 554 N. J. avenue, Brooklyn, N. Y., in addition to drug business at this address, has purchased the Tichon Store at Warren and Ridge roads, is to operate both stores under original store expires.

Fleeting Facts and Fancies on Spring Business Dress Parade

O, March 13.—Lewis Hill, 102 East Fifth street, this city, opened a cigar store here.

FRANCISCO, Cal., March 6.—R. J. Smith, 2525 Twenty-sixth street, recently opened a cigar store at this address.

PHILADELPHIA, Pa., March 15.—Morris Gold, Race and Thirteenth streets, has opened a cigar store.

N. Y., March 15.—Roger Smith has purchased the cigar business from the estate of Gustavus Knoll.

PHILADELPHIA, Pa., March 15.—Bell C. Gandy, 8 North Ninth street, opened a cigar store here in about one week.

WATER, Md., March 13.—Malcolm Oster has opened a cigar and confectionery business here.

ST. LOUIS, Mo., March 15.—Conrad Shop, 1 William street, has opened a cigar department here with its own staff.

PHILADELPHIA, Pa., March 15.—G. W. Martin, Thirteenth street, between Chestnut and Locust streets, has purchased a cigar and confectionery business from R. Frampton.

N. Y., March 13.—John J. O'Connell, 67 North Elmwood avenue, is to open a cigar and confectionery business here shortly.

SPRINGFIELD, Col., March 10.—J. H. Beck, in the cigar and confectionery business here, is to erect an addition and make improvements to his store. He is in the market for a new building.

ANN ARBOR, Mich., March 13.—Auto Sales, 101 Main street, is successor to the business in the cigar and lunch department.

FRANCISCO, Cal., March 7.—Della Harris, 15 Fillmore street, has purchased a cigar and confectionery business from J. Harris.

CHICAGO, Ill., March 13.—F. Couthouli, 1410 North Michigan avenue, in the cigar and confectionery business here, has been incorporated.

LOS ANGELES, Cal., March 7.—Community Cigar and Cigar Stand, located at Arthur Bennett, proprietors, 1410 Broadway Boulevard, has opened a cigar store here.

ANN ARBOR, Mich., March 10.—Weatherly Cigar has succeeded to the cigar business of D. D. MacLeod.

ANN ARBOR, Mich., March 13.—Isadoro Lang, 1519 Trumbull avenue, is reported to have purchased the business of J. H. Harris, with assets of \$3,450 and liabilities of \$7,288 on his cigar and confectionery business.

CHICAGO, Ill., March 13.—Clark Brothers has purchased the cigar and confectionery business of Gray Brothers.

LOS ANGELES, Cal., March 6.—Blum & Sons have purchased the cigar and confectionery business of Agnes A. Porter.

ANN ARBOR, Mich., March 11.—C. R. Sealey is to open the cigar and billiard business of Haley Brothers.

ANN ARBOR, Mich., March 13.—Milton J. Smith purchased the cigar and confectionery business of Louis E. Mast.

ANN ARBOR, Mich., March 12.—Carlton J. Smith, 305 State street, in the cigar and confectionery business, is to move to a new location shortly.

ANN ARBOR, Mich., March 13.—Alfred J. Smith, 100 Park Boulevard, has opened a cigar and novelty business here.

DAYTON, Ohio, March 13.—Carl H. Biennert, 314 Xenia avenue, has purchased the cigar and drug business of C. B. Bradford.

AMERICAN FALLS, Ida., March 10.—Jack Kinney has opened a cigar store here.

ELLENBURG, Wash., March 7.—Ellensburg Cigar Company has been incorporated with a capital stock of \$50,000 by Arthur Vertrees et al.

CHICAGO, Ill., March 13.—State Tobacco Company, 1326 West Madison street, has been incorporated for \$5,000 by George S. Pines and others. Correspondents are Pines & Newmann, 112 West Adams street.

OWASSO, Mich., March 11.—George S. Ginos, 103 South Washington street, in the cigar and lunch business here, is to install new front and interior fixtures.

DELRAY, Fla., March 12.—Arcade Toasted Sandwich Shop, Atlantic avenue, has opened with a complete line of cigars and confectionery.

TUNKHANNOCK, Pa., March 15.—E. B. Tensch, Stork Building, has opened a cigar and billiard business here.

HAGERSTOWN, Md., March 13.—Thomas Gaston, 348 North Jonathan street, has opened a cigar and lunch business.

NORTH ADAMS, Mass., March 15.—Frank Gillotti, 11 Eagle street, has opened a cigar and confectionery business.

SOUTH PARIS, Me., March 13.—William M. Whitten, Market Square, has purchased the cigar and confectionery business of William A. Porter.

CUMBERLAND, Md., March 13.—Dennis O'Hara, 52 Baltimore street, is to open a cigar and lunch business here about April 15.

GLOVERSVILLE, N. Y., March 15.—Richard Abrahams, Bleeker and Spring streets, has purchased the cigar and confectionery business of Lester La Funay.

WEST HAZELTON, Pa., March 15.—Frank McKenna, Broad street, in the cigar and billiard business, is to add a lunch department to his store very soon.

STAFFORD SPRINGS, Conn., March 15.—E. G. Hardre, Main street, has purchased the cigar and confectionery business of Parizeau's.

United Cigar Stores Company, 895 Manhattan avenue, Brooklyn, N. Y., was damaged by fire last Tuesday.

NANTICOKE, Pa., March 15.—Frank Karas, West Ridge street, suffered a loss by fire in his cigar and confectionery store.

HALCOTT CENTER, N. Y., March 15.—W. K. Crosby has opened a cigar and provision business in his newly erected building here.

LAKE WORTH, Fla., March 10.—Toasted Sandwich Shop is to open a cigar and lunch business on Lake avenue.

RIDGEWAY, Pa., March 15.—Maurice Rodney is to open a cigar and general merchandise store on West Main street in another week.

CUMBERLAND, Md., March 13.—Thomas Thomas, Front and Union streets, has purchased the cigar and confectionery business of Edward Speelman. He is to take possession in about two weeks.

LAKE WORTH, Fla., March 11.—Bill's Barbecue, Ninth and Dixie streets, has opened a cigar and lunch business here.

COALDALE, Pa., March 15.—Frank Mifkovic has opened a cigar and billiard business on Water street.

WATKINS, N. Y., March 15.—Bert Field, 110 Franklin street, is to open a cigar and billiard business here in about one month.

RIDGEWOOD, N. J., March 15.—Kaplan's Cigar Store, William Kaplan, proprietor, 226 West Ridgewood avenue, is to move to a new address. This was formerly known as the Ridgewood Cigar Store.

MIAMI BEACH, Fla., March 13.—Louis K. Liggett Drug Company has purchased the cigar and drug business of Lincoln Drug Company, 1100 Lincoln road.

SHELBY, N. C., March 13.—Chocolate Shop, Beam Building, has been opened, under the management of George Smyrnois, to sell cigars and confectionery.

HUGHESVILLE, Pa., March 15.—Jacob Sutliff suffered a loss by fire in his cigar and drug store estimated at \$500 last Monday.

WORCESTER, Mass., March 15.—H. W. Van Hooser Company, Inc., 91 Main street, is reported to have discontinued the cigar and confectionery business here.

NEW BRUNSWICK, N. J., March 15.—George H. Bissett, 420 George street, reported to discontinue the cigar and drug business in about two weeks.

LANSFORD, Pa., March 15.—J. Whildin and L. Gallagher, in the P. F. Sharpe Building on Ridge street, have opened a cigar and billiard business, formerly operated by William Holmes.

WATKINS, N. Y., March 15.—Frank Phipps, 309 Franklin street, is to open a cigar and confectionery business in another month.

BELFAST, Me., March 13.—George H. Darby, Phoenix Row, has purchased the cigar and confectionery business of George E. and H. T. Coombs. This store is now being altered after fire.

MERIDEN, Conn., March 15.—F. E. Sands et al., operating Hotel Winthrop, 42 Colony street, incorporated for \$50,000, and to start business with \$25,000, are also given permission to sell cigars and tobacco.

RIGBY, Ida., March 12.—J. G. Oram is to move his cigar business to a new location.

PLYMOUTH, Pa., March 15.—Michael Raub and Thomas Mooney, 507 West Main street, have purchased the cigar and lunch business of George Raub.

PITTSFIELD, Mass., March 15.—Mele Brothers, Columbus and Dewey avenues, have opened a cigar and provision store here.

EUGENE, Ore., March 10.—Edward Collins, 833 Williamette street, is to open a cigar store here very soon.

ST. CLAIR, Pa., March 13.—Nick Proios, formerly of Nick Brothers, is to open a cigar and billiard business here.

W. Treger, 331 Sutter avenue, Brooklyn, N. Y., has opened a cigar store.

NORTH WALES, Pa., March 13.—Charles Reigner, Jr., Wade Building on East Walnut street, has purchased the cigar and confectionery business of H. G. Hendricks.

CEDAR RAPIDS, Ia., March 13.—Ranney & Schillars, 312 Second avenue, is reported to have had a receiver appointed for their cigar and billiard business.

PROVIDENCE, R. I., March 13.—George F. Young & Brothers, 29-31 Pine street, wholesale and retail tobaccoists, are now in this new location, and formerly at 127 Westminster street.

PHILADELPHIA, Pa., March 15.—Holt Cigar Company, 14-16 South Broad street, is opening a new branch at the southwest corner of Fourth and Chestnut streets.

PLATTSBURGH, N. Y., March 13.—United Cigar Stores Company, Margaret and Clinton streets, had their entire stock and fixtures ruined by fire here this week.

PHILADELPHIA, Pa., March 15.—Jacob Budman, 1801 Ritten street, has purchased the cigar business of Morris Teblum.

MASPEETH, L. I., N. Y., March 15.—J. Delworth, 63 Grand street, is soon to move his cigar and stationery stock to 76 Grand street.

SANFORD, Me., March 13.—Raymond N. Conway has purchased the cigar and confectionery business of Joseph F. Belanger on Main street.

PHILADELPHIA, Pa., March 15.—Jacob Selector, Nineteenth and Oxford streets, is to make alterations to his cigar store, costing about \$3,150. Contractor is I. Alterman, 5400 B street.

CUMBERLAND, Md., March 13.—Levi L. Hess, 418 Virginia avenue, is to open a cigar and lunch business here in about one week.

ALBANY, Ind., March 13.—Joseph Simon has purchased the cigar and confectionery business of Clarence Bolander.

PHILADELPHIA, Pa., March 15.—D. A. Schulte Company, Inc., is to open a branch at Broad and Arch streets, this city, in the Liberty Title & Trust Building, in about two weeks.

COLFAX, Wash., March 11.—Ralph Allison has purchased the cigar and confectionery business of Charles Schultz.

FORT MADISON, Ia., March 10.—Speck Harrison, 910 Avenue G, has opened a cigar and confectionery store here.

MENDOCINO, Cal., March 9.—T. N. Fausbol has purchased the cigar and provision business of Roland H. Smith. He is to take possession in about three weeks.

CONCORDIA, Mo., March 11.—Henry H. Oetting has purchased the cigar and provision business of Franz & Son.

D. A. Schulte is to open a branch at Thirty-Sixth street and Seventh avenue, New York.

SPRING GROVE, Minn., March 12.—Anderson & Langan have purchased the cigar and confectionery business of B. Anderson.

CLAREMORE, Okla., March 12.—Harrison & Hutchins are to open a cigar and confectionery store here in about three weeks.

STILLWELL, Ill., March 13.—C. C. Collins has purchased the cigar and lunch business of R. W. Vradenburg.

BOYES SPRINGS, Cal., March 9.—Spatharas Brothers have opened a cigar store here.

XENIA, O., March 13.—Orie Harness, 31 East Main street, has purchased the cigar business of Roy C. Hayward.

WAITSBURG, Wash., March 8.—Loris Cox has purchased the cigar and confectionery business of M. H. Cox.

MR. CARMEL, Pa., March 15.—Peter and George Langes, Third and Oak streets, have purchased the cigar and confectionery business of John Roumanis.



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NEW YORK, THURSDAY, MAR. 18, 1926

Strut Your Stuff!

Most men try to make good merchandise. They try to produce the very best material they can. They try to market it in the most profitable manner they can, too.

But few succeed. That is, very few succeed in proportion to the number of efforts made.

And one reason so many fail in manufacture is because of the fact that so many fail to realize they must do, as the vaudevillians say, "Strut Your Stuff!!"

By strutting-your-stuff we refer to the advertising which must accompany all manufactured goods.

Whether the merchandise is in cigars, tobaccos, pipes, or cigarettes, or any of the kindred lines, it needs advertising!

Good material, excellent workmanship goes for nothing at all today unless it is preceded and followed by advertising. And, by advertising, we do not refer simply to the mention of a brand, its price, a pretty picture and the manufacturer's signature.

To strut-your-stuff properly it must be strutted, that's all. It must be shown, displayed, talked about. It must be accomplished thoroughly by men who have studied, who know the lines, who know and recognize, almost off-hand, just how a consumer looks at the goods.

Sometimes, with a peculiar twist to package or price, an unsuccessful article is made to sell largely.

Sometimes with a minor improvement to an article, its positive success is assured. But that improvement is not made without many suggestions, many ideas exchanged and weighed.

And the constant effort to maintain a supremacy, once it is attained, is the perpetual strutting-of-your-stuff, day in and day out.

No momentum is attained in sufficient volume to advertise a piece of goods, like the very old Harry, for a single period, a special season, then to relax, and depend upon that momentum to carry the line over the next hill.

Strutting-your-stuff requires the attention of a manufacturer and his staff continuously.

No let-up should occur while a certain time elapses, considered either good or bad for business. Business is business only so long as the strutting goes on, while the customer-audience is receptive to the effort.

Too many products have been laid on the shelf by the very simple method of letting them slow-up, sag, stop.

Too many cigars, too many tobaccos, too many cigarettes have been produced with enormous expense of manufacture and sales introduction, and then permitted to struggle along on their original reputation, if any.

To strut-your-stuff, and do it consistently, it must be borne in mind that no success is ever made by the brand which is sold to the trade—and then left where it stands to acquire its own retail market.

That day of merchandising is past. Neither jobber nor retailer has room on his shelves and counters for such stuff. He is interested now in the permanency of your success as a manufacturer of successes.

And to hold your market you must strut-your-stuff!

No Admittance

There is a curious contrast between the business methods of, say, ten or twenty years ago and today.

In the tobacco business it was then the custom to exclude, to deny, to mystify. Factories and offices, generally, formerly led people to believe that their affairs were semi-secret. That no one should invade a factory or office door marked "Private" or "No Admittance."

Today this has changed. Most factories, most offices invite visitors. They are proud to show folk just how they work. They want to impress upon the caller the important fact that theirs is an open shop, a clean shop, a busy shop.

Employees generally are in spic and span display. Their associations are clean and orderly. Everything around the plant is in apple-pie shape, ship-shape class.

Tobacco, cigar and cigarette factories are no exception to this new rule. Their owners, their managers, their superintendents revel in the idea of showing exactly what they have. They regard it as an advertisement, a benefit to their trade.

Their offices, too, are always open. They don't sit behind high partitions any more. They don't surround themselves with brass rails, with flunkies who glare.

Business is done differently today. It is all open and above board. It is all open for public inspection. It is all open for criticism, for correction, for improvement.

That is, all except a few places. In a few places there is still that effort to ignore, to suppress. In some few factories, in some few offices there is even yet an attempt to do business in the way it was done a decade or a score of years ago.

Whether or not this is merely an oversight, or whether it is an obsolete plan of procedure followed by the advice of certain old-fashioned men, it matters not.

But it does matter that the tobacco business shall be a business where methods and men shall be modernized to the point where they welcome the wide open door, rather than the century-old custom of announcing "No Admittance" as a rule of the industry.

That High Hung Goose

From various centers of trade influence there comes to TOBACCO the encouraging reports of many progressive changes in the trade.

Cities and small towns, everywhere, all say the same thing, "The Goose Hangs High." And the plans of those engaged in the trade substantiate that phrase.

Growers, for instance, are more optimistic. Packers and buyers generally are encouraged. Manufacturers are extending their plants, their sales plans.

Even the down-trodden jobbers are com-

ing to life. So are the retailers who have been shouting their heads off for years in all, it looks like a period of expansion as the trade has not seen in years.

Many new brands are under way. New cigarettes are about to be turned out. New pipe tobaccos are coming. New cigars are in preparation.

Some few manufacturers and dealers are whispering down this prosperity. But it is not substantial. They say it can't last. They say—well we all know what.

Yet the outstanding fact is that the Goose Hangs High! Everywhere in the trade. So plans and specifications of this prosperity are visible, are tangible.

In some unfortunate cases, of course, the limitations of surrounding conditions are such that the High Hung Goose is not with them, perhaps—as yet.

But to all who earnestly desire a better life, the predominating prosperity, it is the taking!

Make 'Em Hungry!

To sell groceries, says a food journal dealer must make his customers hungry.

He has got to arrange his store, his displays, his advertising in such an appealing, attractive way that'll make the mouth water, the stomach crave, the stomach roll!

It is true. Sales are made, customers are pleased when food is so presented that it establishes a distinct desire for eating.

And, if it is true of food, it is also true of tobacco. Consumers of tobacco are reached in the same way the grocer reaches his customers—via the eye and the nose.

Occasionally, not very often, we will see a display of tobacco products has been made which makes smokers hungry!

Even ordinary advertising copy has been written around a cigar, a cigarette, about in such a way that it creates that desire for immediate consumption.

There is one national tobacco advertiser, particular, who always, for years, has endeavored to create just that hunger-desire for a brand.

Cigarette advertising, too, occasionally reaches and climbs that same pinnacle of appeal. Cigars, though, usually lack that hunger appeal.

Just why cigars seem to be excluded from the hunger type of display we do not know. Their appeal is present. Their indiction the smoker, should be just as keen.

Still, as a rule, cigars are displayed in a way that is sold minus that elemental attraction to the eye.

Men hunger for smokes. They actually starve for tobacco!

Yet how many retail displays are made, how much advertising is created for cigars for instance, which builds up that response which answers the demand for hungry smokers!

Clean and neat displays, of course, are essential to all smoking products, especially cigars. Too many cigars in a display are sold this idea.

Mere predominance of space in an advertisement does not create that hunger for tobacco. Black ink, large type, empty words do not answer the smokers' appeal for tobacco.

But when an advertised smoking brand is shown out from a window, a case, or a page in a non-resisting consideration of a slice of watermelon to colored pickaninnies' imagination, well, then contact has been established between the product and the smoker in the installation of a positive desire for that article.

Interest, curiosity, advertising must be the result, of course. But the real quality of a product, the immediate response—is in that too long neglected element of hunger for tobacco!

Sweden Consumes About 11,000,000 Pounds of Leaf Tobacco Yearly

ON, D. C., March 16.—Sweden consumes about 11,000,000 pounds of leaf tobacco annually, and as the domestic amounts to only about 1,500,000 pounds, says the Tobacco Section of the Department of Commerce in its annual review of the tobacco trade in Sweden from 1921 through 1925.

Sweden continues: In the war, Sweden purchased 90 per cent of her raw leaf requirements from Germany and over 30 per cent from the United States. Since 1914, imports from the United States have been increasing annually, during the last few years amounting to more than 70 per cent of the total leaf imports into Sweden. Germany picked up in 1923, but only 250,000 pounds and since then from Germany in 1924. It is known from official Swedish statistics that in this country how much leaf tobacco Sweden imported from the United States or Germany in 1925. Official export statistics of Sweden show a decline in exports to Sweden of about 3,364,000 pounds, or nearly 50 per cent, compared with 1924. In this connection it should be noted that Sweden reduced her imports of leaf in 1925 to 9,022,000 pounds, a reduction of about 3,576,000 pounds compared with the year previous. It is probable, therefore, that the usual annual amount received from the United States in 1925 was made up from some other country. Imports from purchases from the United States, mainly of the dark tobacco of Kentucky, Tennessee and Virginia quantities of stems and shag which enter largely into the manufacture of snuff are also bought in this country.

The European countries supplying leaf tobacco to Sweden, Germany, Greece and the Netherlands lead. Germany and the Netherlands are foremost in the leaf supply. The Netherlands rank first in 1925, respectively, as cigar sources. In 1924, the United Kingdom furnishes over 70 per cent of the imports of cigarettes.

Sweden in the import trade of tobacco products is the fact that Sweden has imported more than five years has imported about 10 per cent as many cigarettes as the United States. There has been a decline of about 4 per cent in the imports of cigars, and an increase of about 10 per cent in the imports of smoking tobacco. The production of leaf tobacco in Sweden has not increased in 1925 and only a trifling increase in the imports of leaf. It is apparent that cigarette consumption in Sweden has declined materially in the last years and the consumption

Domestic Production Amounts to Only About 1,500,000 Pounds—Imports From the U. S. Greatly Increased Since the Great World War—Review of Swedish Tobacco Trade.

of smoking and chewing tobacco has increased.

Exports of tobacco products from Sweden are not of sufficient importance to list, as the only product of any consequence shipped to foreign countries is leaf tobacco, and its export appears to be restricted to years of good production when a surplus is available for foreign markets.

The subjoined table shows the imports of leaf tobacco, cigars and cigarettes into Sweden by countries of origin from 1921 to 1924. No data by countries is yet available for 1925 but the total imports of leaf amounted to 9,021,768 pounds; cigars and cigarettes, 435,997 pounds:

General Survey of the Swedish Tobacco Situation

American Vice Consul William Oscar Jones, Malmo, February 11, 1926, says: Large quantities of tobacco products, especially cigarettes, cigars and pipe tobacco are consumed in southern Sweden, and it is reported that approximately 87 per cent of the total Swedish consumption is tobacco mostly grown in the provinces of Scania and to a lesser extent in the northern part of the country.

The demand for chewing tobacco and snuff is not very large, and their sale appears to be confined to the woodland areas. These two domestic products are reported as being blended with the American Virginia leaf, and about one-third of the total amount sold locally is of foreign origin. However, the Swedes are inveterate smokers and consume large quantities of pipe tobacco, cigars and cigarettes, the latter also being consumed to a fair extent by the women.

Local Tobacco Production

The year 1925 is reported to have been the most prosperous year in the history of tobacco production in southern Sweden. In the county of Kristianstad the crop amounted to 1,296,746 pounds, against 886,661 pounds in 1924, and in the county of Malmöhus the yield amounted to 209,437 pounds, as compared with 156,430 pounds in 1924. Tobacco was also grown in other provinces of this district, but only to a small extent for experimental purposes.

Swedish Tobacco Monopoly

A law was enacted in 1914 establishing a national tobacco monopoly, which

was later formed under the name of Aktiebolaget Svenska Toliakmonopolett (Swedish Tobacco Monopoly, Inc.), which is not only the sole concern within the country permitted to manufacture all kinds of tobacco products, but it also strictly controls the entry of such products into Sweden. Consequently, the monopoly is the only concern permitted to import leaf tobacco, or manufacture chewing tobacco, smoking tobacco, cigarettes, cigars and snuff.

All raw tobacco and tobacco extracts, as well as a small amount of nicotine, are therefore imported by the monopoly. However, the largest importer of nicotine is the firm of Aktiebolaget L. Daehnfeldts Frohandel at Helsingborg, which uses it solely in connection with its wholesale and retail seed and plant growing establishment. It is reported that this concern imports about 75 per cent of the total amount of nicotine entering the country, the product imported being 95 per cent pure.

Costs of Importing Finished Tobacco Products

Importers state that the small margin of profit on foreign tobacco products discourages the importation of them. Indirect expenses, such as the license fee, government tax and stamp fee, on all imported tobacco products, are unusually high, and in order to sell the commodities at a profit the importers say that they are compelled to increase their original purchase price on an average of about 500 per cent. These expenses are applicable to smoking tobacco, cigarettes, large and small cigars, and in detail they are as follows:

Government Tax

On smoking tobacco, per pound... \$0.201
On cigarettes, per mille... 2.68
On small cigars, per mille... 5.36
On large orders, per mille... 10.72

License Fee

Smoking tobacco... 49% of selling price
Cigarettes... 49% of selling price
Small cigars... 42% of selling price
Cigars... 36% of selling price
A fee stamp must be affixed to each package of smoking tobacco, cigarettes, small or large cigars, for which a charge of \$0.00268 is made.

As a result of the monopolistic methods, the retail prices on foreign and domestic products are thoroughly controlled, and consequently the domestic products enjoys unwarranted high price; inasmuch as it is maintained on a standard principally based upon the prevailing high prices of similar foreign manufactured goods. In addition, the retail price which may be charged for the article is fixed by the monopoly, after the profit desired by the importer, together with all other expenses, are taken into consideration.

Tobacco Associations

There are about twenty firms in Sweden handling imported tobacco products, and to protect their interest they have organized an association called the "Sveriges Tobaksengrossisters Forening" (Swedish Association of Wholesale Tobacco Dealers), with the head office at Stockholm. Practically all of the retail tobacco dealers in this consular district are members of the "Tobaksassociationen Rikstobak" (National Association of Retail Tobacco Dealers), which also has its main office at Stockholm.

Both organizations are interested primarily in fixing the prices which are to be charged for the various tobacco products.

Monopoly Production

It is reported that in 1924 the value of the tobacco produced by the monopoly amounted to 119,928,000 Swedish crowns (\$32,140,704), and since the monopoly also pays a government li-

cense fee, the real value of the tobacco production may be seen from the following statement:

Value of production.....\$32,140,704
License fees to the government.....\$9,642,211
Retailer's 13% profit 4,179,291
Total deductions.....13,820,502

Real value of domestic tobacco produced in 1924.....\$18,320,201

Cigarette Papers

Cigarette papers may not be imported into Sweden by any concern other than the Tobacco Monopoly, unless special permission for the purpose has been obtained from the King, and such petitions are referred by him to the monopoly for recommendations, with the result that, without exception, they are refused. It is therefore of especial interest to exporters of smoking tobacco to note that the American practice of attaching cigarette papers to the packs should not be followed when exporting to Sweden. Local importers stated that in the past this practice has caused them a loss of time, as well as additional expense incident to removing the cigarette papers from each packet of smoking tobacco, before entry could be made through the customs.

American Cigarettes on Swedish Markets

The sale of American cigarettes on the Swedish market has been adversely affected by the fact that old stocks have been imported from Copenhagen, where they have lain in the Free Harbor and depreciated in quality. Many packages were on exhibit full of holes and yellow with age. Obviously, these old stocks give an erroneous impression concerning American brands, and too much stress cannot be placed on the importance of shipping direct to Sweden.

Trade List

A list of leaf tobacco dealers and importers, manufacturers of chewing tobacco, smoking tobacco, snuff, cigarettes and cigars is being prepared in the Division of Commercial Intelligence and will be available soon to those listed on the Exporters' Index. The request should be addressed to the Tobacco Section.—L.A.M.M.

Owensboro Outlook

OWENSBORO, Ky., March 13.—The Owensboro tobacco sales are reported by Moreland, Withers & Hicks as follows:

"Unfavorable weather gave us very light deliveries this week, the aggregate sales being:—Green Rivers, 445,120 pounds, average, \$5.53; Burleys, 14,080 pounds, average, \$7.01.

"There is very little change in market conditions, all low grades continuing weak."

The Kentucky & Virginia Leaf Tobacco Company makes this brief comment.

"Very light sales, without change in prices or character of offerings, is history of market this week."

Maysville Average, \$16.03

MAYSVILLE, Ky., March 13.—Total tobacco sales for official week ending Friday, 159,175 pounds; average price, \$16.03 per 100 pounds. Sold to date of 1925 crop, 6,647,725 pounds; average price per 100 pounds, \$20.41.

The bulk of the offerings this week were rather common. We will hold a final sale on Thursday, March 18, after which sales at Maysville will adjourn for the season.—J. B. HEIZER & Co.

Clarksville Average, \$10.34

CLARKSVILLE, Tenn., March 13.—The tobacco transactions have been as follows:

Sales for week.....834,625 lbs.
Sales for season.....15,108,465 lbs.
Sales last season.....12,574,490 lbs.
Average for this week.....\$10.34
Average for this season.....12.95
Average for last season.....16.07
—HENRY M. LUPTON, Secretary Clarksville Tobacco Board of Trade.

Tobacco Into Sweden by Countries, Calendar Years 1921-1924				
Country of Origin	1921 Pounds	1922 Pounds	1923 Pounds	1924 Pounds
Sweden	6,392,976	7,106,495	6,216,774	9,697,793
Denmark	5,853	1,071,789	1,446,590	250,509
Germany	609,321	755,181	682,932	1,172,481
Key	384,665	147,051	27,240	.....
Finland	377,732	.....	11,684	485,548
Plan	330,459	144,880	739,213	450,301
Eal Indies	244,162	.....	.....	.....
Ind	125,526	.....	28,666	.....
Other countries	1,191,808	283,688	659,802	541,141
	9,662,502	9,509,084	9,812,901	12,597,773
Denmark	581,291	211,251	207,049	148,542
Finland	60,305	11,052	10,633	12,846
Germany	36,166	13,598	9,912	25,503
Sweden	24,101	3,243	1,865	1,629
Denmark	4,592	2,130	622	527
Finland	2,575	3,082	595	917
Other countries	9,679	2,983	3,904	5,163
	718,709	247,339	234,580	195,132
Denmark	61,294	26,166	33,830	41,954
Finland	50,723	18,622	21,817	28,157
Germany	28,243	25,080	19,905	18,609
Sweden	27,983	15,443	10,073	19,497
Denmark	17,928	1,852	2,185	785
Finland	17,169	14,912	8,834	5,260
Other countries	17,091	9,261	8,054	6,898
	220,431	111,336	104,698	121,160

SMOKE DILL'S BEST

*"It's A Mighty Fine
Pipe Tobacco"*

If your jobber is unable to supply you, write us direct and state size desired. Give us the name and address of your jobber.

10c 15c 25c 75c \$1.50 (Sizes)

J. G. DILL CO.

Richmond, Va.



**LA PALINA
CIGAR**

Webster Cigars

"YOU'LL APPRECIATE THE DIFFERENCE"

SIZES 2 FOR 25c TO 25c STRAIGHT

A rare bit of nature's greatest effort, producing a fine, mild, aromatic cigar. Manufactured and aged by the most scientific methods. Not a secret blend, but a combination of the highest priced tobaccos that the finest plantations grow.

Webster Cigar Co.

5545 GRANDY AVENUE DETROIT, MICH.

OPTIMO



**BEST
OF THE
BEST**

**BEST
OF THE
BEST**

MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa and Key West, Fla.
Main Office: 1181 Broadway, New York

Philadelphia Sees A Brighter Future

Trade Enthusiasm Grows Over Recent Cigar Tax-cutting Orders Indicate Animation Among Buyers—Trade News and Notes

PHILADELPHIA, March 15.—With the enthusiasm that has been created in the industry over the tax reduction there is lively evidence of preparation for a brighter future for both cigar manufacturers and distributors, and likewise dealers in leaf tobacco, and the retail branch of the trade. The most impressive factor of the present activity is the incoming orders for cigars from the distribution and jobbing branches where some rebates may be forthcoming from the proposed reductions for stocks on hand before the tax bill goes into effect. This also is true of the retail trade, where livelier buying has been noted ever since announcement of the passage of the bill.

That the manufacturers will continue to hold to the announcement made prior to the passing of the tax reduction bill and provide for quality and improved service in the manufacture of cigars in the ten cent and higher grades, is borne out in the decisions made to the effect that have been made since the passage of these brands to the dealers. The lower priced cigars, particularly those in the eight cent class, seem to be the only sizes that are likely to undergo any price reduction. All price announcements that have been made since the passage of the bill have been confined to these cigars only.

Manufacturers of the intermediate group who have chiefly local patronage or state distribution mostly, are preparing to increase activities on a larger scale, as they will be greatly benefitted by the material reduction in the cost of manufacture through reduced taxation. It is the smaller producer who has been chiefly the sufferer from the high cost of manufacture and taxation, and to this class of trade the outlook is more cheerful than in many months.

Leaf dealers will materially profit in the resumption of activity among the smaller manufacturers, and already have been more freely patronized by those engaged in the production of cigars for local consumption. On the strength of this optimistic future for the small producers the leaf trade is more hopeful in its attitude toward business in the closing months.

Among the larger manufacturers who announced tax reduction adjustment during the week was Otto Eisenlohr & Brothers, 932 Market street, who sent out a circular letter stating that the price of the Cinco Invincibles, two for fifteen cents, will be reduced to \$58 per 1,000 from the former rate of \$60, in division of the tax reduction with the jobbers and retailers. Other products of the Eisenlohr company, including the Henrietta in the ten cent class, and upward, will remain at the old schedule of prices and the quality improved, with broader advertising effected to aid in the distribution and so pass the revised taxes along to both consumer and retailer. Vice-President Joseph F. Gallagher, of the company, spent part of the week in the Wheeling, W. Va., territory, making the rounds of the trade thereabouts.

The policy of the G. H. P. Cigar Company, Third and Brown streets, on the tax question, is in line with the purpose of the Government in bringing about the reduction and stated in the Tax Bill, as provided for the promotion and sales of the merchandise, and to facilitate the production of cigars of better quality. All these factors of improved production and quality have been incorporated in the plans of the G. H. P. Cigar Company in its manufacture of El Producto, and have been responsible for the rapid growth of the brand in the nation. The G. H. P. Cigar Company now is one of the largest of independent producers and maintains a chain of twenty-eight factories, all engaged making its El Producto cigars.

Another of the nation's leaders in the manufacture of cigars, the Congress

Cigar Company, Third and Brown streets, has been preparing perfection in quality as an additional tax revision and so the firm is best obtainable to its patrons, and in conformity with the slogan, "Made good!" From across the nation, and in the achievements of General Willis A. Andruss, the Congress quarters here have been notified progressive chief executive of lucrative tie-ups with distributors Pacific Coast within recent weeks of the really worthwhile retail trip is the contracting with the Brothers, Horn & Company, San Francisco distributors, for the reissue of the Congress Company in the distribution of the branch of the Francisco firm is one of the independent of Coast distributors, and subsidiaries will take care of other requirements in their respective territories, through these concerns with Frisco headquarters: Oakland, Bacco Company, Oakland, and Jose Tobacco Company, San Francisco; D. Drumidilo & Company, San Francisco; Fresno Tobacco Company, California; Bakersfield Tobacco Company, Bakersfield, California; Northern Tobacco Company, Sacramento, California; Santa Barbara Tobacco Company, Santa Barbara. Following his departure from San Francisco firm, General Andruss made the eastward trip with a stop-over in Kansas City, will be back at headquarters March 29, making several other centers completing his homeward journey. Samuel Paley and Jack Paley again at their desks, much rested the winter vacation in the state and the Florida resorts. The Company is sending a letter to the announcing plans to improve shapes, sizes, service, and to the advertising campaign as reduction in taxes, all of which benefit the dealers in enlarged sales.

Following a long service with Philadelphia cigar manufacturing concern of Bayuks Cigars, Incorporated Spruce streets, as its middle representative, Ernest Sharrow has come associated with the Quaker headquarters as Manager of Sales, succeeding Fred W. J. J. retired from the field to devote himself to the care of an inheritance received and which involved over a quarter million dollars. R. H. Manager Sharrow needs no introduction to the trade, his long association with the cigar industry in the west having assured him a wide acquaintance. He formerly covered Missouri, Nebraska, Colorado and the States of Illinois and Wyoming, part of Kansas. As retail salesman his future efforts will be confined to Philadelphia trade and southern Jersey, Delaware and eastern Pennsylvania, in behalf of the Philadelphia Hand Made, Havana R. Charles Thomson, Prince of Mapacuba, the Bayuk cigars, a former Retail Manager. All was tendered him by his association on the Bayuk staff, with farewell and congratulations on his recent recent bequest which enables him to live in "easy street" at the Hotel B. F. R. H.

Ernest Weber, who formerly manager of the cigar store on H. lock, 33rd and Chestnut streets, is looking after the Holt interest in new branch store of Arthur H. and Chestnut streets, as its manager.

The Standard Cigar Company of New York, is to be represented in the big drive which the Holt Cigar Co. at 4th and Chestnut streets, and

(Continued on page 3)

Cincinnati Trade Shows Improvements

Increasing Since First of Month—All Regard Outlook as Bright—Some Factories Rushed, Others on Normal Basis—Notable "Doings" in Active Business Center

CINCINNATI, O., March 13.—Reports of concern in the various branches of the tobacco industry have been a decided improvement in business conditions in Cincinnati since the first of March, in spite of the fact that the conditions were in every way better than they are now due to the better market for all kinds of products, and all regard the outlook bright.

Manufacturers of cigars report that the demand has been increasing ever since the first of the month, and while the demand is not as large as might be expected, it is regarded as satisfactory. The larger factories are running at normal capacity, while the smaller ones are rushed to the limit. Some manufacturers express the opinion that they are reducing the output of cigars, since the Federal Reserve Board, instead of taking advantage of the opportunity to improve the quality of the same, is forcing the manufacturers to contend with the demand to increase consumption by reducing price reductions on quantities of goods.

Retail stores also report an increase in demand since the first of the month. Things are not very large, but enough to give hope. All are hoping that the weather will get here without delay, as it is a great trade killer. "About one man out of three as a grippy cold," explained a tobaccoist, "and when a man has a grippy cold he does not

then make sweeping price reductions. "The prices are established, and in my opinion it will create confusion to change them. Of course the smokers are entitled to a reasonable participation in the saving, but in my opinion they would rather have better quality at the old prices than present quality at slightly reduced prices." Edward M. Ibold, president of the company, is still tarrying in Florida, waiting for the weather to get warmer up in this latitude.

Wm. D. Huss, manager of the National Cigar Factory, owned by H. L. Kirstein Company, located at Vine & Calhoun streets, states that in view of general conditions he regards their volume of business as satisfactory. This concern's brands are the Avon-National Bouquet, the Validez and the Whynot.

O. C. Schneider, vice-president of the American Cigar Company, in charge of the Havana Cigar Department, is spending several days here, in the interest of the Antoni's and Cleopatra brand.

Advance cards announce that Mort Hammer will be here next week, in the interest of Charles the Great.

Harry Smith, of the Deissel-Wemmer Company, Lima, O., expects to remain here several weeks, in the interest of El Verso and San Felice, working in co-operation with the sales force of Chas. N. Krohn & Company, Jobbers. A recent caller at the Krohn establishment was Robert I. Ellis, representing the Pancho Arango.

President David Strauss, and vice-president Robert Strauss, of the Henry Strauss Company, jobbers, are spending a short vacation in Hot Springs, Ark. "Business has shown a decided improvement in the first two weeks of March," said Bert Cunningham, sales manager. "This applies both to our wholesale business and to our different retail stores and stands." A recent caller at this establishment was Claude Turner, of Marcelino Perez & Company, Tampa.

Stephen Herz spent a part of last week in the city, in the interest of E. A. Kline & Company. Local jobbers were last week favored by a call from E. Rosenkranz, representing E. Kleiner Company, of New York City, makers of high grade cigars.

R. M. Tallichet, representing the Porto Rican American Tobacco Company, circulated among the trade last week, in the interest of the Porto and El Toro cigar brands.

Harry Bassett, who was here a few days ago, in the interest of Park & Tilford, of New York, said that he had a pleasant and successful stay, regardless of blizzards and extreme cold.

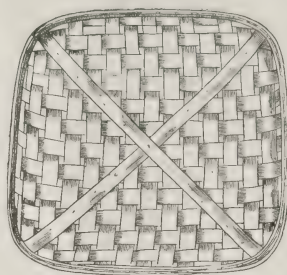
"Pipes That Are Broken In"

Charles Keyer, the pipe man, at 1225 Main street, is featuring "pipes that are broken in." Each pipe is placed in an automatic smoking machine, which puffs away continuously, until the pipe is ready for the smoker to use. He is now equipping his salesmen for their spring campaign, offering broken-in pipes in a large variety of sizes and shapes.

A. J. Mazer, secretary of the Mazer-Cressman Cigar Company, of Detroit, was in the city recently visiting the company's local factory, which is under the management of S. N. Shapiro. J. E. McKinnon, production manager of the company, was here at the same time.

The Schulte store, at Sixth and Walnut streets, is now in charge of Walter E. Lovell, who has been a member of the sales force since the business was opened about four months ago. He succeeds Samuel W. Evans, who has returned to Columbus, Ohio, to become manager of the Schulte store at Broad and High streets, in the Capital City. Mr. Evans made a great many friends in the short time he was here, and all of whom regret to see him leave.—WALT.

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SAVE MONEY AND TOBACCO BY USING**



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**Norfleet Basket Mfg. Co.
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CHICAGO, ILL.**

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Our Style D Suits the Purpose

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250	14 cents each
500 or more	12 cents each

Includes Printing on Glass or Metal

Choice of Five Colors

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GEBHARD MFG. CO.

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9-11 E. FAIRMOUNT AVENUE, NEWARK, N. J.

Window Displays

Peter Ibold Company, 912 Main street, has two historical show windows that are attracting a great deal of attention. In one window is a picture of the late Peter Ibold, founder of the business, taken in 1865, when he was a young man. The other window is a picture of Mr. Ibold in 1865, in a small room at the southeast corner of Sixth and Central avenue, these being the Ibold brand. Next to this picture is a picture of Mr. Ibold in the door of his little factory, which shows Mr. Ibold in the same place as he is now. In the same window are three sons who are now in the company, these being Edward F. Ibold, Harry M. Ibold, vice-president, and Arthur Ibold, secretary.

In the other window is a picture of a group of workers in the Ibold factory in front of the court house in September of 1917. In the window is a grotesque band, with improvised instruments, the major part being a pole with a presentation party which Ibold a handsome present occasion of his wedding. These were arranged by George Ibold, a member of the Ibold sales

of the recent tax reduction. Arthur Ibold was very opinion that it is a mistake to reduce the quality as it is and

R. G. DUN

A-1 Mild

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Imported Cigars

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EMANELO

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No. 2 Stone Street, New York, N. Y.

New Orleans Pleased With The Tax

Cigar Manufacturers Perplexed Over Plans For Estimated Revenue Reduction Benefits—"Crescent" Cavils to Elements—Trade News and Notes of General Interest

NEW ORLEANS, March 13.—The announcement that President Coolidge had signed the new revenue bill containing the cigar tax reduction clause, proved welcome intelligence to those engaged in the industry here. Apart from the benefits which will be derived by those engaged in the business and to the consumer as well, the new law will release millions of money now safely locked up in the strong vaults of Uncle Sam. Those engaged in making cigars as well as in distributing them, now breathe easier and see some prospects of ultimately making both ends meet. The new measure, on the other hand, is giving both the jobber and manufacturer some concern in regard to certain eventualities which may or may not develop with time.

The jobbers are eager to take on more stocks of cigars, far in excess of their immediate and perhaps remote needs, and the manufacturers, with few exceptions, cognizant of this fact, are pressing and urging them to buy, stress being laid upon the fact by the manufacturer that the jobber, by buying now will be in position to obtain the refund specified in the new revenue bill, exempting from taxation all stocks purchased within the thirty day period terminating March 28. The manufacturers promise further that they will make no reduction in the selling price of their products after the lapse of that period.

As a consequence, it is said a great lot of stock now being carried by some manufacturers is being dumped on the market, practically depleting all the available merchandise of some factories, a circumstance that may compel some of them to shut down temporarily for want of orders. All this is predicated upon the assumption that the manufacturers will live up to the promises and that another factor in the equation, competition, will not find a way to get around carefully laid plans, by either increasing the discount, or reducing the selling price to jobbers and large retailers.

Should the jobbers, after having obtained their refund from the government, find that the merchandise purchased be worn eaten or unfit for sale, by reason of their inability to dispose of the cigars, it is possible that after a certain period of time they may fall back on the manufacturer for the return of the purchase money or a stock of new merchandise. This would leave the manufacturer with the "bag to hold" since there will be no means of getting the jobber to "come across" with the refund already obtained from Uncle Sam. It is a peculiar situation, both for the jobber and the manufacturer—for the jobber, who is anxious to make a little easy money, and for the manufacturer, who sees a chance of working off advantageously a lot of unsold product—all of which goes to prove the truth of the old say that in the sweep of a great good there is always more or less evil.

Promotion Pleases Friends

The many friends of Benjamin Davis, local manager of the Schulte stores at Dallas, Texas, feel that his elevation to the position of district manager is a deserved recognition of long and meritorious service. Mr. Davis entered the Schulte service about sixteen years ago as a store clerk, hence he has learned the business from the ground up. The territory covered by him will embrace Louisiana, Alabama, Georgia, Texas and Oklahoma.

The Nestor of travelling representatives, Ludwig Lasker, of Perfecto Garcia Brothers & Company, Tampa, reached New Orleans during the week on his way to Texas. He covered the entire Atlantic Seaboard from Philadelphia. He reports business as satisfactory, the product of Perfecto Garcia & Brothers' factory showing no abatement in popular favor among connoisseurs of good cigars.

Elson Brands in Crescent

For the first time in the history of the New Orleans cigar trade, the Elson Company factory, of Max Shabson is manager, and a distributor in this city. Heretofore, the distribution of Ben Bey and his cigars has been made from Chicago, and confining its sales exclusively to the eastern territory, though guesting at a restaurant, in this city, could obtain cigars upon request. But the work at none of the cigar stores. The popularity of these cigars with tourists to the west and particularly from visiting New Orleans, or passing through the city en route to California, where, has induced the manager to enter this field, where it feels the cigars will be favorably received. One chain and one independent have been selected for their distribution—the Lionel Cigar Store at 717 Poydras street, and the main store in Canal street.

Favorite Blunts

Smokers in New Orleans have likes and dislikes about the color of cigars, as they do everywhere else, of course. The blunt shaped is a prime favorite here, and in Louisiana generally, while in the northern latitudes, the cigar shaped cigars have the preference. Why this body can satisfactorily explain, but a fact, nevertheless, it should not be a fact, but it would prove an experiment to try to teach smokers otherwise. "Find out what he wants and give him that, no matter you may think to the contrary, safe rule of action, and the cigar will gather the "jack" while the competitor is struggling with his pointing out to them that all cigars smoke alike, no matter what shape or color.

"Jack Rosenberg, of Tampa, York and Havana, sales manager of Preferred Havana Tobacco Co. was a visitor at Lionel's cigar store during the week, and a caller on trade associates and friends here.

Take on Acquispace Brand

Crawford, Jenkins & Son, Shreveport, La., have been added to the list of north Louisiana jobbers of products of the Acquispace factory. Magazine street, while Kello & of Lake Charles, have taken a distribution in that territory. Both handling King Court and e Square, long filler, hand made centers. The factory is working at capacity, and could turn out more product but for the lack of good men.

Ernest Kepler, who craves Luncheonette cigar stand, at 133 street, carries a full line of cigars and out of town cigar factory products. Mr. Kepler is an experienced cigar man. He was for years with the C. Cigar & Tobacco Company, and during the time of its withdrawal from the field—as well as with the General Company. He reports trade continuing with him as good.

The Louisiana 1925 Cig

TOBACCO is indebted to D. L. retiring Collector of Internal Revenue here, for the following data on internal revenue stamp tax: From Classes A. B. C. D. and E. from January 1, 1925, to January 1, 1925. It shows that Uncle Sam over half a million dollars in the sale of cigar stamps alone in 1925. year in the Pelican State. Cigars 969.11, Class B, \$14,424.1 Cigars \$553,338.27; Class D, 4,457.7 Cigars \$6,200.00.—CRESCENT.

A.B.C 4th & 5th Editions
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Packer of and Dealer in
Domestic Cigar Leaf Tobacco
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Packing Houses: Strasburg and Lancaster

Warehouse: 349 W. Walnut St.,
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210 W. Grant St. Lancaster, Pa.

We have the right tobacco for that cigar.
 Accurate, reliable service guaranteed.

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LEAF TOBACCO

Specializing in Pennsylvania
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Packers of

**Pennsylvania
 Leaf Tobacco**

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We are Stripping and Booking
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 and

WRAPPER B's

Packers of Pennsylvania Tobacco
 Tobacco Guaranteed Strictly Sound
 We Solicit Your Business

The Groff-Hildebrand Tobacco Co.

24-26 E. Grant St.

Lancaster, Pa.

York Dealers Get Inventory Instructions

**Told of Necessary Procedure to Secure Refund of Difference
 Between Old and New Revenue Rates—Manufacturers to
 Keep Up Quality of Cigars—Thinks Prices Should Be
 Maintained.**

York, Pa., March 15.—Instructions regarding the method to be pursued by retail cigar dealers in order to obtain the refund of the difference between the present rates of taxes on cigars and the new rates which become effective March 29, have been received here from Elakely D. McCaughn, Collector of Internal Revenue for the First District of Pennsylvania.

Persons having cigars which are held and intended for sale must take an inventory of all unbroken statutory packages, and inventory blanks for that purpose are supplied by the Collector of Internal Revenue at Philadelphia.

These blanks, which are necessary in order to make claim for refund, will not be distributed generally but can only be obtained by application, giving the location of the store or stores for which inventories are desired. It is advisable for all those entitled to refund to take the matter up with the collector's office without delay.

Temporary Slow-Down Continues

It takes an average stock in all classes of about 4,000 cigars in original and unbroken packages to make an allowable claim of \$10.

The temporary slow-up in cigar production in York and Adams counties which followed the passage of the new revenue law, until the industry can adjust itself to changed conditions, is being felt in the cigar box industry of this vicinity. A number of box factories are on short time, the factories at Red Lion being operated on a four-day schedule. Normal production of cigars is said to prevail in the factories of Red Lion, but the cigars are not being packed in boxes. This situation, with the cut in production of cigars in other factories, in various parts of the county, has resulted in this tem-

porary depression in the cigar box industry.

The York County cigar manufacturers will aim to maintain the high standard of their product, in spite of the reduction in taxes, and regardless of the attitude taken by competitive manufacturers. The reduction was the principal subject of discussion at the meeting of the York county association last Monday in Red Lion.

Benjamin Kimb, special salesman, expressed the opinion that no reduction in price of cigars should be made, that the present standard of quality should not only be maintained, but that the amount involved in the tax reduction should be absorbed in raising the quality of the popular five-cent cigar, which constitutes the major portion of York county's cigar production.

The tax rate on this cigar was \$4 per thousand, and under the new ruling will be \$2 per thousand, the tax on Class B cigars is cut from \$6 to \$3 and on C cigars from \$9 to \$5.

H. L. Haines brought before the association the action taken by the Department of Labor and Industry at Harrisburg, requiring a license for stripping tobacco in the private home. The manufacturers will be notified when they will receive blanks pertaining to the matter. Secretary C. M. Ehehalt read some interesting correspondence relative to the tobacco industry. A balance of \$1,383.27 was reported in the treasury. A social hour followed the business meeting.

"Among Those Present"

The members in attendance were: Daniel Spangler, Harry W. McGuigan, Harvey A. Waughtel, Herbert M. Smith, J. Frank Strayer, Harry Zeigler, James W. Kelly, Wallace M. Gemmill, H. F. Martin, Pius Wolf, E. L. Adair, B. M.

Hannigan, Herbert Smith, J. I. Shindler, John W. Wolf, A. C. Frey, Jacob Streavig, Sterling S. Knisely, G. A. Strobeck, Clair Sentz, Park Holtzinger, D. Curvin Kaltreider, Roy Snyder, W. H. Snyder, Harry Neff, C. D. Myers, Theodore Fishel, Paul E. Reichard, D. A. Horn, Emory Neff, Clayton McGuigan, David E. Wolf, W. C. Frutiger, T. C. Miller, H. L. Haines, C. D. Smith, Arthur McGuigan, Harry Wolf, Harry C. Sprengle, Samuel P. Flinchbaugh, Earl E. Rost, Steward F. LaMotte, L. Earl Grove, John Keller, Harry Fishel, W. H. Sechrist, Vernon D. Frey, Bruce Netting, Arthur H. Thompson, C. M. Downs, Larry Sevis, Arthur S. Zeigler, Benjamin Kimbo, E. Latimer Sechrist, Whorley J. Neff, W. H. Myers, B. S. Sentz, Charles F. Roseman, Charles F. Lauck, Samuel Winter, James W. Kelly, C. M. Miller, P. E. Hilbert, L. V. Frey, Harry M. Raub, Cornelius Snyder and B. C. Flinchbaugh, C. M. Ehehalt, secretary, and T. E. Brooks, president.

Rufus W. Spatz, cigar manufacturer, Red Lion, has returned from Florida, where he spent several weeks. Most of the time was spent in Jacksonville.

Lincoln Fraternity

Three Red Lion cigar manufacturers, Jacob I. Schindler, G. A. Strobeck and John Wolf, are among the promoters of the Lincoln Fraternity, which was granted a charter last week by the County Court. They have purchased for \$6,000 seventeen acres of the Henry Neff farm on the southern limits of Red Lion. An old brick dwelling on the farm will be remodeled into an up to date club house. Part of the grounds will be laid.

Tobacco Cultivation Yugoslavia

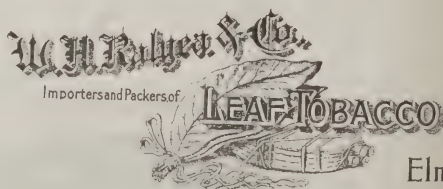
Since the creation of the Kingdom of the Serbs, Croats and Slovenes (formerly known as Yugoslavia), progress has been made in the cultivation of tobacco. Before the war the production of Serbia produced 2,000 tons of tobacco. Of this 900 tons were in the country and the remainder was imported in the leaf. In 1924 the production of Serbia and adjacent countries had risen to over 4,000 tons.

By 1923 the amount of tobacco cultivation and the yield in the whole of Yugoslavia had increased.

Serbia and Montenegro	1700
Bosnia-Herzegovina	600
Dalmatia	200
Croatia-Slavonia	100
Slovenia	100
Voivodina	600

The trade in and manufacture of tobacco is in the Kingdom of the Serbs, Croats and Slovenes a government monopoly. All the tobacco grown in the country is purchased by the government and by it manufactured into cigarettes and pipe and chewing tobacco. There are thirty-four depots for grading and storing of tobacco. They employ 4,000 workers, male and female.

In addition to purchasing and manufacturing the tobacco grown in the country the tobacco monopoly grows abroad over seven hundred tons of tobacco for the manufacture of grade cigars. It also purchases considerable quantities of low grade tobacco.



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ALL TYPES OF

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"CHIMERICA"

Richmond, Va.,
9th and Main Sts.

All Codes

FACTORY AT ROCKY MOUNT, N. C.

BRANCH FACTORIES IN PRINCIPAL MARKETS OF ALL TOBACCO DISTRICTS.

New York, N. Y.
2 Broadway

Cable Address:

countries, as these are not
Jugoslavia, and there is a
demand for it from the
There is also a consid-
for foreign tobaccos for
the home grown article.
to monopoly in the pur-
of this foreign tobacco will give
to such countries as purchase
tobacco, of which large quan-
of the finest quality are available

age of the belt and calls for all tobacco
grown upon the farms of all land-
signers. According to officials, it is the
product of four years of co-operative
marketing of tobacco, and contains the
improvements and safeguards which
were asked for by five hundred repre-
sentative farmers who gathered at Dan-
ville last fall from forty tobacco grow-
ing countries of this belt. A big dele-
gation of pool members from Vance coun-
ty attended that meeting.

Co-op Plan in Old Belt in Doubt

on, N. C., March 13.—Wheth-
ere, still left enough loyal mem-
of the Tobacco Growers' Co-op-
erative association in Vance County to
make a serious effort to continue the
organization after this season is a spec-
ulation. A question with most of the
farmers apparently on the negative
side. The new contract for the Old
Belt Tobacco Growers' Co-op-
erative association is now on the press,
and is presented to the farmers of
North Carolina and Virginia at
the time, according to announce-
ment by Charles F. Cates, chairman of
the organization committee elected by
the farmers of the old bright belt to
carry out the sign-up campaign and or-
ganization of a new association.

Cates is a farmer and business-
man of Albemarle county, whose
association with the old association
and have been that of a member.
Immediate and active prosecution of
the campaign for a new association of
tobacco growers in the old bright belt
was authorized at last week's meeting
of the executive committee of the
organization committee elected by the
farmers according to the statement of
Charles F. Cates. The executive com-
mittee of the Tobacco Growers' Co-op-
erative Association at its last meeting de-
cided to attend the field forces of the
organization to assist in present-
ing the new contract to the old bright
belt farmers.

The new contract, which is expected to
be signed by farmers in western North Caro-
lina and Virginia, who grow tobacco,
on its way to them next week,
is to be 65 per cent of the total acre-

The campaign for the new sign-up
will begin next week and end June 15,
lasting for three months. The organiza-
tion committee elected by the growers
to secure the 65 per cent sign-up and
form a tobacco association has expressed
determination that the new association
shall profit by the four years experi-
ence which North Carolina and Virginia
farmers have had in the co-operative
marketing of tobacco and is in no way
bound to the management or policies of
the present association, according to
Chairman Cates.

The complete abandonment of plans
for a future association by tobacco
farmers of South Carolina, following
their failure to secure a majority of the
tobacco grown in their State at the end
of their sign-up campaign last week,
makes it clear that the farmers of this
State and Virginia who have framed a
similar contract will have either more
than half of the tobacco of their area
signed to the co-operative agreement, or
will have no association in the future,
when the present campaign closes June
15. This fact, according to the chair-
man of the organization committee for
the new organization, makes it necessary
to begin presenting the contracts to the
old belt growers without delay.

In connection with this new campaign
movement, and the failure in South Caro-
lina last week, Oliver J. Sands, chair-
man of the executive committee of the
Tri-State Tobacco Growers' Co-op-erative
Association, in a statement in Rich-
mond last Tuesday, said that co-operative
marketing of tobacco in Virginia and
North Carolina will be continued next
year, regardless of the defection of the
South Carolina growers. Mr. Sands,
however, declined to make any further
comment on the failure of the necessary
number of growers in South Carolina to

(Continued on page 32)

Factories: Petersburg and Blackstone, Va.

WILLIAM B. BEACH & CO., Inc.

DEALERS AND PACKERS OF LEAF TOBACCO

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THE VENABLE TOBACCO CO., Inc.

Cable Address: "Venable."

Arnold's Code 5, Commercial Telegraph & Cable Code.

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Durham, N. C., U. S. A.

ALL GRADES OF LEAF TOBACCO AND STRIPS

CHAMBERLAYNE LEAF TOBACCO CO.

RICHMOND, VIRGINIA

H. G. Whitehead W. P. Anderson S. H. Anderson
WHITEHEAD & ANDERSON
LEAF TOBACCOS Commission Merchants and Exporters
Specialize Eastern Carolina bright tobaccos, all grades, lowest to highest. In position by
reasons of close touch with entire trade to furnish on short notice any type
tobacco from Bright or Old Belt Carolina or Virginia and all districts Kentucky.
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Cable Address: "Dorothy" Codes A. B. C. 5th Ed., Arnolds No. 5, Western Union

Cable Address: WILTOBAC, Wilson, N. C.

WILSON TOBACCO COMPANY

Dealers in **LEAF TOBACCO**

Strips, Scraps and Stems

Samples submitted on request

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Order or Contract

Strips, Scrap and Stems. Complete Facilities

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Norfolk, Va. Baltimore, Md. New Orleans, La. Paris, France
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Specialists in the Handling of Tobacco for Export. Highest financial
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COMPLETE FACILITIES

CORRESPONDENCE SOLICITED

SAMPLES ON APPLICATION

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W. A. ADAMS COMPANY

—BUYERS AND EXPORTERS OF—

ALL GRADES OF OLD BELT

LEAF, STRIPS, SCRAPS AND STEMS

OXFORD, NORTH CAROLINA, U. S. A.

PERSON GARRETT COMPANY, Inc.

LEAF TOBACCO DEALERS

Rehandlers of and Dealers in all Types of Carolina and Virginia Tobaccos. Modern
Redrying Plant Equipped with Latest Improved Machinery and Ample Storage Facilities.
SAMPLES SUBMITTED UPON REQUEST

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R. M. GARRETT, Pres. GREENVILLE, N. C., U. S. A. R. P. WATSON, Vice Pres.

Cable: Monk

Codes: { Arnold's Nos. 5 & 15
Western Union

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A Large Supply of Leaf Tobacco Always on Hand.

We buy all grades Bright Tobacco, Virginias, Darka and Burleys, Steam and
Natural Season. Samples Furnished.

Branch Factories: Wilson, N. C.; Wendell, N. C.; New Bern, N. C.

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CLARKSVILLE
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WESTERN DIST.

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Danville, Va.

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LEAF TOBACCO BUYERS AND BROKERS
SATISFACTION GUARANTEED
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Leaf Tobacco Dealers

Kinston, N. C., U. S. A.

Buyers and rehandlers of all grades of Bright Leaf Tobacco. Domestic and export types bought on order or contract. Modern redrying plant equipped with improved machinery and ample storage facilities.

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Samples Furnished

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ORDER OR CONTRACT—SAMPLE UPON APPLICATION

Storage Capacity 5,000 hogsheds

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HENDERSON, N. C.

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VIRGINIA AND CAROLINA TOBACCOS ALWAYS ON HAND

Samples Submitted

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Proctor Redrying System

Code: Arnold's No. 5

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Largest Loose Leaf
Tobacco Market in
the World

W. T. CLARK & COMPANY

Established 1887

Packed for Export and Domestic Trade

We operate in North Carolina, South Carolina, Virginia and Georgia

Head Office: WILSON, NORTH CAROLINA, U. S. A.

Packing guaranteed. Samples submitted on application.

C. B. CHEATHAM CO.

INCORPORATED

LEAF TOBACCO DEALERS

All grades Bright Leaf Tobacco bought on order or contract. Ample redrying and storage facilities.

Cable: "Checo"

FARMVILLE, N. C., U. S. A.

THORPE & RICKS, Inc.

Codes—Arnolds
Nos. 5 & 15

A. B. C.

5th Edition.

Cable Address:

THORPE.

Established 1886

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Packers and Dealers in

LEAF TOBACCO

Specializing in

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All Codes Used

Cable Address: "Kyle"

A. D. KEEN, Pres. & Treas.

A. D. KEEN TOBACCO CO., Inc.

Successors to E. K. JONES & CO.

Virginia Concerned Over Crop-Cut

Earnest Suggestions of Tobacco Associations Give Food for Thought—Curtailment Advice Applies to Dark Tobacco—Cold Nips Young Plants.

NEW CANTON, Va., March 15.—Tobacco people generally are much concerned about the earnest suggestions of the tobacco associations and boards of trade, that growers go very carefully this year in the matter of acreage. All the newspapers of Virginia, which have any circulation anywhere in the tobacco belt are publishing the suggestions and are in cases giving editorial advice in the matter of reducing the tobacco crop for 1926.

While the advice is given to all growers of tobacco, bright, sun-cured and dark, it is generally thought to be more applicable to the dark region than to the others. And the reasons given are among the best possible. Virginia dark tobacco has only a limited use in the United States; it has always been grown principally for the foreign markets—England, Ireland, Belgium, Austria, Italy, Germany, and other countries of central Europe.

This year the disconcerting news comes that Italy will raise its own tobacco in the future. In fact, it has been raising practically its supply since the time of the armistice, and it seems that the acreage has increased largely in recent years. Also it is learned that the Italians have become more or less expert in growing the weed, and that they are now ready to declare themselves independent of the world in the matter of tobacco. Formerly very large quantities of tobacco—dark Virginia tobacco—went to Italy. For many years prior to the World War millions of pounds annually were shipped to Italian ports. Then only very small quantities were grown in that country. The prices paid for this dark product were fair, but were never large, and for many years Virginia growers complained that growing dark tobacco hardly paid them for their labors.

England Also Raises Its Own

The advice given out by the tobacco boards of trade likewise contain interesting matter to the effect that even England, formerly an enormous user of Virginia tobaccos of all kinds, will in the future make the attempt to depend upon its colonies for its supply of the weed. Already it is known (and has long been suspected), that the mother country has been nurturing the tobacco growing industry in various of its dependencies, particularly Australia, and that growers have met with more or less success in the matter. Statistics show that already these British possessions are producing large quantities of tobacco, and that plans are being formulated for growing even more. All this will serve to cut down, gradually but surely, the amount of tobacco which is to be shipped abroad from Virginia and North Carolina to England.

Other Countries Affected

In years previous to the war Austria was a large consumer of a certain dark grade of tobacco, known even by growers in the dark belt of Virginia as "Austrian tobacco." The best Virginian growers made every effort to grow this superior grade of leaf. The prices were high, for the times, and many of the expert growers made good at raising this Austrian leaf. For many years the late W. G. Dunnington, of Farmville,

represented the Austria government or buying agency, and had buyers of this grade of tobacco at the buying centers of Virginia.

It is known, of course, that the upset all this business, and that in 1914 little or no tobacco has been from Virginia in the leaf state to central European countries.

In other words, growers of Virginia tobacco may as well face it. Cut down the acreage of day to day to a half or two-thirds of what it was, in 1912, and make this a good. Growers generally are also the information imparted to them is likely that the crop of 1926 will be small or medium one, with the high grade, provided the season is favorable.

The Association Agrees

It seems that each day bring its station in the matter of the tobacco Cooperative Association. Here again suits to cause the dissolution of the organization and the tobacco industry with the other troubles of the tobacco. Growers of dark tobacco are upset in the matter. They do not know what to do. With all kinds of money in the air, the average grower cannot see whether his organization will rise or fall.

The South Carolina failure to throw a great damper over the work of the growers in Virginia, say that this State, like Kentucky, be forced back into co-operation.

Indeed, the growers of Virginia tobacco are among the most tell farmers in the world. They do not think and read omnivorously. They frankly admit that their present organization was badly managed, but the principle of co-operation is the one, and they predict that it will eventually prevail in every part of the tobacco region of the east. The state will take time and unending labor, that success will crown the efforts of those who have the vision to do. The writer states these as facts perceived. The reader may do his own judging from these premises.

The Plant Beds

Most growers have burned airplanes their seed beds, in spite of a dry and severe cold spell lasting through all early March. The thermometer has been descending to great depths in the past fortnight. Some of the thermometers registered by government meteorologists have been something like 20 degrees, 24 degrees, 14 degrees, 10 degrees, 22 degrees, etc., etc. The thermometers have brought damage to the beds in the bright belts, which were some time ago. Young sprouts planted were absolutely killed; just to be content, however, is not as yet ascertained. It is feared that in many cases seeds have to be resown.

Snow fell throughout western South Carolina, North Carolina and central western Virginia late last week. Everything looked wintry again. One "spring" day has occurred on Wednesday of last week, when heavily south wind brought blue skies and twitter and warble of robins, and cardinals were heard first in the copse and orchard. At midnight of day snow set in, and then followed days of gloom.

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Leaf Tobacco of all Descriptions

Packers, Dealers, Exporters, Importers

Our own domestic and foreign packing plants enable us to meet all requirements

Cable address: Jaquelin

RICHMOND, VA., U.S.A.

Business Generally

...ing squemish in the matter
... plain truth, we can report
... is not good. Just why, no
... but times are dull finan-
... here is not at present even a
... clouds. Merchants are com-
... nks are standing by, auto-
... ders are wondering just why,
... ll the who are used to handling
... he a rather vacant stare.
... way when spring opens conditions
... chan. A few days of wide sun-
... rk wonders. Old timers are
... ting at the year 1926 will be a
... cro year. The fruit people, es-
... tly apple growers, assert that
... licate a record crop 'for the
... If it is not overdone, as fruit
... somes are, it will mean mil-
... for Virginia. And much of the
... belt overlaps the tobacco belt of
... ed in section of the state.
... ile predictors are predicting, and
... ts: prophesying, and seers are
... this, the tobacco chewer and
... pe waver sit back in their cor-
... and indulge in quiet dreams of
... hts. The weed itself brings
... as did to Rolfe and Smith in
... haz distant days at Jamestown,
... is a it which has lost none of its

dumped on the floors late in February and brought nothing.

Buyers and warehousemen are even now preparing for next year's business. This season was generally considered a profitable one, though the crop was light, and the expectation is that next year will prove far better. Thus "Hope springs eternal in the human breast."

The Virginia Legislature

The Virginia Legislature closes today after a sixty day session. Much was done by this body towards "simplifying" the government of the State, and many constitutional changes were inaugurated that will affect the entire machinery of the commonwealth. Everything received its share of criticism and bills were offered on every conceivable subject, many of which were buried away. Perhaps the most important piece of legislation done was the increase of the gasoline tax from three to four and a half cents, this increase, of course, to go to the roads of the State. This will mean much to the tobacco growers and all interested in the industry. With this additional money Virginia roads can and probably will be made equal to those of North Carolina without the incumbrance of North Carolina's bonded indebtedness of nearly a hundred million dollars. Virginia prefers to pay as she goes.—PLUMMER F. JONES.

Richmond Sales Light

RICHMOND, Va., March 13.—The sales for week have been small and of non-descript character. There were only 17,065 pounds sold at \$12.31 average. This market closes next week for sales of tobacco for the season.

The factory of Chamberlayne Tobacco Company was damaged by fire yesterday morning, with a probable loss of about \$40,000, which is said to be covered by insurance.—R. C. MORTON & Co.

J. BOYD AND COMPANY, INC., South Hill, Va.

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and redryers of leaf tobacco on order or contract. Bonded warehouse under government regulation. Stocks of leaf on hand at all times. Samples submitted on request.

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Our facilities are ample to buy, handle and redry in the best manner, any Quantity of Tobacco in any way desired. Branches on principal market of Virginia.

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DIBRELL BROTHERS Inc.

Leaf Tobacco Dealers

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

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Established 1902

DRAKE'S BRANCH, VA.

D. Q. EGGLESTON

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Specialty:—VIRGINIA DARKS

Your Business Solicited

Correspondence Invited

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Bought on order or contract for domestic, or foreign account

Ample facilities for steam and air drying

We manufacture hoghead shooks. Stock on hand at all times

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Bright and Dark Virginia

Burley—Western—Seed Leaf

Strips—Scraps—Stems—Cuttings

Established 1898

Cable Address Randolph

RANDOLPH MEADE & COMPANY

INCORPORATED

Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.

Correspondence solicited.

Satisfaction guaranteed.

Samples sent on request.

DANVILLE

VIRGINIA

ESTABLISHED 1870

RICHMOND OFFICE
100—Shoocke Bldg**PEMBERTON & PENN, Inc.****Packers, Dealers and Exporters of Leaf Tobacco**

DANVILLE, VIRGINIA, U. S. A.

*Buyers on All Important Markets in Virginia and Carolina*CABLE ADDRESS: "Penn," Danville, Virginia
CABLE ADDRESS: "Penn," Richmond, Virginia

CODES USED: Western Union, Arnold's 5 and 15, Bentley's

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Cable Address: "Morriscos" Richmond, Va. All Codes.

Cable address
"Garrett"Codes: Bentley's
ABC 4th & 5th Ed.**G. R. GARRETT COMPANY, Inc.****Packers and Dealers of
Bright Leaf Tobacco**
Rocky Mount, N. C.
U. S. A.**E. B. FICKLEN TOBACCO CO.****Incorporated
Leaf Tobacco Brokers**
GREENVILLE, N. C., U. S. A.**All Grades of North Carolina and Virginia Leaf Tobacco and Strips.**
BUYERS OF LEAF TOBACCO ON ORDER OR CONTRACT
Apply for Redrying by Steam or Natural Season
Samples Furnished Cable "FICKLEN" Correspondence Solicited**CLARK BROS. & CO.****Buyers, Packers and Exporters****All Grades Virginia and Carolina Tobaccos.**
Also Kentucky Air Cured and Burley Types.We cover closely the Virginia Dark Belt and specialize in this type of Export.
BEDFORD, VIRGINIA

CABLE: "Edmunds" Danville

CODES: Bentley's, Lieber's

J. M. EDMUNDS COMPANY**INCORPORATED**
DANVILLE, VA., U. S. A.**Dealers and Exporters****Virginia, Carolina, Kentucky and Tennessee Leaf Tobaccos****Read Tobacco Weekly****Baltimore Market**

BALTIMORE, Md., March 11.—Gieske & Niemann, leaf tobacco merchants, make reports as follows:

MARYLAND.—With somewhat smaller receipts, totaling 111 hogsheds, and sales of 114 hogsheds, our market ruled rather active for this off season of the year.

OHIO.—Nothing to report.

Association Data

Leaf Tobacco Associations of Baltimore City issue these statistics for the week ending March 10:

Receipts, Including Reinspection

	This Week	Previously	Total	Net to Date	Same Date
Maryland	152	1,605	1,757	1,388	549
Ohio	—	2	2	—	—
Total	152	1,605	1,757	1,388	549

Reinspections this week: Maryland, 41; Ohio: to date 367 Maryland, 2 Ohio.

Deliveries

	Maryland	Ohio	Total
Coastwise and Foreign	150	563	713
Domestic clear	150	563	713
This week	150	563	713
Previously	1,404	5,353	6,757
Total	1,554	5,916	7,470

Stock in Warehouses

	Maryland	Ohio	Total
Stock January 1	11,451	680	12,131
Receipts since	1,388	—	1,388
Delivered since	12,839	680	13,519
Stocks today	5,369	637	6,006

Sales

	Maryland	Ohio	Total
This week	114	17	131
Previously	1,457	17	1,474
Ground leaves to date	1,457	17	1,474

795 hogsheds.

Lynchburg Season Ends This Week

LYNCHBURG, Va., March 12.—John D. Oglesby, of the Lynchburg Tobacco Warehouse Company, made the following report of leaf tobacco sold on the Lynchburg "open" market:

	Pounds
Sold this week	87,100
Sold to March 12, 1920	8,448,200
Sold to March 13, 1925	8,124,400
Increase for 1920	323,800

The farmers bringing in this week were those winding up the season and when such is the case the crop are usually composed of nondescript grades, and the larger percentage of common was offered than at any time in the season.

These grades have been difficult to sell at this time and continue so, but are somewhat better and were sold fairly good, quality considered.

Satisfactory Prices

Good grades were in short supply and when anything of good quality and red color showed it was eagerly at prices which proved very satisfactory.

It can be said that those who have been buying desirable tobacco were well pleased with what they got for it.

There will be only one more week of public sales, the market closing season March 19.

Brier Pipe Cost Dipped Yet Ready for Fall

WASHINGTON, D. C., March 15.—Additional information on the report of brier wood pipes which has been submitted to the Advisory Committee of the Tariff Commission, is much or little according to the Board pigeonholes the information goes to work on it, approves and submits it to the Commission. It is probable that it will be a long time before anything definite is done in this matter.

President Herbert in Eu

Sailing on the Steamer Olympic this week, President Preston H. B. B. gone to Europe for the International Planters' Corporation, 110 Broadway, second street, New York. He will remain about six weeks, and President Nelson, at the Louisville will look after affairs of the crop in this country for the president.

Automatic Split Stem Pipe Play

Showing exactly how the split stem pipe of the Split Stem Pipe Company can be cleaned and examined, a demonstration machine in the window of Nathan Buxbaum's store, 110 Broadway and Forty-sixth street, New York, attracted crowds last week.

CIGARETTE PAPERS**IN BOBBINS, REAMS AND BOOKLET**

ALSO CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS

MAX SPIEGEL & SONS CO., Inc., 34 West 17th St., New York

Established 1858

Dealers & Exporters of all kinds of

GIESKE & NIEMANN, Leaf Tobacco, BALTIMORE MD
Headquarters for Maryland and Ohio Tobaccos

able Address "Argue," Henderson, Ky.

CHARLES T. W. ARGUE COMPANY, Inc.

Leaf and Strips for Home and Export Trade

Henderson, Ky., U. S. A.

HEADQUARTERS for all grades of Kentucky and Tennessee DARK tobacco, fired and air-cured—

Growers Stand By Burley Association

ANA, Ky., March 13.—Approx-
100 Harrison county tobacco
were told this afternoon at a
the Burley Tobacco Growers
Association in the court
he that the next distribution of
ould probably be made by the
society in April, though no definite
date. Rev. J. R. Jones, director
the association in this district, who
ided the meeting, told the growers
as, as tabulations were com-
ed, checks would be mailed members.
r. J. S. said that, with a large quan-
of tobacco on hand and the five-year
contract expiring this year, the Associ-
ation was facing a crucial period. He
posed plan whereby tobacco acreage
be signed up under a binding con-
tract of pledging individual
growers with the specification that to-
be grown on this land during the
of the contract would go into the soci-
ety. According to his plan, it
suggested that if 85 per cent of the
tobacco had been signed by Oct. 15, 1926,
the pool would be continued; and, if it
did not, all redried tobacco in the
district should be sold and when the
leaf markets opened in the fall all
district warehouses should open
to compete with independent houses
sales. A vote was taken on the plan
and ever grower voted for it.

Shelan Porter, editor of the Bur-
tobacco Grower, addressed the meet-
ing and all growers to sign contracts
were urged.

* *

NDING, Ky., March 14.—An official
Bley pool said Saturday night
all tobacco purchased had not been
red and no date had been set for a
distribution of funds. J. S. P.

Lexington Has Light Week

NDING, Ky., March 14.—Only
50 pounds of tobacco passed over
the Lexington loose leaf
market this week, according to the
report of Supervisor Bosworth.

s might the growers a mono-
culture of \$16,459.23, or an
average of \$11.66 per hundred pounds.

SPECIALTY—BURLEY AND ONE SUCKER

BUYERS AND HANDLERS
ORDERERS SOLICITED

on markets at Franklin, Tenn.,
Memphis, Tenn., and Hartsville, Tenn.,
Sevierville, Kentucky.

Head Offices: Nashville, Tenn.

The quality of leaf offered was of in-
ferior grade, as is evidenced by the
average.

Total sales for the season, accord-
ing to Secretary Bosworth, aggregate
25,319,605 pounds, for which the growers
have received \$5,315,315.28, or an aver-
age of \$21 per hundred pounds.

As the offerings are gradually fall-
ing off and will continue to do so un-
til the season closes, Supervisor Bos-
worth expressed the opinion that the
total season's sales will not reach the
26,000,000 pound mark.

Following is the official report of Sup-
ervisor Bosworth, showing the sales for
this week, last week and the entire
season:

Only four houses held sales last week,
with the auctions on two days—Tuesday
and Friday. The same schedule will
prevail this week, with the Jewell house
getting the first sale Tuesday morning
at 9 o'clock.

Last week the Virginia Avenue house
sold 14,305 pounds for \$2,036.73 at an
average of \$13.52.

The People's House sold 94,960 pounds
for \$9,529.83 for an average of \$10.03.

The Jewell house disposed of 16,355
pounds for \$2,309.06, averaging \$14.17
a hundred.

The New Independent house sold 15,-
125 pounds for \$2,574.17 at an average
of \$17.02 a hundred.—J. S. P.

Dark Co-op Regaining Sentiment

HOPKINSVILLE, Ky., March 13.—Close
observers are declaring that sentiment in
favor of reorganizing the Dark Tobacco
Growers' Co-operative Association has
increased "by leaps and bounds" during
the last two weeks.

"The real change started, seemingly,
in a huge wave, about ten days ago," ac-
cording to W. E. Williamson, secretary
of the Christian County Farm Bureau.
"The demoralized market has left the
last objectors without a protest and has
brought them to realize what the pool
really meant to them."

Mr. Williamson declared that every
farmer he had talked to since the stir
caused Tuesday by news of a scheme to
"loot the pool" by putting it in the hands
of a receiver, and the actual filing of a

CABLE ADDRESSES {U. S. A.—Command, Owensboro, Ky.
{ENGLAND—Invaide, Liverpool.

ROSS TOBACCO COMPANY, (Incorporated)
(Formerly called ROSS-VAUGHAN TOBACCO CO.)
BUYERS, REHANDLERS AND REDRYERS OF
LEAF TOBACCO and STRIPS ON ORDER
FOR HOME TRADE AND EXPORT
Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying
U. S. A. Offices—Owensboro, Ky.
British Offices—John Ross & Co., No. 27 King St., Liverpool, Eng.
Factories—OWENSBORO, KY., LOUISVILLE, KY., PRINCETON, KY., SEBREE, KY., ERIN, TENN.
Buyers on all Hogshead and Loose Leaf Markets in Burley and Dark Sections

THE MEADS TOBACCO CO.
If it's TOBACCO we have it
DOMESTIC AND EXPORT
RED LION, PA. U. S. A.
Cable: "Meads," York, Pa. Codes: Arnold's 5 & 15, A. B. C. 5th, c/o Western Union.

CABLE ADDRESS "ROSSAFRICA" LOUISVILLE, KY

Ross Tobacco Company
INCORPORATED
AFRICAN BRANCH
OFFICE AND FACTORY 117-119 1/2 MAGAZINE STREETS
LOUISVILLE, KY., U.S.A.
J. M. PHILLIPS, GENERAL MANAGER
MANUFACTURERS OF ALL GRADES AFRICAN AND BLACK FAT LEAF TOBACCO

Fine Burley Tobacco Seed

Three Standard, Hardy and Colory Varieties

Grown by us in 1925, under expert supervision on land that a plow had
never turned before. Virgin soil, now growing scarce, produces vigor,
purity and color which old land will not do.

Every tobacco grower knows that no fine tobacco can be produced
without good seed. We are prepared to furnish fine seed for every type
of soil in the Burley Belt.

No. 1. "HALLEY'S SPECIAL"—This is the colory disease resistant
type—developed first on our own land by a representative of the Exper-
iment Station of the University of Kentucky eleven years ago.

This tobacco is vigorous, colory and has plenty of weight, and is the
safest tobacco to grow on any kind of soil. It is the only variety to plant
in land that has grown much tobacco, insuring a crop when other
varieties fail. This type of tobacco is the great contribution of the Ex-
periment Station to the tobacco trade, and this autumn it took first prize
at the Greendale, Fayette County Community Farm Produce Show.

No. 2. "COLORY TWIST BUD"—This is the old fashioned type of
Burley crossed with color—the best weighing tobacco grown with
sufficient color to command a good market price. Many sections of the Bur-
ley Belt are especially suited for this type and any grower who has used
it has been pleased with the net return in dollars per acre.

No. 3. "IMPROVED HALLEY"—This type of tobacco was developed
by us in 1907. It is the pioneer as a strictly smoking tobacco and the
forerunner of several famous Burley cigarettes. It is a stand-up type,
producing color on old land and new. This tobacco, smokers from top to
bottom, commanded the leading prices on the Kentucky markets the first
three years it was introduced.

FOR SALE BY

The Halley Tobacco Seed Co.

Fayette Warehouse No. 1, Lexington, Ky.

PRICE RECLEANED AND GUARANTEED, \$1.50 PER OZ.

A. Moreland B. L. Withers E. B. Hicks
Cable Address: "Moreland"
MORELAND, WITHERS & HICKS, Owensboro, Ky.
(Successors to J. S. Phelon)
Leaf Tobacco Brokers, Dealers and Rehandlars
all grades in any way desired, on Order or Commission. Personal care given
all business, with special attention to Green Rivers and Burleys

Cable Address: "Greenville"
J. Arnold No. 5
(A B C 5th Ed. Improved)
LEAF TOBACCO
THE AUSTIN CO., Inc.
GREENVILLE, TENN.
Latest Proctor System

UHLING & CO., INC. VIRGINIA, CAROLINA & KENTUCKY TOBACCOS
Cable Address:
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Cable Address, "WILSIMMONS"

Codes { A. B. C. Fifth Edition Improved
Arnold's No. 5 and 15

Established

W. H. SIMMONS & CO.

Packers, Dealers and Exporters

ALL GRADES TENNESSEE AND KENTUCKY TOBACCO

Correspondence Solicited

J. M. VAUGHAN, Pres. J. W. VAUGHAN, Vice-Pres. R. N. CASTLEN, Sec'y.
Cable Address: "VIMON," OWENSBORO, KY.**Kentucky & Virginia Leaf Tobacco Co.**
(INCORPORATED)**BUYERS, REHANDLERS AND REDRYERS ON
Leaf, Strips, Stems and Scraps****FOR DOMESTIC AND EXPORT TRADE****Green Rivers, Burleys, Darks, Virginia and Carolina Tobaccos**Improved Stick and Apron Drying Machines.
With Capacity of 300,000 Pounds Per Day.

Samples Submitted.

Orders and Contracts Solicited.

OWENSBORO, KY.

Louisville Office: 1120 West Main St., LOUISVILLE, KY.

G. F. VAUGHAN TOBACCO CO.**BUYERS, REHANDLERS, REDRYERS OF
LEAF, STRIPS, STEMS, AND SCRAPS
FOR HOME AND EXPORT TRADE**

Samples Submitted.

Contracts Solicited.

LEXINGTON, KY.**W. R. NAGEL & CO.**Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco**OFFICE AND FACTORY:
NINTH & FINDLAY STS.,****PADUCAH, KY.**W. B. KENNEDY
Cable: Kennedy

Codes: Arnold's 5 and 15, A. B. C. 5th Edition

W. B. KENNEDY & SON**PADUCAH, KY., U. S. A.**

Leaf Tobacco Broker and Handler of All Grades of Leaf and Strips

Business Solicited on Orders for Commission
Factories: Paducah, Ky., Murray, Ky., Mayfield and Martin, Tenn.**A. R. BLANKS TOBACCO CO.****LEAF AND STRIPS Handled on Order or Contract****FOR DOMESTIC AND EXPORT TRADE**

All Grades of Fired, Air-Cured and One-Sucker

Orders and Contracts Solicited. MADISONVILLE, KY.**THE STANDARDS OF AMERICA****Lorillard's Snuff, : Est. 1760****Rail Road Mills Snuff, Est. 1825****Gail & Ax's Snuff, : Est. 1851****ALL OF THE OLD ORIGINAL****Maccoboy's—Rappees—High Toasts—Strong, Salt, Sweet and Plain
Scotchs****MANUFACTURED BY****GEORGE W. HELME COMPANY****111 FIFTH AVENUE, NEW YORK**

receivership suit in Louisville Wednesday, had all taken sides with the pool.

One of the most interesting reports on conditions affecting the pool is given by an Indiana delegation that inspected the pool here recently. Their report to the National Council of Farmers' Co-operative Marketing Association received yesterday by R. E. Cooper, former general manager of the pool, and a member of the National Council, is as follows: "The National Council continues to receive encouraging reports about the future of the Dark Tobacco Association and conditions down there have assumed national importance because of the lesson they teach.

"The public is familiar with the story of this association. After three years of successful operation, despite internal dissension and unrelenting outside opposition, the membership morale collapsed and wholesale contract violation was threatened. The board of directors leased all the members to sell their 1925 crops, and the enemies of co-operation hailed it as 'the beginning of the end of the boom of co-operative marketing.

"Instead of being the end of co-operation in the Dark Patch, this incident is going to mark the beginning of a co-operative era that will be better and finer than was ever known there before.

"In the early part of February Herman Steen, secretary of the Indiana Wheat Growers' Association, and Lewis Taylor, vice-president of the Indiana Farm Bureau Federation, and W. H. Stahl, editor of the *Hoosier Farmer*, the official organ of the Indiana Farm Bureau, made an automobile tour of investigation through the territory of the Dark Tobacco Association in Kentucky and southern Indiana. They talked to members and non-members, business men and others. In a letter to the National Council Steen says:

"We found the situation even more gratifying from the standpoint of co-operative marketing than we had expected. There is now an absolute unanimity of opinion among members and non-members alike that the association was the chief factor in maintaining the price level for three years, and we also found that at the present time the average on the auction floors is slightly less than the average advance on the same grade of tobacco last year.

"There is some reason for believing that the old association will be reorganized in the near future, although my personal opinion is that the thing will have to go over another year before the necessary leadership will be forthcoming. The disposition among the members is to let the non-members take the lead, and, as you know, there isn't very much leadership among the non-members. At any rate, they are all of one opinion in demanding the re-establishment of the association, and if and when the association is re-established it will be virtually on a 100 per cent sign-up basis.

"At one time or another I have visited co-operative associations in forty states, but I will be frank in saying that this is absolutely the greatest co-operative marketing story with which I have come in contact. Every argument that we have been making the past five or six years in favor of co-operative marketing can be proved by the experience of the Dark Tobacco Growers, and the situation, instead of being discouraging, offers absolutely the greatest encouragement for the growth of other co-operatives."—BURCH.

Louisville Market

LOUISVILLE, Ky., March 13.—The Louisville Tobacco Board of Trade reports the hoghead leaf tobacco transaction as follows:

Tobacco Sales for the Month of Year to March 12

Ware-houses	Auction Sales	Private Sales	Total
Kentucky & Louisville	77	17	94
Main Street	39	21	60
Planters-Farmers	...	...	...
	116	38	154

Year 1925...	418
Year 1924...	837
Year 1923...	1,138

Classifications of This Week

	Crop	Old	1925
Burley	4	131	1
Dark	19	23	131

Classifications of Sales Jan. 1 to

	Old	1925
Burley	690	4,438
Dark	131	2

Classification of Sales to Same

	1925	1924
Burley	9,510	11,720
Dark	794	99
	10,304	12,677

Comparisons with Previous

SALES	1925	1924
Total sales of new crop to date	7,086	11,0
Sales of new crop to date	6,110	9,1

REJECTIONS

Rejections this week:	
Burley	17
Dark	17
Total	34
Percentage of rejections to auction sales:	
Burley	15
Dark	60
Total	15
Rejections Jan. 1 to date:	
Burley	994
Dark	000
Total	994

RECEIPTS

Receipts this week...	147
Receipts Jan. 1, to date...	3,784

Quotations at Louisville March 12

	Burley, Old	Burley, Bright	Dark, Red	Dark, Bright
Trash, green	8-10	11-13	14-16	17-19
or mixed	10-11	12-14	15-17	18-20
Trash, sound	11-13	14-16	17-19	20-22
Common lugs	13-15	16-18	19-21	22-24
Medium lugs	17-19	20-22	23-25	26-28
Good lugs	20-22	23-25	26-28	29-31
Common leaf	16-18	19-21	22-24	25-27
Com. leaf, short	11-12	14-16	18-20	21-23
Medium leaf	18-20	22-24	26-28	29-31
Good leaf	24-26	28-30	31-33	34-36
Fine and Select	28-30	31-33	34-36	37-39

Burley, 1925

	Dark	Bright	Red	Green
Trash, green or mixed	8-10	11-13	14-16	17-19
Trash, sound	11-13	14-16	17-19	20-22
Common lugs	13-15	16-18	19-21	22-24
Medium lugs	17-19	20-22	23-25	26-28
Good lugs	20-22	23-25	26-28	29-31
Common leaf	16-18	19-21	22-24	25-27
Com. leaf, short	11-12	14-16	18-20	21-23
Medium leaf	18-20	22-24	26-28	29-31
Good leaf	24-26	28-30	31-33	34-36
Fine and Selection	28-30	31-33	34-36	37-39

N. B.—Unsound or defective in condition, length or color, or mixed with 1 to 3 cents lower. F. J. secretary.

THE TOBACCO TRADING CORP.,All Kinds Kentucky-Tennessee & Virginia
— **LEAF TOBACCO** —

Louisville, Ky.

Richmond, Va.

ABLE ADDRESS LOUISVILLE, KY.
"OBRIENCO" LEXINGTON, KY.
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MAIN OFFICE, 815-817 WEST MAIN ST., LOUISVILLE, KY.

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WE ARE BUYERS OF

Baltimore, Md., 18-20 E. Pratt St.

We air and steam dry on most of the loose leaf markets and have the latest improved Philadelphia Steam Dryers in our Lexington and Louisville factories for handling Leaf and Strips.

Offerings in Dark Fired Markets

Ky., March 13.—The out-
tures in connection with the
d fired markets during the
ht offerings compared with
s, which has been due to
rab handling season, and lower
es a very market herein reported
eption of Hopkinsville, which
ghtly higher average than
ek. Prices now prevailing for the
centage of the offerings are
rab under the cost of produc-
hic may have a far reaching
in (tailoring planting this year;
e preparations for the 1926
s a day been made.

onles for the week were as

EL—Sales for week, 508,365
at average of \$6.42; for sea-
717 pounds, at an average of
at an average year ago of
n approximately 7,214,000 pounds.
verage, 41 cents lower than pre-

AY.—Sales for week, 71,390
at average of \$6.76; for sea-
ctic market), 3,083,685 pounds,
era of \$8.88. Week's average,
lower than preceding years.

CAH.—Sales for week, 344,425
at average of \$6.64; for sea-
128 pounds, at an average of
eel average, 1 cent lower than
g w k.

NSLE.—Sales for week, 1,052,
nds at, at an average of \$7.89;
084 pounds, at an average of
at an average year ago of
12,490 pounds. Week's aver-
ent lower than preceding week

SVL.—Sales for week, 834,625
at average of \$10.34; for sea-
084 pounds, at an average of
at an average year ago of
12,490 pounds. Week's aver-
ent lower than preceding week

SVL.—Sales for week, 834,625

\$15.86, against an average year ago of
\$20.38 on 9,182,190 pounds. Week's aver-
age, 51 cents lower than preceding week.
OWENSBORO.—Sales for week, 445,120
pounds, at an average of \$5.53, and 14,080
pounds of burley at an average of \$7.
Week's average on Green River, 24 cents
lower than preceding week, and 55 cents
lower on burley. No material change re-
ported since last week.

HENDERSON.—Sales for week, 477,760
pounds, at an average of \$6.28. Week's
average, 97 cents lower than preceding
week.—S. B. SMITH & COMPANY.

Hopkinsville Average Up a Little

HOPKINSVILLE, Ky., March 13.—With
the season's average price continuing to
fall steadily on the Hopkinsville dark to-
bacco market, this week's average im-
proved slightly when 1,052,505 pounds
brought the growers an average price of
\$7.89, which was 26 cents higher than
the average for the previous week.

"There is little or no change in the
conditions affecting the market," J. W.
Hancock, president of the Hopkinsville
Tobacco Board of Trade, declared to-
day. "The prices are about the same as
they were last week with about the same
demand."

The week's sales brought the total
amount for this season to 20,283,415
pounds. Up to this time last year a
total of 12,356,095 pounds had been sold.

The Burley sale last Saturday, in
which seven of the nine local floors took
part, was disappointing as to the amount
offered, and it has been definitely de-
cided to hold another sale next Satur-
day, March 20, in the hope that the few
remaining growers with Burley in their
barns may have a good season for de-
livering the last of their crops.

"The sale next Saturday will positive-
ly be the last for Burley on the Hop-
kinsville market this season, regardless
of the amount delivered," Judge Han-
cock declared.

Sales last Saturday brought the Burley
total to 964,090 pounds. Tobacco men
here believe that the seasons' total should
be at least a million pounds if all grow-

ers are able to deliver all of their light
weed.

Quotations for the week on dark to-
bacco were: Trash, \$2 to \$3.50. Lugs,
common, \$3.50 to \$5; medium, \$5 to
\$7.50; good, \$7.50 to \$11; fine, \$11 to \$14.
Leaf, low, \$4 to \$8, common, \$8 to \$15;
medium, \$15 to \$20; good, \$20 to \$30;
fine, \$30 to \$31.50.—BURCH.

Paducah Prospects

PADUCAH, Ky., March 13.—Owing to

the very cool weather during the past
week, the movement of loose tobacco to
the markets was light, and loose floors
have held rather small sales.

The offerings have contained some
very desirable crops and the highest price
of the season at Paducah was realized
this week, the price being \$33.50 for a
basket of high class cigar wrapper.
There has been a fair amount of medium
to good leaf in the offerings, and com-
(Continued on page 25)

Kentucky Tobacco Sales During February

Figures Compiled by State Commissioner of Agriculture

FRANKFORT, Ky., March 13.—Clell Coleman, State Commissioner of Agriculture,
makes report of sales of tobacco in all warehouses in Kentucky during the month
of February, 1926, as follows:

Sale of 1924 or Previous Year's Crop				1925 Crop			
	Pounds	Total Value	Average Price per 100 Lbs.		Pounds	Total Value	Average Price per 100 Lbs.
Burley tobacco sold for grow- ers	892,675	\$191,894.44	\$21.49	21,149,242	\$3,501,391.41	\$16.55	
Burley tobacco sold for deal- ers	104,790	14,664.70	14.07	1,790,051	236,983.95	13.23	
Burley tobacco resale	133,795	23,248.38	17.37	1,510,352	199,465.35	13.20	
Total Burley and average	1,131,260	229,807.52	20.31	24,449,645	3,937,840.71	16.10	
One-Sucker tobacco sold for growers				6,633,669	522,346.48	7.87	
One-Sucker tobacco sold for dealers	4,360	588.60	13.50	36,840	3,447.15	9.35	
Total One - Sucker and average	4,360	588.60	13.50	6,670,509	525,793.63	7.88	
Unfired dark tobacco sold for growers	123,920	13,849.97	11.20	3,374,445	259,420.86	7.68	
Unfired dark tobacco sold for dealers				77,765	5,889.10	7.57	
Unfired dark tobacco resale				169,675	11,763.00	6.93	
Total unfired dark and average	123,920	13,849.97	11.20	3,621,885	277,072.96	7.64	
Fired dark tobacco sold for growers				14,911,195	1,160,887.99	7.78	
Fired dark tobacco sold for dealers				970,623	87,485.93	9.01	
Fired dark tobacco resale				34,530	2,941.36	8.51	
Total fired dark and average				15,916,348	1,251,315.28	7.86	
Green River tobacco sold for growers				8,526,720	565,165.36	6.86	
Green River tobacco sold for dealers	17,300	1,501.49	8.67	64,345	4,048.81	6.29	
Green River tobacco resale				454,320	31,451.46	6.92	
Total Green River and average	17,300	1,501.49	8.69	9,045,385	620,665.63	6.86	
Grand total and average	1,276,840	\$245,747.58	\$19.16	59,703,772	\$6,612,688.21	\$11.07	

DARK TOBACCO

The Dark Tobacco Growers Co-operative Association —
a growing organization for 70,000 tobacco growers of Kentucky,
Tennessee and Indiana, with headquarters at Hopkinsville, Ky.,
J. A. — offers for sale all types of tobacco grown in the entire
Tobacco District as mentioned to the right. All tobacco
graded and graded by expert tobacco men; prices uniform.

FOREIGN OFFICE

In charge of Mr. W. M. Fallon (formerly with United
States War Finance Corporation. Sentinel House, South-
ampton Row, London, W. C. I, England.

LIMITED STOCKS OF 1922, 1923 AND 1924 CROPS

Packed in Hogsheads, Air-Cured or Redried
and Continental Order. Dry Leaf and Strips
for English, Continental or Domestic Trade.

ALL TYPES

GREEN RIVER TYPE, Owensboro, Ky.
STEMMING TYPE, Henderson, Ky.
ONE-SUCKER TYPE, Bowling Green, Ky.
DARK FIRED TYPE, Hopkinsville, Ky.
Clarksville, Tenn., Springfield, Tenn., Paducah,
Ky., and Mayfield, Ky.

HATHEWAY AND STEANE
GROWERS OF CONN. SHADE
And Packers of Leaf Tobacco
235 State Street Hartford, Conn.

Steane, Hartman & Co., Inc.
 GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
 96 COMMERCE STREET HARTFORD, CONN.
"After all, nothing satisfies like a good cigar."

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 Office and Warehouse P. O. Address
 245 State St., Hartford, Conn. Hazardville, Conn.

Connecticut Sales Small, Inquiry G

Taxes and Fertilizers Up Now—Wrappers Short—Hc
Sash Ready—Buyers Gather—Griffin-Rapaport
house Opening—Association Reduction About 40%

HARTFORD, March 15—The second of the month was about the same as the previous one, in regard to sales and shipments. No large total of sales is recorded, but there is considerable inquiry for goods of practically all different grades.

Taxes Now

No doubt, after income tax returns are out of the way, and the new revenue taxes in effect, we will have more interest shown in what there is left of the 1923 and 1924 crops. By that time we will also have much of the 1925 crop sampled up and in which there is a lively interest shown by prospective users. Many of them have signified their intentions of laying in a bigger supply than of crops of recent years.

Should this come to pass, and it will, even long before we know what the 1926 crop is going to be, it's bound to be less in acreage, and also prove a short crop by reason of weather conditions, the chances are good for profitable speculation, for the buyer who knows the situation and studies conditions.

Wrappers Shy

That the wrapper stocks, whether they be imported or domestic, are going to be short, and prices naturally high, is conceded by everybody. With the increase in demand of the five cent cigar, will it not cause many to turn to certain grades of Connecticut tobacco from which they can select plenty of fine wrappers for the nickel cigar, at a cost within reason, and in many cases, improve the cigar in quality, if not in looks?

The backbone of winter is pretty well broken, and spring is not far off, and time to make tobacco beds is here. Already some growers have placed hot bed sash on frames in order to help along soil conditions, so seed can be sown around April 1. This would give them plants to set by middle of May, and while curtailment of acreage is talked of by many powers, they will sow the usual area of beds, whether they use the plants or not.

Fertilizer Ready

A few have already received their fertilizer, but the majority have not even yet placed an order, for the reason that they are undecided as to their acreage, and also what their neighbor is going to grow. Chances are, that for all that is cut out, the other grower will increase, calculating on a good return, when ready for the market.

This unsettled condition, delaying orders for fertilizer, is apt to cause confusion and difficulty later on, so that many a crop may have to be fertilized after it is set out, which is not always desirable, neither is the product.

Buyers Arrive

Buyers were not in great numbers this week, but amongst them were Leo Hirsch, Jno. Schlenger, M. Woolfson, R. Stanley, A. I. Mendelsohn, Jos. Ar-

ens, all of New York; Kelson, Syracuse; C. M. Hipple, Philadelphia; and H. Jefferson, of Lorain.

Sales were not of large volume, comprised all grades and kinds, and small lots, and included a sized export lot of the 1925 low which had recently been taken over under contract.

Warehouse Opens

The Griffin-Rapaport warehouse opened up this week with a full force handling the 1925 broadleaf cases, which they expect to pack about 150 to 200 cases weekly, packing the grades up to the highest; and this, along with good weather, will give them a packing the second to none when shipping comes.

Association Notes

A reduction of 40 per cent, in the tobacco crop of 1926, as compared with the 1925 crop in the Connecticut Valley, is expected by officers of the Connecticut Valley Tobacco Association, and independent leaf packers and independent growers was learned today.

Surplus Sure

Various causes tend to confirm opinion. A main one is that the 1925 crop is not running over seventy per cent packing grade, is going to be a continuing surplus when the 1926 crop is on the market. It is felt that it would be still to increase the surplus acreage in 1926 equal to 1925.

Many of the growers realize now, that it is unwise to raise, in poor tobacco, which will stemmings grades because of the unfitness of the land for tobacco, which at stemming prices will not cover the cost of production.

Better Spacing

Another factor which will give a forty per cent reduction in the will allow the 60 per cent rad placed in the sheds very much in the matter of spacing between the usual distance. It is apparent that the tobacco crop is widely spread out, which will allow a very much better circulation of air while tobacco is "coming out." Tobacco men, who are experienced, recommend that only five plants be put on a lath this year, instead of the usual six broadleaf plants or seven Havana seed plants.

Fertilizer Easier

The fertilizer situation is getting easier than announced some weeks after the fertilizer men had announced, and it was understood that the fertilizer would be "No money for fertilizer," or fertilizer sold only at a loss.

It was said today that credit was extended in cases where it was owed for fertilizer used in 1924 or last year, only, and where it was taken into consideration, though for fertilizer credit for 1925 was as a moral and financial risk to take on by the dealer.

The market this week is better than the two previous weeks. Substantial sales of 1922 medium broadleaf wrappers are reported by the Connecticut Valley Tobacco Association.—NUTMEG.

The Connecticut Valley Tobacco Ass'n, Inc.

JOSEPH W. ALSOP, Pres.

Headquarters:
 225 State Street
 Hartford, Conn.



A. N. SHEPARD & SON
 GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
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Havana Leaf Market Extremely Quiet

Receipts Are Smaller—Tobacco About Gone—Few
Sees—Duys Buys Vuelta Fillers—Mark Pollack Now in
New Building—Tobacco Packers Want Revised Scale.

Havana, Cuba, March 12.—The quietness of the past week, was very noticeable in the quantities of tobacco arriving from the different parts of the country, getting smaller. Very little tobacco is to be left, as every holder, in view of the large coming crop, tried to liquidate his holdings at best possible prices. Sales which took place are the following:—Cuesta, Rey & Ca. bought 100 bales of Vuelta Abajo tobacco from low land section from Sobr. Gonzalez. H. Duys & Company bought of several lots of Vuelta Abajo and upper grades. Walter Company registered in the warehouse of beto & Miguel a little over 200 bales of semi Vuelta 14as C.

Fischmann Returns

Mr. Suarez & Company kept the tobacco as Mr. Fleischmann from the company left this week for the north after having bought and sold most 14,000 bales of tobacco of all grades. The tobacco bought by A. Suarez this week, about 100 bales, were for a customer in the interior of the island. Mr. Rodriguez Mauri, of the well known factory, purchased several choice wrappers. Mr. Diaz & Co. received a lot of Vuelta Abajo tobacco from Egusquiza and besides, the above firm has orders from North Africa

for the very cheapest low grades, of which several houses of the Calzada are buying for their account.

A few days ago Ed. Finck, of the Finck Cigar Factory, San Antonio, Tex., arrived, and after looking after some interests in the Remedios section accompanied by Herman Diehl, bought 200 bales of good Remedios upper grades and Vuelta Abajo fillers.

Pollack Moves

Mark A. Pollack, Inc., in an attractive postal-card announced that they finally took possession of their new building at San Carlos Street, corner of Peffalver. As mentioned several times in former reports, this is one of the finest and most modern trade buildings of Havana.

The tobacco packers held another meeting, confirming again their former resolution not to buy a single bundle in any tobacco section unless the packing-laborers presented their firm and final tariff. Nobody seems to be in a hurry to make preparations for the coming buying campaign, recognizing that there will be plenty of tobacco and of good tobacco also.

Yesterday Mayor General Francisco Carrillo, ex Vice-President of the Republic, died at Santa Clara, after having been ill for several weeks. The funeral will take place tomorrow afternoon from the Senate Building.—GALLO.

Tariff on Tobaccos Not Yet Considered

Havana, Cuba, March 11.—There was a meeting of the House of Representatives yesterday afternoon to consider a protective tariff bill introduced by D. Zaydin and others, according to the Evening News.

The tobacco tariff measure has caused much comment, as it is one that makes no exception of the only means by which the florite American brands will get to Cuba. There is a large quantity of these goods smuggled into the island, and this law will not cause a decrease in this.

Those who see a danger to the tobacco industry of concealing a better reciprocity for Cuban tobacco into the tariff if this tobacco tariff bill is passed to Cuba. The loss to Cuban tobacco is there is no reduction in the price, while much greater than they suffer from the maintenance of the tariff, or the possible reduction in the present rate.

The tariff is discriminatory and it will draw the attention of the tariff to the Congress at Washington. The tobacco interests of the island have great influence.

It is predicted also that this tariff will be a part of the Cuban Congress and that it will affect the chances for getting a better reciprocal rate on tobacco from treaty action.

Increases Tobacco Import Duties

Washington, D. C., March 16.—The tariff commission increases the rates on tobacco imported into Egypt with which Egypt has no agreement, according to a statement received in the Department from Trade Commissioner A. C. Ay, at Alexandria.

On March 7, 1926, the general tariff duty on leaf tobacco is 82 piasters to 100 piasters on stripped tobacco, from 92 piasters per kilo, and on snuff and cigarettes, from 100 piasters per kilo. The tariff of the United States, by a most favored nation agreement, is to the benefits of the

Egyptian conventional rates, which remain as heretofore: On leaf tobacco, 80 piasters per kilo; on stripped tobacco, 90 piasters per kilo; on cut tobacco, snuff and cigarettes, 100 piasters per kilo.—LAMM.

Danville To Have Extra Sale

DANVILLE, Va., March 13.—The Danville tobacco season closed yesterday with small sales. The total amount sold on the Danville market at auction was 38,716,989 pounds, for \$6,087,916.91 at an average price of \$15.72 per hundred pounds. This was over two million pounds in excess of the total receipts for the previous season, though the average showed a marked decline of \$7.35 per hundred.

The price decrease is well understood in the Bright belt to be due to the inferiority of the crop and through no economic or extraneous cause. The Danville Tobacco Association will meet April 12 for a rendering of accounts of the past season and has authorized the holding of another sale next Friday which will be attended by all the big buyers. This is being done to give farmers delayed by snow from marketing their remnants to come in. The figures will not be included in the season's tally.

Co-ops are to Release the Planters' Warehouse

SOUTH BOSTON, Va., March 13.—It was announced here today that the Co-operative Tobacco Growers Association would release the Planters' Warehouse, upon which they have a lease as a delivery station here, and that the owner, T. E. Hodges, would again enter the open floor tobacco auction business. Mr. Hodges was formerly manager of the pooling station here since the organization of the association, but recently resigned his position. This warehouse will add the fourth warehouse to the open floor business next season, and there are reports that there are to be others to enter the field. The Edmondson Warehouse, which would have been five in the business, was destroyed in the big fire of last December.

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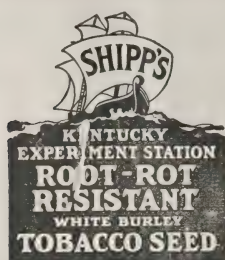
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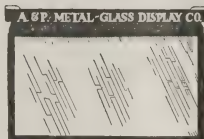
A test with a common variety showed tobacco grown from Shipp's seed to be worth about \$150 more to the acre! Yet they cost only

**\$1.50 per ounce
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Little or no resetting; topping and curing made easier; a regular stand of tobacco; these are the features of SHIPP'S Seed. Order NOW.

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Florida Field Much More Encouraging

**Cigar Filler and Wrapper Acreage Increases—Twenty-Five
Filler Average—Another Stemmy to Open—Seed
Developments—Seed Beds Prosper—Bright Leaf.**

QUINCY, Fla., March 13.—There is a general feeling of optimism over Gadsden county, Florida, and the south-eastern counties of Georgia, that are in the tobacco belt. For the first time in four years is there an appreciable increase in the acreage to be planted to the cigar wrapper and filler types.

The recent heavy sales have been sustained with a continued movement out of storage of old leaf, and most grades in the older crops will be moved out before this year's crop is harvested.

Cigar Fillers

Gadsden county produced large quantities of cigar filler tobacco, and within the memory of most of us here the American Cigar, General Cigar, Lorillard and the Consolidated, among others, contracted with the farmers for Florida sun grown filler tobacco. When that group was active the old official figures gave Gadsden county a crop well around 10,000 acres of tobacco. While not near that figure of late the acreage increase this year will climb, and the quality of the past few crops of cigar filler tobacco has been good, with the prospects that this business is again assuming permanency.

Leo Batt is the principal buyer of the filler types for some of the larger manufacturers, and this year he is again offering contracts for the sun filler at twenty cents, barn cured.

Florida fillers are primed, three to four primings or pickings usually being taken, air cured, and delivered in hands, string tied. At twenty cents most farmers are able to make money with this crop, and the net acre profit is, of course, dependent upon the yield. The average yield is a thousand pounds per acre, although frequently 1200 to 1600 pounds are made by the more careful growers.

Some of the leading American brands got their start with Florida fillers, and there are still some of the largest selling brands that carry a good proportion of well ripened, fully cured Florida sun grown tobacco in their makeup.

A Tobacco Industry

This is more than of passing interest, as has been remarked before in these letters. It demonstrates the adaptability of Gadsden county as a tobacco producing and handling center, and because of a labor personnel trained for many years in the proper handling of tobaccos, increased production can easily be handled here. The stripping season is still on in the factories, with stocks available sufficient to run for three months yet.

New Stemmy

Reports from Lake City, about seventy miles east of Quincy, state that the N. J. Jordan Tobacco Company has acquired a site there for a stemmy. N. J. Jordan, president of the company, will assume direct charge of the operations, and plans to be ready for work for April 1. From the reports reaching here concerning this new enterprise, some 125 strippers will be employed in the plant, which will specialize on Connecticut types.

Swisher Expands

The Swisher plant at Jacksonville has mapped out a production program for 1926 that promises to be one of the greatest in recent cigar history. This progressive organization recently ordered forty more machines for their fine Jacksonville factory, making a total of 100 machines to be in operation by July. The factories are far behind on their orders, and they have been working a night shift since October. It is planned to continue to work the night shift with the enlarged manufacturing facilities.

The size of the program is revealed when one considers that each machine is capable of producing 4,500 to 5,000 cigars per ten hour day, and that with the night shift going at full production the Jacksonville factory alone will reach

the 900,000 mark, giving this a daily production of over a million cigars. Edward and Hunter cigars and cigars are both Florida wraps; this company is now the largest for high grade Florida wrapper in the world.

John H. Swisher, Sr. and Jr., of the Swisher industries, were in Quincy, Fla., days ago making their purchase of choice Floridas. In an interview with TOBACCO's correspondent it was revealed that the recent Swisher gain is one of the most outstanding in the cigar business today. The total gain in five cent cigars of the company in November was 3,200,000. Of this increase the Swisher gain was more than half of it, or 1,700,000. In 1925 there were six million cigars less than during December, 1924, and Swisher sales on Florida wrappers were 2,600,000 more than the previous year.

Another interesting fact was revealed in this interview when it was stated that although the total five cent business increased but a little over one per cent during 1925, as compared with 1924, the Swisher group made a gain in their production in the period of 53 per cent over the previous year.

Florida Wrappers

When asked as to what he thought was the principal cause of his success, senior Swisher said that that was a large question; there were many contributory factors, all cooperating naturally, through the several departments of the business. But for their success was based upon quality all the way through. Air curing once secured their now standard blends they have never varied on the same high standard with which they began. And right on through, from the handling of the raw leaf, in the plants, to the cigar packing, they have insisted that these basic units be maintained, short cuts are never to hasten processes that long experience has taught them can be done successfully in only one way.

Much credit is due, Mr. Swisher said, to Mr. Coulter in the manufacturing operating departments, to his son, John H. Swisher, Jr., in the administrative technical features, to the sales men at the home office and in the several territories over the United States, and the use of the highest grade Florida wrappers, too," interjected John H. Swisher, Jr.

The use of the best grades of Florida wrappers has been one of the principal causes of the outstanding success of the Swisher brands, it was stated.

This company is now carrying a national advertising campaign through daily papers, backed up by a press copy to the jobbers and retailers, featuring their King Edward and other brands, both five cent cigars.

Seed Beds

The tobacco seed beds over the state are in splendid shape. Two have been fallen since the beds were set a month back, but with the exception of a few isolated beds no damage was done and the plants are making good progress, with every present indication the shade crop will start coming in March 20 to April 1, which is a normal time.

Bright Tobacco

W. B. Williams, manager of the Williams warehouse at Quincy, Fla., said that notice to all bright tobacco growers there will be ample plants for the farmer contemplating growing the bright leaf. There has been an early

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among the cigarette growers s, but with a returning spirit sm among the growers there, will be a plant shortage on ns. To relieve such a condition has provided large seed beds n to take care of those grow ailed to sow on time, or wh able to handle an increas

onger Sales Season

a concerted effort being mads south Georgia cigarette territ tend the selling season from s to eight or ten weeks. It is at the present sale period is for many of the planters to get properly prepared in time for his is to be put up to the "Big

Revised Reports

matter of great importance e generally is a revised meti- rting daily sales and average s. Quincy contingent has long e at the splendid prices and rges often reported from vari- a floors during the bright s season. Personal investiga- ten found that either the ed in his make up, or the re- nated his daily reports rather them off of the tally books. body up in the Georgia belt all for a shown down on this n prices and tonnage, and, evi- of 1926 reports emanating from a markets will be nearer the those that have been sent out g past two years.

g sales have always been d accurately, and although the ex- ports sent from there it other ad their bad effects here the dusty as a whole rather than e regular market. We know of s through this territory where s, having read of exceptionally pri, having been paid for the le on certain markets, drove rns to those markets with high tatis, is now to find that when they ere price was not so good. The ointment had a bad effect upon ent siasm and interest in further etic. So now it appears that the e Georgia reports will be only the mist truth, and that is as it

Florida Increases

reports of intentions to plant 1926 is indicated that there will ncrease in the acreage of ciga- totes in the north and west a counties, and a decrease over outh Georgia area. There were a r sections in west Florida that e, exceptionally fine crops in 1925, lay around Lake City. The total a-Georgia cigarette tonnage will y, a little less than that of it little new territory to be u his year. This in face of re- to the Carolinas of a probable ecrease in 1926 after a not favorable season just com- ose in the Carolina belt.—

Pluchah Prospects

(Continued from page 21)
n these grades has been sharp, and common grades of leaf have rrag, and prices have been about e last week. Common trash have been a little easier than last
tatis: Good leaf, 25 cents to 30 cents; medium leaf, 18 cents to 25 cents; good common leaf, 14 cents to 18 cents; common leaf, 8 cents to 14 cents; good leaf, 4 cents to 8 cents; good leaf, 2 cents to 7 cents; medium lugs, 2 cents to 4 cents; common lugs, 2 cents to 4 cents.
Weather has been unfavorable for

turning plant beds, and sowing seed. This work should soon be finished, and no doubt a good deal of preparation for the new crop will be made during the present month.

There has been some trading in old stocks of both leaf and lugs, but the volume of business has been small.—W. B. KENNEDY & SON.

Weather Affects Sales at Springfield

SPRINGFIELD, Tenn., March 13.—Due to unfavorable weather, deliveries were light this week. No material change in market conditions.

Sales for week 368,530 lbs.
Sales for season 7,382,725 lbs.
Sales last season 9,182,190 lbs.
Average for this week \$13.22
Average for this season 15.86
Average for last season 20.38

Quotations

Trash \$2 to \$5
Common lugs 5 to 6
Medium lugs 6 to 9
Good lugs 9 to 15
Fine lugs 15 to 20
Low leaf 4 to 10
Common leaf 10 to 20
Medium leaf 20 to 25
Good leaf 25 to 35
Fine leaf 35 to 36
—J. W. HAYES TOBACCO COMPANY.

Hopkinsville Average, \$7.89

HOPKINSVILLE, Ky., March 13.—Total tobacco sales for official week ending Friday, 1,052,504 pounds; average price \$7.89 per 100 pounds. Sold to date of the crop, 20,283,415 pounds; average price per 100 pounds, \$9.95. Sold to same time last year, 12,356,095 pounds; average price per 100 pounds, \$12.84.—J. W. HANCOCK, president, Hopkinsville Tobacco Board of Trade.

New Lincoln Pipes Soon

Preparations are now being made to introduce many distinctive shapes in the Lincoln Pipe Company's line. Workmen are busy at the plant, 36 Devos street, Brooklyn, N. Y., and Manager Jobey hopes to have his new samples ready for the jobbing trade before the end of the month.

Uncle Sam's Vast Wealth

The United States Treasury to-day holds gold coin and bullion of the value of \$3,718,345,736.14, says the "Washington Post" in a recent issue.

This vast wealth is stored in the vaults of the assay office in New York city and in the various mints throughout the country, only about \$5,000,000 in Washington. The hoard of gold now being held in the Treasury represents approximately 45 per cent of all the gold bullion and coin in the world. Just how much more is stored in the vaults of banks and trust companies with other financial institutions is not recorded.

Comparatively little of the metal gets into actual circulation, but is represented by gold certificates, of which there were outstanding at the beginning of the current month \$1,707,776,149. Of the remainder of the supply, \$656,749,035.12 is the gold fund of the Federal Reserve Board and \$154,188,886.20 is reserve against outstanding United States notes and Treasury notes of 1890. Gold in the general fund amounts to \$199,631,665.82.

Uncle Sam holds also \$457,031,345 in silver dollars in his strong box, besides a few tens of millions in "subsidiary coin" for small change.

To be fossilized is to be stagnant, unprogressive, dead, frozen into a solid. It is only liquid currents of thought that move men and the world.—WENDELL PHILLIPS.

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COMMISSION MERCHANTS—EXPORTERS
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HAVANA LEAF DEALERS

Raimundo Cabrera 152/158 (Industria)

Habana, Cuba

P. O. Box 495

Cable ANTERO

records on the '23 crops. Attorney pool objected to questions on the pool's marketing costs, verified when Attorney Hill right to know as bearing on n of whether or no the pool cinue.

the farmers' battle lulls for the There will be nothing definite the hearing is resumed

releases in all sections are going the most enjoyable task of the best crop grown in many wanted signs are common tobacco belt, and this secstate is booming as it has not

re twenty-four cars of toed here last week, and five-ere dispatched. Among the he market last week were of E. Rosenwald & Bro.; Harley Jefferson and A. J. the Fendrich Company.—

Tobacco Trade

the pre-war years, 1909 to 1919, of leaf tobacco steadily average for the five years ingo 51,026,000 pounds. Dur-ey years of the war period leaf tobacco into the coun-ered about 40 per cent from 3 ports, but in 1917 and 1918 was small increase, giving an f the five years, 1914 to 1918, 21,0 pounds; but, as was the nely every European country, s tks were replenished as soon wai was over, causing excessive 1919 and 1920 Spain im- more than 70,000,000 pounds each ve much greater amount than mported in any previous year. th imports of leaf tobacco had to 2,766,000 pounds and again ned to a record low figure 38,0 pounds.

amount of tobacco which Spain om the different producing es widely from year to n general, the Philippine Islands prial source of supply, with ed rates second. Of the total m rts the Philippines supplie the United States 30.6 per cent, and Cuba 2.7 per cent, thear period, 1914 to 1918, the nes applied 44.2 per cent, the Stav 24.6 per cent, Brazil 12.7 ar Cuba 7.8 per cent. For the 14 to 1915 a total of 18, pouls was imported from the astudies, but nothing more in riod. Since the war the on n the amounts purchased vious countries are quite pro- Ir 919 the United States sup- 836 0 pounds, or 45 per cent of 0,422,000 pounds imported; pnds, or 3 per cent of the 659 0 pounds in 1920, and 10- out of a total of 42,766,000 or 2.2 per cent in 1921. Brazil 22,000 pounds, or 3 per cent total leaf imports in 1919; 21-

996,000, or nearly 30 per cent in 1920, and 4,826,000 pounds, or 11 per cent of the total in 1921. The purchases of leaf tobacco from the Philippines were more regular, amounting to 24,244,000 pounds, or 34 per cent of the total in 1919; 30,319,000 pounds in 1920, and 17,570,000 pounds in 1921, which in each year was 41 per cent of the total amount imported.

The tobacco purchased from the United States consisted chiefly of low medium, leaf, medium, and low lugs.

Porto Rican Outlook

SAN JUAN, P. R., March 10.—There are already large lots of tobacco curing and the farmers are satisfied with the quality this year, but, of course, the quantity is far less than it was ever expected.

There are small lots changing hands from the small farmer to the more important farmers, at prices reigning from \$20 to \$30, but just a few days ago I was informed by the Farmer's Association that Pedro Cruz, of Aibonito, sold to Juan Gonzalez, of the same town, a lot of about 100 quintales at the price of \$35.

For three years the tobacco districts have not seen so little rain as this season, and in its consequence the tobacco which has developed in spite of the drought is what we say here of "quality."

Towards the end of this month it can be said that the bulk of the crop is harvested, so that within another month most of the farmers will have their lots ready for sale.

Rainfall last week was as follows:

Aibonito	0.25
Cayey	0.03
Cidra	0.28
Comerio Falls	0.52
Corozal	0.95
Jayuya	0.16
Juncos	0.00
Manati	0.54
Utua	0.75

—MIRAMONTES.

Revoke Ban on Girl Teacher Who Smoked

TRENTON, N. J., March 16 (AP).—Education Commissioner John H. Logan set aside today the decision of the State Board of Examiners to refuse a permanent teaching certificate to Miss Helen Clark, of Secaucus, who was accused of smoking cigarettes and in other ways disturbing the peace and quiet of New Jersey.

Mr. Logan said the examiners had not investigated the grounds on which the county superintendent refused to certify the teacher, and he ruled the case should have the same status as before the examiners took action.

CEDAR RAPIDS, Ia., March 13.—Lyman's Smoke Shop, No. 3, is to open at Second avenue and First street very soon.

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VEGA BAJA, PORTO RICO



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TOBACCO

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Tobacco from Porto Rico		Cigarette Paper from Nair	
S. S. San Lorenzo	—March 8	S. S. Collamer	—March 9
Barrels		Cigarette Paper from Bora	
M. Dvys & Co.	60	S. S. Collamer	—March 9
Consolidated Cigar Corporation	1035	American Tobacco Co.	—March 9
Rosenstadt & Waller	61	Briar Pipes from Londe	
Durlach Bros., Inc.	211	S. S. Menominee	—March 9
Porto-Cuba Corporation	5	Delacour & Lewis Corporation	—March 9
R. Baker	8	Briar Pipes from Ham	
L. Hirsch	2	S. S. Andonia	—March 9
Kohlberg, Gonzalez & Co.	30	F. Murray Hill Co.	—March 9
Madera Tobacco Co.	214	Pipes from Havre	
S. S. Caracas	—March 8	S. S. Shodack	—March 9
Barrels		Cigarette Paper from Ham	
Durlach Bros., Inc.	600	F. Murray Hill	—March 9
Hamberger Bros. & Co.	55	Thomas & Pierson	—March 9
Rosenstadt & Waller, Inc.	25	S. S. La Savoie	—March 9
Stern-Mendelsohn Co.	134	Cigarette Paper from Ham	
Stern-Mendelsohn Co.	10 bales	C. B. Richard & Co.	—March 9
Tobacco from Havana		F. W. Woolworth & Co.	—March 9
S. S. Siboney	—March 10	A. Oppenheimer & Co.	—March 9
Bales		Pipe Clay from Puerto Lim	
M. Rodriguez	6	S. S. Tolna	—March 9
General Cigar Co.	275	Gray Process Corporation	—March 9
M. Boucher & Sons	40	Weather and Warning V	
E. Rosenwald & Bros.	10	ry Virginia Grow	
M. Cueto	12	DANVILLE, Va., March 13.	
H. Duys & Co.	18	are apprehensive over the effect	
P. Lorillard & Co.	200	ish weather which has brought to	
E. R. Montero	8	snow falls in this section with a	
Bayuk Cigars, Inc.	5	and temperatures touching the	
S. Rupp, Inc.	21	degree mark. Many tobacco be	
On order	25	ready sprouting and although	
Barrels		by canvas it is feared lest it	
Friend & Co.	18	shoots have been frost bitten.	
M. Boucher & Sons	30	The warning just given to pw	
M. Lopez & Co.	60	the bright as well as the darbe	
E. Rosenwald & Bros.	96	to over-produce during the cu	
E. P. Cordero & Co.	17	son is having marked effect. Th	
M. Pendas	10	of price collapse in the event t	
American Cigar Co.	116	is gluttoned is being headed b	
Hanover Cigar Co.	2	farmers are reported to be pri	
H. Oppenheimer & Co.	22	follow the advice.—TETLEY.	
Punch Cigar Co.	15		
S. Rupp, Inc.	46		

To protect buyers of Porto Rican tobacco the Government requires the affixing of a Government Guarantee Stamp to every box of cigars and every bale or barrel of all-Porto Rican tobacco leaving the Island. Look for these stamps.

One Cigar in Every Five Contains Porto Rican

NEARLY 15% of all leaf tobacco used in the manufacture of cigars in the United States is Porto Rican.

There is enough Porto Rican leaf used, when blended with other tobacco, to provide "filler" for one in every five domestic cigars.

Three of every 100 cigars consumed in the United States are imported from Porto Rico. Last year imports of Porto Rican cigars increased 27.56%, a larger gain than was shown by any other type. It was the biggest Porto Rican year since 1920, and the second largest in history.

Far-sighted manufacturers, jobbers and dealers will give thought to this decided trend toward Porto Rican tobacco.

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Legal Lore

Cutter Again on His Willingness To Hold a Price

rent article discussing a case of price fixing, the defendant, a manufacturer of trade-marked merchandise, offered a price cutter and later upon his promise to thereupon hold the price. The court held that an agreement to hold the price was pretty much

another case involving the point in which the court emphasized that I had, but says that such an arrangement is a restraint of trade. The point is that a manufacturer, for instance, a watch which he wants to sell for a dollar watch. He sells the watch to a department store and the manufacturer exploits it off and on his trade. All court deems that he had or course a right to do that.

department store expresses its objection to the list again and indirectly to the manufacturer if he will put him back he will put him back he will put him back. If that isn't an agreement to maintain a price I don't know what it is, yet the court that determines a case which I discussed, says that it isn't. It is because it gives the manufacturer an additional weapon against the

case I shall discuss now was by the United States Government. Richard Hudnut, a New York manufacturer of trademarked goods, sells retailers direct and his customers scattered all over the United States. He is very particular about his goods, and his price of fifty-three retailers who to do it. Every one, however, eventually decided to go along, and the giving of a promise not to offend, I were put back on the sell-

ment said this amounted to a promise because it eliminated all competition between the retailers who sold his goods. And the contention was, but one answer to it, of which Hudnut does only a small part of the business, that plenty of retailers make and sell the same goods and therefore nobody who is in the line of goods is obliged to

throw the case out, but that it was a close situation. I think the decision:

very useful to review in detail. Fifty-three cases of retailers who defendant sold its goods, and the court cut off for price cutting. These are but a small number of 100 customers, who purchase in large quantities. I should not regret that is a reasonable one, except in the case of the Supreme Court in the case of *U. S. 441*, *Beecham v. U. S. 441*, decided by a majority. That case, however, involved a suggestion by a seller of a resale price, with a promise that further dealings would be made if the customer cut the price, was unlawful under the

truth that the distinction between a promise by word or conduct, to a selling price on merchandise, and a warning that the price is not maintained future will be withheld, is delicate, and should be accompanied by circumstances as to show conclusively that contract is really made. Yet a difference, and, if it is not ob-

served, the right to refuse to sell to a customer, who does not by his conduct satisfy his vendor, will disappear. Certainly reckless pricecutting cheapens a product in the eyes of the community, and often greatly injures its future marketability and value. On the whole, there were among the seventy-three cases very few instances indeed where Hudnut's salesmen, even with the inevitable enthusiasm of such persons, did anything like make an agreement to fix a resale price.

"If some salesmen have occasionally done things which may merit criticism, there is not only admittedly no monopoly on the part of the defendant in toilet articles, or anything approaching it, but there is no body of transactions which merit condemnation for violation of the Sherman Act.

"The bill is accordingly dismissed."

After all, it is comparatively easy for a manufacturer and a dealer to imply a perfect agreement that a price should be maintained, without putting it in words. For instance, take the manufacturer of the dollar watch again. He says to a price cutter: "You know my price on that watch is a dollar. If you can't see your way clear to sell it at that I won't sell you any more." "Very well," says the cutter, "go ahead. I can't allow you to dictate what I shall sell my goods for." Accordingly he is cut off, but finds it inconvenient to do without the watch so he says to the manufacturer: "What about your putting me on the list?" Now if at that point the manufacturer should say: "I'll put you back only, on your promise not to cut the price," he may be violating the law—I confess I do not know precisely where the line is. But if he says, "Why should I do that and get into the same trouble again?" And the one-time cutter should reply something like: "You put me back—you won't have any trouble." I should still think it amounted to an agreement, but two courts disagree with me.—Copyright, 1926, by Elton J. Buckley.

Tobacco Trade With Uruguay

Development in the United States trade with Uruguay both in cigarettes and leaf tobacco is shown in the following table compiled from reports of the Division of Statistics of the Department of Commerce:

	Exports of Cigarette and Leaf Tobacco from the United States to Uruguay	
	Cigarettes Number	Leaf Pounds
1918.....	280,000	61,186
1919.....	2,195,000	49,544
1920.....	677,000	91,770
1921.....	1,092,000	62,144
1922.....	1,557,000	55,932
1923.....	3,215,000	49,808
1924.....	6,185,000	80,787
1925 (Jan. to July) ..	4,040,000	25,803

Dixie Types in Favor

American leaf tobacco of the Kentucky and Virginia types finds a favorable market and is being introduced in increasing quantities. Brazil, however, supplies about 66 per cent of the total imports of tobacco, and Cuba, Argentina and Paraguay are also important sources of supply. The United States at present occupies a minor position in the leaf tobacco trade, furnishing less than 4 per cent of the total leaf imports. Tobacco production in Uruguay is declining. It has been stated that neither the climate nor the soil is adaptable to the crop, and the home grown product is unable to compete with the imported article. This factor, added to the fact that the Uruguayan peso is increasing in value, creates an opportune time for the introduction of American tobacco into Uruguay in greater quantities.

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Exclusively Inland

CAGUAS,

PORTO RICO

RUIBAL & MATANZO

Growers & Packers of Porto Rico Tobacco

JUNCOS, PORTO RICO



Listed Tobacco Stocks

Closing Prices Monday
Reported by Marketwys

	Bid	Asked
American Snuff	140	141
American Snuff pfd.	97	101
American Sumatra	111 1/2	112
American Sumatra pfd.		*120
American Tobacco	115	115 1/2
American Tobacco pfd.	108	109
American Tobacco "B"	113	114
Consolidated Cigar	59 1/2	60
Eisenlohr & Bros. pfd.	94	99
Eisenlohr & Bros. com.	15	15 1/2
General Cigar new	53	54
General Cigar old	108	109
General Cigar pfd.	111 1/4	115
General Cigar deb. pfd.	111	117 1/2
Liggett & Myers	80	81
Liggett & Myers "B"	80	80 1/2
Liggett & Myers pfd.	123	124
Lorillard, P.	39 1/4	39 1/2
Lorillard, P. pfd.	110	115
Reynolds, R. J. Co. pfd.	125	125
Reynolds, R. J. Co., "B"	94 1/2	94 3/4
Tobacco Products	106 1/2	106 3/4
Tobacco Products	106 1/2	106 3/4
Tobacco Products "A"	109	110
United Cigar Stores	96 1/2	97
United Cigar Stores pfd.	116	118
U. S. Tobacco Co.	59 3/4	63
U. S. Tobacco Co. pfd.	112 1/4	115

*Offered.

Inactive-Unlisted Stocks

Closing Prices Monday
Reported by Stone, Prosser & Doty

American Cigar	115	118
American Cigar pfd	97	99
Bayuk Cigars	40	41
Bayuk Cigars 2nd pfd.	99	102
British-American Tobacco	26	26 1/2
Continental Tobacco Co.	14 1/2	15
G. W. Helme Co. new	70	72
G. W. Helme Co. pfd.	114	117
J. S. Young	128	132
J. S. Young pfd.	103	109
Imperial Tobacco	24	25
International Cigar Machine	65	75
Johnson Foil	80	90
McAndrews & Forbes	175	180
McAndrews & Forbes pfd.	100	102
Mengel Co., com.	35	40
Philip Morris	21	22
Porto Rican A. T. Co.	70	79
Universal Leaf com.	60	63
Universal Leaf pfd.	99	101

\$350,000 Rental for Store

The Schulte Cigar Stores Company leased the large corner store in the Hotel York, at Seventh avenue, northwest corner of Thirty-sixth street, New York, of the York Operating Company (Manger Bros.), for a long term of years, at an aggregate rental of approximately \$350,000.

Geo. H. Giles

George H. Giles, 46, general manager of the insurance department of the P. Lorillard Company, 119 West Fortieth Street, fell dead last Thursday afternoon on West Forty-second street, New York.

PRINCE
ALBERT

—no other tobacco is like it!

Seek Dark Crop Dissolution

(Continued from page 3)

sets among its creditors, members and stockholders, as their interests are made to appear."

Besides the association, the action cites as defendants the Growers' Warehousing Corporations of Hopkinsville, Paducah, Mayfield, Murray, Henderson, Bowling Green and Owensboro, all of which are subsidiaries of the association; the War Finance Corporation, Washington; Brown Brothers & Company, New York bankers, and the Intermediate Credit Bank of Louisville. The three financial institutions are cited as creditors of the association.

The suit was filed by C. S. Sively, Memphis attorney; J. W. Rankin, Martin, Tenn., attorney, and the law firm of O'Rear, Fowler & Wallace, Frankfort, Ky.

In filing it Mr. Fowler and Mr. Rankin declared that the suit was not filed in connection with any interest or corporation, but that it was "purely a farmer's suit to preserve the assets of the association."

Hearing on the motion for a receiver will be before Judge Charles I. Dawson, April 2. The suit will be placed on the Federal Court docket at Paducah. It was brought to Louisville to be filed, it was explained, because W. A. Blackburn, deputy clerk of the United States District Court at Paducah, is in Louisville, filling the office of Lilburn Phelps, clerk of the court, who is ill.

Plaintiffs' Contentions

The plaintiffs contend that the association's liabilities total \$10,000,000, and that its assets, including all tobacco in its warehouses, "do not exceed \$5,800,000."

"The association is, therefore, insolvent, and has been at all times since its organization," the petition states. "Its extravagance, gross mistakes and flagrant mismanagement, has lost to it the confidence of its members, as well as the confidence of those who were in sympathy with its purpose and had extended to it almost unlimited credit. None of its members who grew tobacco in 1926 will be under any further obligation to market or sell their tobaccos through the association, because the contract has been breached and cancelled at the invitation of and by with the consent of the association."

As a basis for the allegation that the contract has been broken, the plaintiffs cite a resolution passed by the board of directors of the association which released the members from their contract during 1925. The plaintiffs say it was "not competent" for the directors to decide to relieve the members of their pledges for one of the five years covered by the contract, and that to do so "was to commit a fraud against the rights of the creditors of the association, as well as the loyal members thereof."

The plaintiffs state that approximately 25,000 of the association's 70,000 members reside in Tennessee.

They say that they have not received final payment for the pools of 1922, 1923 and 1924; that the association, according to its financial statement, as of January 1, 1926, owes approximately \$1,500,000 on its warehouse properties, and that it already has deducted three-fifths of a cent a pound from their tobacco to apply on the purchase of the warehouses. "Many of which are now idle"; that the association threatens to deduct more than the legal maximum of three-fifths of a cent a pound for this purpose, and that the association has an accumulation of approximately 57,000,000 pounds of to-

bacco on hand remaining out of the several pools which accumulation is characterized by the petition as a "menace" to the stability of the market and price of dark tobacco.

The plaintiffs say that they and those for whom they bring the suit are entitled to have the association "dissolved, an accounting and settlement of its affairs, including the three pools in question (1922, 1923 and 1924), and to have refunded to them the net proceeds of all their tobaccos, after advancements and customary charges and expenses for handling and marketing have been deducted; that they are entitled to have the tobaccos on hand sold and the warehouse properties sold, and after paying the debts due the War Finance Corporation, Brown Brothers & Company, and the Intermediate Credit Bank of Louisville, and other creditors, and after paying the balance due on the warehouse properties, the proceeds shall be pro-rated among the members of the association, according to their respective claims against it."

"The plaintiffs further are entitled to have the loan of \$1,000,000 to the Green River District, with interest, deducted from the proceeds of the tobaccos of all members who received any part of the loan, and to have said funds refunded pro rata to those whose tobaccos produced it," the petition adds.

Tri-State Co-op

(Continued from page 3)

Meekins Wednesday in Raleigh, follows in full:

"The cause coming on to be heard before Hon. Isaac M. Meekins, judge of the district court of the United States for the Eastern District of North Carolina, and there having been exhibited to the court the bill of complaint in equity against the defendant, Tobacco Growers' Co-operative Association, wherein the plaintiffs ask that a receiver be appointed to take charge of and administer all the assets and properties of every kind and description of the defendant, both real, personal and mixed, and for an order to show cause thereon, and thereupon, the court being fully advised in the premises, and the said bill having been duly filed.

"It is now ordered that the Tobacco Growers' Association, being served ten days prior to the return date hereof, a copy of said bill of complaint, and of this order, show cause, if any it has, on the 22nd day of March, 1926, before the undersigned in chambers at Fayetteville, North Carolina, why the court should not grant the relief prayed for in said bill of complaint.

"It is further ordered, adjudged and decreed that pending said hearing the defendant be and it is hereby restrained and enjoined from transacting any unusual business, from selling any tobacco or any of its property, from instituting any suits whereby its present status may become materially changed, and from carrying on other than such business as may be necessary for the operation of said association in due course.

"Done at chambers, in City of Raleigh, March 10, 1926."

Injunction Modified

Upon motion of Major W. T. Joyner, counsel for the association, the following modification of the order was signed later:

"This cause again coming on to be heard upon motion of the defendant for a modification of the temporary restraining order heretofore issued herein, it is thereupon, by consent of Jones & Horton, solicitors for the plaintiff, ordered, adjudged and decreed that the said restraining order be and the same is hereby

modified in so far as the defendant is restrained from selling tobacco; it is ordered that the defendant is hereby permitted to make approximate sales of tobacco in due business.

"One at chambers, at Raleigh, this 10th day of March, 1926."

While the bill in equity is largely of a rehearse of the charges by Senator Person in his original Judge J. Lloyd Norton, it was stated yesterday that much more will be used in presenting the case to the court than has been the case heretofore, and that a large amount of evidence will be collected by affidavit, otherwise for presentation before the court when the hearing is held in order to show cause.

Generally, the complaint charges fraud and misrepresentation in the use of members for organization of the association some years ago; extravagance and wastefulness in management during its operation; and the use of funds by payment of excessive salaries to directors, attorneys at law of the association; diversion of funds of paid representatives by allowing them to operate re-drying plants for profit in drying the association's alleged personal property; resulting, thought these men and their families, from the association; and the use of subsidiary companies to the association into which funds of the association were diverted wrongfully; and the use of huge sums of the members' money in publicity in an "effort to keep the association in the public eye" and conducting of expensive public relations in Congress and the State of North Carolina, South Carolina and Virginia.

All of this has resulted, the complaint alleges, in tremendous losses to the association, and in the loss of its assets in excess of \$37,000,000 (this difference between payment made to tobacco to growers in 1922, 1923 and 1924 at the rate of \$16.28 per hundred pounds and the alleged value of it to the growers at the rate of \$24.80 per hundred pounds. In 1922, 1923 and 1924, the total value of the tobacco was 446,000,000 pounds, which were handled. It is further charged that the association is insolvent, and that the tobacco now on hand is already pledged beyond its real value; and that the association now owes growers' loans of \$1,500,000 in 1922, 1923 and 1925 (which it is unable to settle with them) and that the tobacco on hand is already mortgaged.

Those entering the bill of complaint in the Federal Court in this action are: Senator Person, J. C. Loveless, J. H. Butcher and J. F. W. of Virginia.

It is alleged that the contract was entered into with Senator Simmons was different from that signed by the ordinary tobacco growers. It is alleged that the tobacco growers have been advised by officers of the association to sell their tobacco on the market, it is charged, thus working to the disadvantage of the tobacco growers. In grading tobacco, it is alleged, the higher grade has been placed in the market when sold than when received from the planter, the difference in price being placed in the treasury of the association.

Members have been assessed for the purchase of properties, the court says, and discrimination has been made in this, which makes an accounting necessary.

Senator Simmons recently issued a statement denying that he had given a special form of contract to the tobacco growers. However, Judge Horton indicated that the association will be required to produce the Simmons and other contracts in open court.—HAD.

Chond Fire Destroys Big Warehouse

Chamberlayne Loss \$40,000—Whitlock Branch Plans Revised
 —Plans Not to Give Up—Improving Conditions—Official
 Firm Report—Foreign Buying Decreases.

Richmond, Va., March 14.—Approximately 2,000 pounds of leaf tobacco destroyed in a fire that swept through the plant of the Chamberlayne Tobacco Company here early on Monday morning, entailing a loss to the company estimated by R. S. Chamberlayne, Jr., president, at \$30,000 to \$40,000. The fire originated in a drier, and spread with remarkable rapidity, destroying one of the most spectacular cities has witnessed in many years. A piece of fire fighting apparatus in the city was called into action to protect the warehouse district. The companies and two truck companies poured water into the fire for hours. The tobacco was stored for shipment and the world and was ruined. Several of the seventy-five employees in the building had narrowly escaped from being trapped by the fire. R. S. Chamberlayne, Jr., president of the company, stated that the company had been insured and that it would resume work within a few days. The tobacco destroyed was estimated at \$40,000, and the damage to the building will run the amount up to approximately \$75,000.

Plans Revised

Plans for the six-story addition to the Whitlock branch of the P. Lorillard Company here, which it is estimated will cost the neighborhood of \$500,000, which bids were recently received from local contracting firms, are under revision. All of the plans have been rejected, and the revised plans are expected to be put on the drawing boards in the next few days.

Plans Continue

Cooperative marketing of tobacco in Virginia and North Carolina will be continued next year regardless of the failure of the South Carolina tobacco growers to sign the new contract in sufficient number to insure the continued operation of the Tobacco Growers Cooperative Association in that state, with the directors of the present contract. It is the prediction of Oliver J. Chamberlayne, Jr., chairman of the executive committee of the board of directors of the Tobacco Growers Cooperative Association and president of the American Tobacco Company here. Mr. Sands declined to make any comment on the probability of the defection of the South Carolina growers to the future of the association.

Directors of the association are planning a drive in the old belt states and North Carolina to secure sufficient sign up to the new five-cent rate that will insure the continued operation of cooperative marketing in the next year. The objective, according to General Manager R. R. Sands, is a sixty-five per cent sign up to a minimum of fifty per cent.

Situation Better

Reports received at the local offices of the cooperative association here picture a situation in South Carolina as improving, and local officials point to the fact that growers have still until the middle of the season to sign the new contract. The drive for members is well advanced. The limit is not up until the middle of the year, and by that time the tobacco growers will have reached their decision and fall into line. The situation of the higher officials is improving.

Due to low tobacco prices in western states, with the abandonment of active marketing in that section, it is expected that an object lesson to growers of what will follow if the association is disbanded this

In a letter, received here from an official of the Federal Farm Loan Bureau at Washington, the situation in Kentucky is described as follows: "In western Kentucky the cooperative association suspended at the end of the 1925 crop. In the face of a short crop of good quality tobacco prices dropped off as much as forty per cent below the prices of 1914."

Growers Desperate

"The growers became desperate and disorders were narrowly averted in several instances. The association was flooded with petitions from non-members asking the re-opening of the association warehouses. The loyal members of the association appear to be willing to stand pat and drive the lesson home so that the association will come back next year."

This reduction in prices in western Kentucky, according to local tobacco men of prominence, did not follow as the result of the abandonment of cooperative marketing in that section, but was due to the growing use of domestic tobaccos by foreign countries, and the consequent restricted market for American tobaccos.

The withdrawal of Italy as a purchaser of American dark tobaccos, and tobaccos by England, is the cause behind the tobacco slump, they say, and point to the warning issued by the Tobacco Association of the United States against a large crop of tobacco this year as resulting in financial disaster to the southern growers.—JACK.

Will Seek to Bring Order Out of Chaos

DANVILLE, Va., March 13.—Depositions in the pending suit brought by growers against the tobacco pool will be taken in Raleigh Thursday. The following day the directors of the pool meet to restore order out of chaos and to reorganize the farmers' organization. The depositions taken on the previous day will be available to the directorate which will, it is understood, give those persons named in the affidavits an opportunity of being heard. The proposed plan of action is viewed with significance and many believe that the effort to make three officials or former officials of the pool to pay back \$500,000 redrying profits into the pool treasury will never actually go to court.—TETLEY.

Object to Full Chinese Cigarette Tax

SHANGHAI, China, Feb. 24.—The local head of the Chinese Cigarette Tax Bureau has officially announced that he will collect this levy in full. As the merchants are accustomed to paying only 50 per cent of this tax, a practice allowed because of the recent troubles in this vicinity, they are now rousing themselves to take an active stand against the full imposition and collection of the revenue.—ORIENTO.

Farmville Figures

FARMVILLE, Va., March 13.—The Farmville tobacco figures are recorded thus:

	Pounds	Aver.
Sales prev. reported	4,803,870	\$15.00
Sales this week	48,740	9.30

Totals 4,852,610 \$14.95
 Sales same date 1925 4,504,260
 —DUNNINGTON & COMPANY.

Canada Sails for Home

SHANGHAI, China, Feb. 26.—Frank H. Canaday, of the British-American Tobacco Company, sailed from Shanghai on the President Cleveland on Thursday for his home in America.—ORIENTO.

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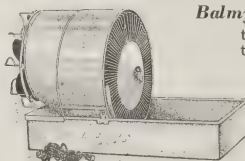
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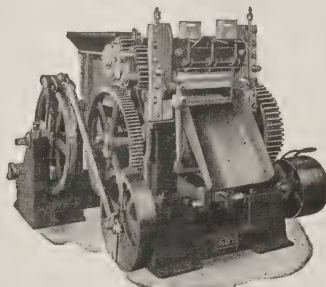
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Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, counsel and managing director.

C. V. Poolers Fined for Selling Outside

HARTFORD, Conn., March 13.—Three members of the Connecticut Valley Tobacco Association have been fined approximately \$4,200 for alleged violations of their contracts of membership in the tobacco pool, committed, it is alleged, when they sold their 1925 tobacco crops to independent brokers without getting the required permission from the association, says the Hartford Courant. A fourth member, who also is alleged to have sold to an independent broker, is being sued in superior court by the association for \$1,500 alleged damages.

The four men are William Mulcahy of Hillstown, Richard Devitt of Burnside, D. J. Grant of Wapping and Michael Leahy of Suffield.

\$25,000 Suit Brought

The tobacco association has instituted suit in the superior court against Steane, Hartman & Company, to whom Mulcahy and Devitt sold forty acres of tobacco or approximately 38,000 pounds, for the return of the tobacco to the association and for \$25,000 damages, according to Judge Solomon Tisner, who represents the tobacco brokers. The association has also asked the court to enjoin the Steane-Hartman Company from selling any of the tobacco pending the determination of the suit.

The association issues permits to its members, allowing them to sell their tobacco to third parties, when necessity demands that they sell. None of the four men applied for a permit but sold their contracts, Joseph W. Alsop, president of the association, said yesterday.

Mr. Alsop said the membership contract provides in case any member violates his contract by selling to a third party without first obtaining a permit that such member is liable for damages at the rate of 6 cents a pound for every pound sold.

"The accounts of William Mulcahy, Richard Devitt, and D. J. Grant covering the 1923 and 1924 tobacco crops with this association are free of any encumbrances and also show that substantial equities belong to them. We have charged these fines against their accounts and as far as we are concerned, the matter is closed as to them," said Mr. Alsop.

Continuing Mr. Alsop explained the grounds upon which the association started suit against the Steane-Hartman Company. Under the contract of membership in the tobacco pool, the member agrees to sell all of his tobacco acreage to the association, which Mr. Alsop construes to mean that the forty acres which Mulcahy and Devitt sold to the Steane-Hartman Company did not belong to them, but belonged to the association under the contracts. Accordingly the association, which claims to be the owner of the tobacco, will seek to have the superior court compel the Hartman company to turn over the tobacco to it, Mr. Alsop said. In the meantime, the association has asked injunction staying the sale of any of the tobacco until the legal rights of the parties are decided by the court.

Sheriff Has Complaint

The complaint which has been served

on the defendant is now in the hands of Deputy Sheriff Lord. Mr. Elsner would not comment on the suit further than to say that \$25,000 damages had been asked and that the association is suing on seven counts. Francis W. Cole, of Robinson, Robinson and Cole, counsel for the association, refused to comment on the matter.

A member of the firm of Steane, Hartman & Co., referred all questions to the company's attorney, Judge Elsner. He did say, however, that at the time the company bought Mulcahy's and Devitt's tobacco, that no thought was given as to who owned the tobacco, the brokers assuming that it belong to Mulcahy and Devitt.

Calls It "Sporadic Outbreak"

Mr. Alsop has little fear that the continued selling of 1925 crops by members to third parties will work havoc with the association. He said that the resulting fines would prove lucrative to those members who keep their contracts. He doubts that the few persons who do sell in violation of the contracts can do much harm to the 4,000 members of the association.

These "sporadic outbreaks" occur at times and are to be expected in any large organization, said Mr. Alsop.

That the growers were dissatisfied with the association is not borne out where the fact is considered that owners of 90 per cent of the acreage at present in the association have signed contracts for five years after their present contracts expire, Mr. Alsop said. The original contract was for five years, from 1922 to 1926 inclusive, the new for five years, from 1927 to 1931 inclusive, he said.

Mr. Devitt declined to explain why he had sold his 1925 crop, except to say that he wanted the money. He confirmed the fact that he did sell his tobacco to the Steane-Hartman Company, but denied that in so doing he had intended to hurt the association. As to the \$1,200 fine which has been charged against his account in the association, he had nothing to say at present but intimated that he might do something about the matter at a later date.

Needed the Money

Asked why he had sold his 1925 crop without consulting the association, Mr. Grant said that he needed the money and that he saw a chance to get a fair profit from the sale. He would not disclose the buyer of his tobacco, saying he had promised not to mention his name. He was also reticent about the fine, approximately \$1,500 which has been charged against his account by the association.

"If those in charge of the management of the association would live up to their part of the contract," said Mr. Grant, "we farmers might do our part, but they have not done that. Every tobacco farmer that I know, and I know a lot of them, is badly in need of money. There is general dissatisfaction in the valley with the association's management due to the fact that we have had practically no returns from our 1923 and 1924 crops and because there is little hope that any returns will come from the 1925 crop," he continued.

"There is absolutely no ability connected with the association's present management. Proof of that is shown

when we can go to independent brokers despite the cry that there is no market for tobacco, and sell our tobacco at a fair price netting us a fair profit. There is only one thing responsible for this condition and that is mismanagement. I have not lost faith in co-operative marketing, for it looks just as good to me as it ever did, but no matter how good a thing may be, it is worthless unless you have persons who have the ability to manage it."

Mr. Mulcahy endorsed Mr. Grant's sentiments. He would not comment at length on his own case except to say that he had sold more than 25,000 pounds of tobacco to the Steane-Hartman Company and that he got a fair price for it. On the basis of 25,000 pounds Mulcahy's fine will amount to \$1,500.

Leahy said last night that the association is suing him for a fine of \$1,500 because he sold his tobacco to a broker named Smith in Springfield, Mass. He contends that he got a permit from the association but the association says that his permit was not legal.

Two months ago, according to Leahy, the association sent a man to see him and an agreement was reached whereby Leahy was to sell his 1925 crop to a firm of brokers in Hatfield, Mass. This deal fell through, Leahy said, because the Hatfield firm did not offer him enough money for the tobacco. Finally he sold the tobacco to the Springfield firm and now the association claims that he had no permit to do so, Leahy said.

Believes Dark Poolers Not Fully Informed

HOPKINSVILLE, Ky., March 11.—Geoffrey Morgan, general manager of the Dark Tobacco Growers' Co-operative Association, stated early this morning that he did not believe the farmers in Tennessee whose names were signed to a petition filed in Federal Court at Louisville, Wednesday, asking for a receivership for the pool, were "fully informed of all of the facts" at the time they allowed their names to be used in the suit.

Mr. Morgan said, "I am unable at this time to predict how much the suit will cost tobacco growers in Kentucky and Tennessee in the sale of the remainder of their 1925 crops." About 40 per cent of the crop is undelivered in the dark-fired sections of the two States, he estimated.

That financial and operating conditions in the association have improved materially in the last four months was the opinion of Mr. Morgan. Reams D. Farmer, treasurer, and F. M. Humphries, executive committeeman. These men declared there is less basis for a suit now than there was one month ago, when Judge James P. Gregory, sitting as special judge at Owensboro, decided a similar receivership action in favor of the pool.

Mr. Morgan commented on the ability of the farmers involved to employ prominent attorneys in Kentucky and said he believed he knew for what purpose the suit was filed.

Mr. Morgan's statement follows:

"It is pleasing to realize that the farmers in Western Tennessee are not in as impoverished a condition as they have been pictured. The fact that they have been able to employ such distinguished counsel in Kentucky and Tennessee to file their suit asking for a receivership gives a new light on their condition. Further evidence that these Tennessee farmers are not as impoverished as we have been led to believe is the fact that they are willing to sacrifice profits that would have been ultimately due them from sales of old tobacco to a receiver whose only interest in members of the pool would be the collection of dues and fees allowed by the court. These fees have been estimated as high as \$750,000.

"I had been expecting a suit of this nature for several weeks. I believe I know for what purpose the suit was filed and I refuse to believe that members in Tennessee were fully informed of all of the facts at the time they signed their names to the petition that led to the filing of the suit.

"Since Judge James P. Gregory decided a similar suit in favor of the pool

at Owensboro one month ago, of the association have improved such an extent that \$500,000 in debts have been paid. This improvement has elicited statements from those who declare they are now satisfied with the manner in which the association are being conducted.

"Sales of old tobacco have improved materially since Judge Gregory ordered his decision, but I am unable to predict what the cost to tobacco growers in Kentucky and Tennessee in the sales of their tobacco will be as a result of the filing of this suit."

Connecticut Market

HARTFORD, Conn., March 15.—The tobacco market this week is less than the two previous weeks. Substantial sales of 1922 medium dark broadleaf wrappers are being made by the Connecticut Valley Tobacco Association. There has been a considerable sale of 1924 broadleaf long seconds, which have just placed on the market.

Delivery of broadleaf crops to association warehouses and independent warehouses is going on steadily, from one-half to two-thirds of the crop is already in warehouses.

New Co-op Plans

(Continued from page 1.)

sign up with the association and assure the continuation of its operation at that State.

All contracts in the Tri-State operation, under which operations are being carried on, expire with the end of the 1926 crop.—H.A.D.

Philadelphia

(Continued from page 1.)

main headquarters on South Second square within the next few weeks there will be a special campaign to lure the Co-Plan Cigars madly. The feature more than 100,000 cigarettes and they will be made the sales window dressing on an extensive display in both stores, supplemented by displays and sales promotion letters.

Two of the leading pipe makers of the country will be among the Philadelphia trade visitors this week. They will feature the new spring summer sellers in broad display at prominent local hotels. Sam J. Miller, as the representative of the woodie, of Kauffman Brothers & Co., will be at the Adelphi with his exhibition of smoking accessories for trade selection throughout the week. Harry Boston, who is acquainted with the Philadelphia market as the traveler for the Demure will make the Hotel Benjamin the headquarters for the week, and the new lines of pipes of his firm.

Fritz Kaiser was given a warm welcome as the representative of Cortez Cigar Company last week. He was most royally treated by the patronage for his Cortez cigarettes for the busy months of the coming year. Centennial celebration, and he already are heavily sold in the prominent cigar stores and hotels.

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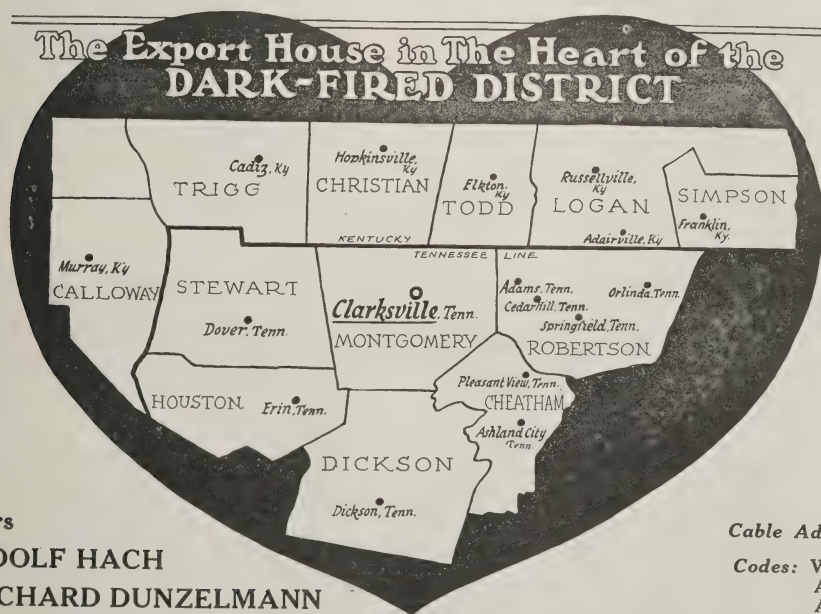
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Scenes on Montgomery County, Tennessee, tobacco plantations: 1—A field of good tobacco on farm of Demonstrator, C. C. Cocke. 2—New bridge constructed across Cumberland River near Clarksville, and over which tobacco from a third of county comes to Clarksville market. 3—Edward Jones, county agent, H. H. Jones of Montgomery County, standing in twenty acre crop totally destroyed by hailstorm. 4—Mature seed heads. 5—Seeds hung with crop as harvested. 6—County Agent teaches club boys damages of wildfire in field meeting. 7—County Agent studying seed selection with club boys. 8—Harvested crop ready to be put into barn. 9—Club boys pull together; need more plants. 10—Tobacco Specialist, K. H. Miltz, giving instruction to club boy. 11—County Agent and boy have own problems and discuss them. 12—Members setting their acres; these boys are Richmond and William Loggins; all around club boys. 13—Club boy who works gets best lessons; this boy is "scratching" his crop as first working. 14—Tobacco leader teaches boys how to measure club acres. 15—Harvesting a crop. 16—Wyatt Plant Burner at work; proving very satisfactory way to burn tobacco beds; is being used by many growers; about 100 yards can be prepared in day. 17—Club boys worming their crops by hand; they want to be sure tobacco is destroyed.—(See story page 43.)

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

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Per Annum, \$3.00
This Issue, 25 Cents

DIXIE NUMBER

Dixie Tobacco and Tobacco Products Long Have Had World Fame

Caravans Deliver Dixie Tobacco Products to Distant Lands—More Modern Means Distribute Her Merchandise to Less Remote Places—Dixie Soils Particularly Suited to Tobacco Production—Specially Blessed by Nature's Advantages

By Dr. ARTHUR SELWYN BROWN

DIXIELAND long has been famous throughout the world because of its tobacco and tobacco products. The old brands of plug and cigarette tobacco have carried Dixie's name into every nook and corner of the globe. The remote desert routes of Asia and the interior wool-teams of Africa are all engaged in transporting Dixie tobacco products to smokers in the most remote places, which are far out of the great centers of civilization, and the fame of Dixie tobacco has gained for Dixieland a reputation of excellence of its tobacco. From the Colonial days the basis for this commercial prosperity was laid by the tobacco industry of American industry.

Walter Raleigh and many of his disciples proclaimed the fame of Dixie tobacco long before that which was bestowed upon the Southern Colonies, and the excellence of this fragrance won the states a host of European admirers many years before inception of American tobacco industries. Historians indicate that Werowance, chief of the Powhatan Indians offered the pipe to the celebrated Captain Smith and to Keoughton, or Hampton, in 1607, and that was lighted on April 30 in that year. The parley, travelled throughout the world, like the lamps of Venus, has never been extinguished.

The soils are particularly suited to the tobacco plant and this climatic condition strongly favors curing and manufacturing. Every year has to have been designed by Nature for the Dixie States to become prominent in the culture and manufacture of tobacco and tobacco products. The farmers and curers have taken complete advantage of the gifts of Nature, and, as the careful scientific superintendence of each detail of the tobacco industry has been followed, Dixieland tobacco and tobacco products have acquired and retained an

unexcelled reputation. It is impossible to calculate the immense wealth accumulated in America through the great Southern tobacco industries. In the colonial days, the tobacco crops were the principal commercial assets, and even the currency of the settlers. The tobacco crops initiated American foreign and interstate commerce, which have now reached such mammoth proportions, and their influence upon the development of our railroads, steel, iron, coal, fertilizer, shipping, and other industries has been immense. Some of these later industries have outstripped the tobacco industries in size; but we should not forget that tobacco exports formed the basis of our national wealth and foreign commerce.

The development of tobacco culture and commerce led to increased populations in the Southern Colonies and opened the doors of adventure and affluence to millions of European immigrants of an excellent caliber. The results of the increased land settlement and tobacco tillage in Colonial times is clearly shown by the early tobacco records indicated as follows:

Colonial Tobacco Production and prices from 1618 to 1790:

Year	Pounds	Per 100 Pounds
1618.....	20,000	\$54.75
1619.....	40,000	54.75
1620.....	55,000	54.75
1621.....	69,000	.....
1627.....	500,000	.....
1639.....	1,500,000	6.08
1641.....	1,300,000	6.00
1664.....	23,750,000	6.00
1688.....	29,147,000	3.08
1691.....	36,000,000	.....
1706.....	28,858,000	2.04
1745.....	38,230,000	4.05
1753.....	48,263,000	.....
1765.....	75,482,000	3.23
1774.....	101,827,617	.....
1790.....	130,000,000	3.40

It is noticeable that the production of tobacco took great jumps from year to year. Every succeeding crop was larger than the year before. Prices varied considerably; but the production continued to increase and to exhibit the solid vitality of the tobacco industries. No other early industry can compare with this extraordinary vitality, and an examination of the latest statistics reveals the interesting fact that no matter how severe economic conditions adversely affect other American industries, those connected with tobacco production show an unequalled resistance. Their solidity seems most formidable.

Three early types became prominent; Orinoco, a heavy weight leaf, was the most popular with users of plug tobacco; Sweet-Scented was a mild type used for cigars and smoking mixtures, and Pryor was a medium weight quality popular for plug and chewing types. Cigarettes made a big demand for the famous light yellow Virginia leaf, and in recent years Virginia and North Carolina have become world-famous on account of the excellence of their cigarette tobacco. Today, bright or flue-cured tobacco is the largest single type produced in America. The acreage and production of bright tobacco is more than double that of Burley, the next important present-day type.

The original standard of the type was that which is now termed the dark export type, and for a long series of years the laws regulating production, especially those passed by the Colonial Assembly of Virginia, requiring all of the product that failed to come to the legal exactions as to quality and soundness to be destroyed, were rigidly executed. As the population of the colony increased, new lands were cleared, and the culture of tobacco spread rapidly, the tobacco field in a great many instances taking precedence over other crops; so much so that the subsistence of the colonists was seriously threatened. Laws were passed by the Colonial Legislature of Virginia that every person planting one acre of tobacco should also plant two acres of corn. Commercial fertilizers were not known at that time and, owing to the

abundance of land, intensive farming was not practiced. The tobacco was planted on freshly cleared ground, and this soil, owing to its virgin fertility, always produced a tobacco of fine quality.

Thus extensive areas in Virginia were early denuded of forest growth.

The principal method of harvesting tobacco was to pull the leaves from the stalk as they ripened and to hang them on cords to be cured in the sun and air. In later years it became the custom to split the stalk and hang the plant astride a stick, as is now generally practiced. Although the early planters, for the most part, cured their tobacco in the sun and air, it was found that the tobacco kept better when the curing was conducted with the addition of small fires. At first, small, smothered fires of bark and rotten wood were used, but from year to year the amount of fire was increased until fires of sufficient heating capacity were built to dry the tobacco out in about three days.

Change in Curing

After the war of 1812, the demand for colored tobacco for export caused a change in the process of curing. After being cut and hung upon sticks the tobacco was either placed upon scaffolds in the sun to yellow, and then housed, or it remained several days in the barn without fire, until it had yellowed sufficiently to receive the heat without curing bark.

A great many of the growers learned to cure a beautiful pipebald, which commanded a high price in Richmond. Open wood fires constituted the only mode of curing by artificial heat until about the year 1828, when flues were first used in Virginia. There are now five distinct qualities of tobacco produced in Virginia—dark shipping; red and colored shipping; sun and air cured fillers; bright yellow wrappers, smokers, and fillers; and mahogany flue-cured manufacturing.

These are severally characterized by peculiarities of color, quality, body, and flavor, the result of soil influence modified by curing and management. The dark shipping tobacco is generally grown on rich land and cured with open fires. England, Germany, France, Spain, Austria, and Italy, take the bulk of this tobacco, although the high grades are used in this country for plug wrappers. Petersburg and Lynchburg are the most important markets for this type. In the vicinity of Petersburg, the soil is mostly gray in color, becoming more red and containing a larger percentage of clay as the Blue Ridge is approached. The gray soil in the eastern end of the "dark belt" produces a coarser but thinner leaf than the red-clay lands, and it is used to a considerable extent in domestic manufacture, but it is also used to supply a part of the varied export demands.

Black Wrappers

The tobacco grown on the heavier soils is darker in color, finer in texture and fiber, and of better body. This is used for both domestic manufacture and export, and from this section of the dark belt the finest grades of black wrappers are obtained, besides which a considerable proportion of the crop is especially adapted for the Austrian market.

Tobacco crops in the Dixie States have always been grown in response to market conditions. This is in accordance with economic principles that dictate the importance of growing to meet market demands. When consumption is likely to be large, greater crops should be grown. Cotton is also an important Dixie crop. This is liable to periodical raids by the boll weevil which cause severe losses to farmers. Often farmers discouraged by cotton losses turn to tobacco growing with profit and these men come to look upon tobacco crops as shining stars leading to prosperity.

Tobacco raised in the southern portions of Georgia and northern parts of Florida in the bright-leaf belt is well adapted for pipe and

cigarette smoking. Choice leaf is also suited for wrappers for plug tobacco and cigars. The crops yield from 800 to 1,200 pounds per acre and growing, curing and harvesting costs vary. The prices paid farmers range from a few cents to \$1 per pound, according to quality of leaf.

Results are as follows: The plants are set in April. Harvesting and curing is done in August and the crops are marketed in September. In 1925 the following returns were secured by typical farmers. At Valdosta, Georgia, a farm of 5 acres yielded 6,250 pounds of leaf which sold for \$1,600.

Another crop of 12 acres in the same locality yielded 11,500 pounds of leaf which marketed for \$3,000. A crop of six acres at Nashville, Georgia, yielded 5,758 pounds of leaf which returned \$1,525.

At Tifton, Georgia, in the Sea-island cotton belt, the Imperial Tobacco Company, the China American Tobacco Company, and other prominent firms have cleaning and re-drying plants, while at Valdosta and Douglas, there are other similar plants. The R. J. Reynolds Tobacco Company has a plant at Valdosta. These important concerns testify to the value of the tobacco industry and to its future outlook in all the cotton belt.

The Georgia crop in 1925 was estimated at about 56,000,000 pounds, and it was sold in local markets by the growers. The largest markets in Georgia are Valdosta, Douglas, Nashville and Blackshear.

The Southern States at present produce about 84 per cent of the American tobacco crops. In 1923, the area planted in Southern States was 1,621,000 acres, compared with 1,820,000 acres in the whole of the United States. The southern returns were 1,248,572,000 pounds of leaf valued at \$241,178,000—compared with the total American production of 1,474,786,000 pounds of leaf, valued at \$298,936,000. These comparative returns clearly indicate the value and importance of the wealth earned by tobacco planters throughout Dixieland. Cotton has long been proclaimed King in the South; but many a farmer secretly believes that there is really a greater King than cotton—at least for a wise few.

Demand Increases

Progress is essential to the continuation of any industry. We must all move with the times and keep abreast of all improvements, local and foreign. The population of the United States, as well as the world generally, is steadily increasing. The population in the United States today exceeds 115,000,000. This means a steadily increasing demand for tobacco and tobacco products.

There is likewise increased tobacco production in foreign countries. Many American tobacco growers are endeavoring to improve the quality of all tobacco grown, and they are greatly helped in this work by agricultural experts and technologists who recognize that America's supremacy in the world's tobacco markets is dependent upon a continual improvement in the quality of their goods.

Improved Classes

Dixie growers fully recognize this and in the past they have succeeded in making wonderful improvements in all classes of tobacco plants. The development of the yellow leaf is an outstanding example of this splendid work. There are, however, many influences operating against this fine objective. The spring use of fertilizers in overcropped soils will result in a yield of poor crops from the finest seedlings. Carelessness in culture will result in similar returns.

In the more Southern States another factor tends the same way. A large proportion of growers are tenant farmers who work the land on special terms made with landlords. They farm the land for one-fourth the returns, or where the landlord furnishes fertilizers for one-third. Good returns may be secured when the

tenants take a personal interest in it. But the problem is to get men to take interest when they have the impression they are working for someone else.

It is noticeable in certain cases a farmer keeps his eyes mainly on the monetary returns and neglects vital methods involved in assuring the highest quality. The finest results, therefore, are secured on larger farms owned by the tobacco grower where the personal factor finds freer scope.

Money Maker

Bright tobacco is one of the money crops of the Southern States. The price of Bright tobacco in Virginia and North Carolina a quarter of a century ago amounted to about two hundred millions of pounds sterling. Now it approximates five hundred millions of pounds. This increased production has not led to any reduction in crop value. The reason for this extraordinary economic "dollar" is that the quality of the tobacco is constantly improving and this leads to corresponding demands for the leaf, which is a guarantee with cigarette and smoking tobacco manufacturers, not only in America, but in other countries also. For everyday smoking, bright tobacco compares with the finest flue-cured bright tobacco for cigarette manufacture. Cigarettes are becoming more popular every year, and this results in calling for large quantities to be planted with this type of tobacco in the Dixie States. This year may prove to be an exception. Growers have recently been cautioned to grow fewer acres but better crops. Statistics indicate that over sixty per cent of the bright tobacco of the southern States is sold in foreign markets. British markets take the bulk of this. France, Italy, China and Japan also take a lot of it for blending with other grown tobacco to be used in cigarette manufacture. Improved cultural methods are largely responsible for the increased demands for this leaf. For many years growers have paid attention to seed selection and fertilizing.

Selected Soil

The tobacco is grown on selected lands. The best soils are found to be light, slightly sandy with clay subsoils having a good drainage, and a bright, sunny outlook. Sunlight and other climatic conditions are important parts in the growth of this delicate plant, and the Dixie farmer owes much of his prosperity to the blessing of a fine climate. The beds are prepared in January and February, and the seedlings are planted out in March and April, in the eastern districts in May. Plantings in Piedmont, North Carolina and Virginia are completed before June. Here the bright yellow leaf crops in Virginia are undertaken between ninety and one hundred days after transplanting and about forty days after topping.

Experience shows that when the plants are ripe, it is generally found advisable to top tobacco three or four days after rain. The reason is that forms on the leaf in dry weather are solved by rain and it is necessary to allow it to accumulate again. Splitting the stalks from the top to within two or three inches of the bottom, cutting off just below the leaf, and straddling the split stalk over a wire is a common harvesting practice. In some localities where many of the farmers plant down and allow it to wilt in the ground and then spear it upon the sticks, these methods have their advantages, according to circumstance and labor.

Split the Stalk

The splitting of the stalk hastens the curing process by allowing a more ready escape of moisture from the stalk. The sticks are all split by hand from pine timber. They are made 4½ feet long so as to fit the distance between the tier poles in the curing barn. They are generally four feet apart. The most common procedure at harvest is to meet the individual

the farmers according to the condition attending each case. The general answer, is as follows:

The plants are first dropped through the field in one row, thick enough to take the tobacco to be cut for four rows. Two sharp knives will spear the stalk, cut from two rows, and hang them at the stick, which the third man is holding between them. The laborer with the stick should keep count of the number of plants put on the stick, and lay it carefully on the ground when full. The tips, or the ends of the sticks should be turned away from the sun when there is danger of sunburn, the sun to make the tobacco wilt there is no such danger.

There are, however, many instances when much is to be gained by first scaffolding in the field. The tobacco becomes so thoroughly wilted and sapped by staying several days on the

scaffold with the hot sun shining upon the butts, that the stocks may be spaced more closely in the barn without danger of house burn or pole sweat. There is thus a material saving of barn room.

Another important gain by scaffolding is that when the labor force is short the tobacco is removed from the hills in a much shorter period of time, thus insuring protection from hail, frost, etc.

Dixie appears to have been a special ward of Nature. She has been endowed with a fine climate, rich and varied resources, fertile soils and an industrious and skilful population. Her history, both industrially and politically, is full of impressive and brilliant episodes, and surveying her development over the years we are strongly impressed that her success in the past is but a happy prelude to that which is to follow.

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Tobacco Culture and Recent Success in Montgomery County

Origin of the Weed Obscured in Doubtful History—Modern Growers in Famous Tennessee County Are Concerned With Present Progress—Men and Boys Vie With Each Other—Youngsters Interested in Demonstration Acres.

By H. H. JONES

Montgomery County Agricultural Agent,
Clarksville, Tennessee

ORIGIN of tobacco is a moot question. The dark vaults of unlettered history have so firmly locked the secret of where or when tobacco was first grown and cultivated, that even the most inquiring mind is still uncertain about this much discussed question. With a deep degree of pride in the Chinaman asserts that it was grown and used in his land, even long before Columbus announced the discovery of a new land; however, there is but little in him in his contention.

On the other hand, there are many evidences of the growth of tobacco in the United States. In many sections pipes have been found in historic mounds, indicating the use of tobacco, and too, Columbus found evidence of the use of the weed when he first voyaged. Many names have been given to the plant in its early history; in the Spanish name, while it was called *tabaco* in the West India islands and on the continent of America it was usually called

tabaco. The plant was found in Mexico and was carried to Europe. About 1492 a certain French ambassador sent a certain French ambassador a quantity of tobacco seeds to his sovereign. The plant was immediately given the name of *Herba Regina*. The fame of the weed spread rapidly and its use became popular among the courtiers and persons of rank in England, partly because of the name it had attained and largely because of the fact that it was carried there by some of the agents of Sir Walter Raleigh.

The Accredited Pioneer

John Rolfe, the noted husband of Pocahontas, is credited with growing the first tobacco in America. While the governor of Virginia was endeavoring to get the colonists to grow it for profit, Rolfe, who had the little settlement of Jamestown over to the growing of the weed, at that time until the present tobacco occupies a prominent place in the cash crops of the South, and but for it, the little settlement of Jamestown could not have survived.

The growth of tobacco to England created a demand on the part of many; among them I, who made such an attack on the duty of six pence per pound on all tobacco imported into the country. Still the demand increased

and prices continued to advance. Year after year the acreage increased, the growers became more versed in the growing and handling until it became the foundation stone for the erection of one of the most populous and prosperous commonwealths in the New World.

In fact, it looked as if the increase of commerce, civilization, culture and progressive thought must rest upon the plane which had grown so prominent in so short a while.

A Matrimonial Agent

In 1620, a number of young women were brought to Virginia to become the wives of tobacco growers. The cost of transportation was cheerfully paid by the men who were to receive them as wives, and thus it was given to tobacco to first rivet the bonds of matrimony in a new country, make contented citizens of the many adventurous spirits that first peopled Virginia, and make possible the firm footing of British civilization in America.

The Immutability of Human Nature

Human nature ever remains the same. When the returns from tobacco became so great, the grower was swept off his feet, and every effort was bent toward the growing of the one crop, to the extent that food crops were neglected. The land was disregarded, its fertility wasted, its timbers destroyed, and the hillsides were allowed to wash away. Not far different is the practice of today in many sections, especially where the faith is pinned to one crop, whether it be tobacco, cotton or some other crop.

This unwise practice continued until it demanded the attention of those in power in the country, and soon the individual grower was restricted to the growing of a definite number of hills, with an additional number being allowed for the wife and for each child in the family. As a result the prices advanced and the growing of tobacco grew into a profitable industry.

Inspection Warehouses Established

Having won fame throughout the world as a tobacco growing section, and desirous of keeping up the enviable reputation already established, Virginia, at an early date, introduced warehouses for the inspection of tobacco to insure the exportation of only a merchantable product. Immediately large contracts were

closed with European countries and tobacco was extensively grown in Kentucky and Tennessee, especially that part now known as Montgomery and adjoining counties of Tennessee. Local interests established factories in Clarksville, Montgomery County, and began to stem tobacco for the English markets.

The first inspection house was established in Clarksville, in 1845, with William B. Collins, John Roberts, and William R. Leigh and John Keesee as first inspectors, making the first sales through the old firm of Witherspoon & Company.

Start of Tobacco in Montgomery County

The growing of tobacco in Montgomery County dates back to the coming of its first settlers, from Virginia and the Carolinas, who brought with them, not only corn to seed the fields, but tobacco seed. As was true in Virginia, they began growing the plant on only a limited scale, planting only small patches around the house and using it largely for home use. Soon there began to be an outlet for a small surplus and the lands began to be cleared and the acreage increased. Lands were virgin, full of vegetable matter and the crop was grown with much less concern than today. The question of soil fertility was not considered, as new lands could be cleared of timber and put to the crop as fast as the fields were exhausted.

Channels of Trade

The main channels of trade for the early crops were down the various water courses. This made Clarksville a very favored market and shipping point, due to the water facilities offered by the Cumberland River which winds its way through the county, bordering the very corporate limits of the town. Flat boats carried the greater part of Clarksville tobacco to New Orleans, where supplies of Agricultural products could be had since New Orleans at that time was the receiving and distributing station for a great part of the agricultural products of the Mississippi Valley. Thus tobacco in Montgomery County, as at other places in former times, became the money crop, or circulating medium, and was relied upon to supply the household with all necessities and luxuries.

Gradually the crop increased in size and importance, and in larger and larger quantities found its way into the markets of Europe, where, in spite of the rankness of its flavor, compared to the sweetness of some of the Virginia and Carolina leaf, it won favor. And its



Activities on tobacco farms in Montgomery County, Tennessee: 1. Farmers interested in proper classification; 2. Holding field meeting on club acre at Burr, Hinton, Salem Community. Tobacco specialist R. H. Milton discusses best methods; 3. Lime for clover for tobacco; 4. Type of tobacco barning background of demonstration acre; 5. Demonstration field of J. B. Hagewood, Southside Community; 6. A scaffold in use; 7. After canvas has been removed; 8. Father and sons in demonstration project where they are testing use of nitrate of soda; 9. Lespedeza for hay and rotation crop; 10. County Agent showing club boys damage from worms unless destroyed at proper time; 11. Proper use of dust gun demonstrated by A. C. Morgan of Bureau of Entomology; 12. Placing paper bags over seed heads; 13. Wildfire sometimes takes heavy toll, shown by a close view; 14. Contrast in fertilizer and no fertilizer; 15. Boys Corn and Tobacco Show at the recent county fair at Clarksville; 16. Mr. Sensing and nine of ten sons working in 34 acres of tobacco.

France on the European markets attracted more attention. Clarksville being a shipping point for most of this type of tobacco, which was grown largely through Tennessee and Kentucky, it was soon in all foreign markets as Clarksville tobacco, a name which it has retained to this day and which has become famous throughout the world.

Early Marketing Experiences

Clarksville market, as all others, has had which were very trying. When the first tobacco houses were introduced, the sales were very small, as the growers were accustomed to the old method of shipping to New York, investing in the various supplies they needed, and which could be bought there cheaper than in their own town, but whole the practice was viewed with a definite uncertainty. Gradually, however, the growers began to see the advantages of such a plan. He could be on the spot and see his crop sold, could hear the various comments of the buyers, could make a comparison of his crop and that of his neighbor; could compare with other growers the best methods of growing and handling; could get the view of the buyer, having seen the sample crop drawn, and hear the buyers express their preferences, all of which created in the grower a desire to grow a better crop than his neighbor, and an ambition to surpass the production of a quality product. Thus the change gradually came about, and most of the crop soon was disposed of in this manner. The change of warehousemen was frequent, a single house changing hands as many as five times in a single year.

Varied Experiences

The period of 1850 to 1860 in this section of the county was a remarkable variety of character, and quantity in the tobacco crop, due to the part the seasons played. A killing frost in September, 1850, found at least two-thirds of the tobacco in the fields. This was called forth wild speculations, and the crop changed hands rapidly and at prices which resulted in a loss to the buyers. Stimulated by these high prices, the largest crop ever grown in this section was pitched in 1851, with the result that the fall of that year prices hit the bottom. Many hogheads of lugs selling on the Clarksville market as low as one-fourth cent per pound. Average crops, battling with changing prices, were grown until 1855, when one of the crops in the history of the county was harvested and handled in a most satisfactory manner. This, due to the inferior quality of the crop, was eagerly sought in New York by buyers representing various foreign countries, and it was the crop of 1855 that established Clarksville tobacco in Austria, Italy, France, and increased its demand in Africa, South America, the West Indies and Great Britain.

Plant Failures More Harmful Than Frost

In 1857 another reverse was met when a killing frost in April destroyed practically all the plants in this and adjoining counties. Generally considered too late to prepare for; however, many did so, while others waited the old ones. Both practices secured plenty of plants were had; crops everything looked promising enough for a good crop. But "frost" was still in the air, and it was common talk not to get the crop. Consequently, much tobacco was taken into the barns before it was ready, realizing that it was better to have half a crop than a frost-killed one. Just as this was going into the barns the fearful panic suddenly burst upon the people and the bank began to fail. From Maine to the south the common topic of conversation was the clouds hung lower and lower, and the last ray of hope vanished.

However, Clarksville was fortunate in having one of the very few banks which did not go down in this whirlpool of financial disaster. But through it all came out untarnished by any stain of financial failure. Naturally, all staples would suffer under such trying financial circumstances; but it seemed that tobacco suffered more than others. Fortunes melted away, tobacco industries went down under the black waters of bankruptcy, while many other businesses followed along in a crippled struggle for existence.

Experience Teaches Valuable Lessons

With all these trying circumstances, through which the tobacco industry has come all these years, it is but natural that there would be many who would draw from them lessons that would mean much to the future of tobacco industries in various sections and countries. Perhaps, as much as any other, has been the introduction of Boys Tobacco Clubs. In Montgomery County, for several years, these clubs have been carried on under the supervision of the County Agricultural Agents, cooperating with the parents of the boys taking up the work. It has created in the individual boy the determination to make a quality product, one that will demand the attention of the buyer and bring a return that is in keeping with the growing of the crop. With eighteen boys' clubs in the county, each sponsored by an adult tobacco grower in the immediate community where the club is organized, the way is opened for some good constructive work with the boys of club ages.

Boys' Club Activities

While it is not the business of the club work to have the boy follow in detail certain cut and dried policies, there are a few fundamentals that are suggested for all club members. In the first place, the necessity of good land is stressed. The boy is made to realize the condition of affairs as they actually are with reference to soil fertility. He is reminded of the fact that our timber lands are fast becoming exhausted; that there are but few new acres to be devoted to growing crops, hence the importance of soil maintenance and soil fertility.

The individual club member is urged to select his ground for tobacco with a study of previous crops, and just the part they have played in the maintenance of the fertility of the soil. The requirements of the tobacco crop from the standpoint of plant food are kept before the individual member. He is taught to know the value of commercial fertilizers, according to analysis rather than by a special brand. Green cover crops are stressed as well as the conservation and practical use of barn yard manures. Lime as a means to get clover is stressed and clover land is held out as a desirable land for tobacco.

Plant Study

Plants are an item in the economic production of tobacco. The member is made familiar with the various methods of preparing plant beds, such as burning, steaming, etc. The treatment of seeds, management of the plant bed with reference to the canvas, fertilization, etc., is part of his instruction. He is taught that a good plant is one five or six inches long with a good stem and leaves.

The importance of making a good stand is stressed, inasmuch as plants average often as much as ten or more cents each.

The question of proper cultivation enters into his project for a due amount of consideration. This is a problem that must be handled largely in keeping with the seasons and the nature of the ground planted to the crop. No one can map out a hard and fast rule for the cultivation of a crop of tobacco. It is necessary that the crop be kept clean and that such cultivation be brought into use as will best conserve the moisture of the ground.

Housing is no little problem in the making of

a high class crop of tobacco. The barn should be stripped and made reasonably tight. Sufficient ventilation should be had at both top and bottom and this ventilation should be so arranged as to be able to be opened and closed as weather conditions may warrant. There are various ideas expressed on the proper methods of ventilation, but it seems practical that the ventilation should run the entire length of the ridge pole of the barn. This will better enable a uniform heat throughout. There is nothing more needed in the proper housing of tobacco than the thermometer which should be read carefully and studied consistently. The making of a high type tobacco rests largely with the question of proper housing. Hence the importance of stressing this question with the club boy who is soon to become the tobacco grower of his section.

Handling Methods

The handling is a matter of concern as it is this particular part of the process that presents the product to the buyer in an attractive or an unattractive way. Proper size hands, well selected, classed and tied will add much to the general appearance of any crop.

Demonstration Acres

These points in production were certainly brought very vividly to the minds of all who attended the Tobacco Demonstration Club Acre Show which was recently held at Clarksville. Twenty-three boys and nine men showed their demonstration acres, the records of which follow: These acres were judged by B. E. Price of the Simmons Tobacco Company; S. E. Winn of the United States Tobacco Company; and J. W. Hayes of the J. W. Hayes Tobacco Company. The judging was on the basis of 35 per cent for quality, 20 per cent for firing, 20 per cent for handling, 15 per cent for yield, and 10 per cent for order. Judged on the above score the first honors went to Hill Brewer of the Oak Plains Community who had a total yield of 1,395 pounds, scoring 27 per cent on quality, 18 on handling, 18 on firing, 13.03 on yield and 10 on order. The order of this crop was perfect and had much to do with the price which it brought, the lowest of which brought \$4.50 with the leaf bringing \$35.

Following closely describes the acre of A. B. Cherry, of Liberty Community, whose acre scored 22 on quality, 18 on handling, 17 on firing, 15 on yield and 10 on order, making a total score of 82 per cent, as compared to a total score of 86.03 per cent for the leading acre. The highest price reached in the men's show was given for a basket of this tobacco which reached \$47 per hundred.

Gordon Elliott, of Lockert Community, took third place with a total score of 76.68 per cent with 27 per cent on quality, 19 per cent on handling, 12 per cent on firing, 11.68 per cent on yield and only 7 per cent on order. The highest price paid for this acre was \$26 per hundred for the leaf.

With quality scoring at 20 per cent, handling 17, firing 14, yield 13.88, order 9, making a total of 73.88 per cent, P. A. Meriwether, of Hazelwood Community, took fourth place, the highest price received being \$36 per hundred.

Fifth place went to J. T. Elliott, of Lockert Community, whose acre made a total score of 65.73 per cent as follows: Quality 18, handling 16, firing 11, yield 11.73 and order 9, the highest price received being \$27 per hundred.

Raymond Murphey, of Oak Plains Community, scored 15 on quality, 16 on handling, 12 on firing, 13.46 on yield and 9 on order making a total of 65.43 per cent and received \$26 per hundred for his best leaf.

Boys' Club Acre Standing

The highest priced tobacco in the show was from the acre of David Hinton, of the Salem Community, a small quantity of this crop selling for \$50 per hundred. The quality of this tobacco scored 30, handling 19, firing 18, yield



1. Excellent cover rye crop disced Sept. 10, 1925, after crop of tobacco. Jones County, C. M. Foy, Trenton, N. C., Feb. 4, 1926; 2. E. G. Moss, left, F. E. Miller, right. Mr. Miller has charge of operations for Branch Station, State Dept. of Agriculture; 3. Growing young plants for variety tests at Oxford Station; 4. Preparing tobacco land at Oxford Station; 5. Typical plant bed for general crop at Oxford Station; 6. Farmers in mountainous country of North Carolina are interested in growing Burley tobacco. This shows field in Henderson County, 1925; 7. E. G. Moss, studies young tobacco plants in seed beds; 8. Farmers of Alamance County, N. C., attending demonstration in treating tobacco seed for disease control; 9. Cutting tobacco stalks preparatory to disking land for rye. Martin County, August, 1925; 10. Field of tobacco at Tobacco Branch Station farm near Oxford. Here scientific studies on crop are made for North Carolina farmers.

order 9, making a total of 82.26 per cent. The yield of this acre was very low, being only 10 pounds, but the lowest price received for tobacco was 10 cents and the total amount received for the 885 pounds was \$264.97.

Topping the entire show with a yield of 2,120 pounds, John Key, of Dotsonville Community, took second place with a score of 27 on quality, 15 on handling, 15 firing, 15 yield and 10 order, making a total score of 82 per cent. The prices for this acre ranged from \$3.50 to only \$25 per hundred.

Third place was made by Nicholas Meriher, scoring 27 on quality, 18 on handling, 10 on firing, 8.88 on yield and 10 on order, making a total score of 80.88 per cent. The highest price paid for any of this acre was \$25 per hundred.

Quality 25, handling 18, firing 18, yield 8.99, order 9, making a total of 78.99 per cent placed W. A. Morrison, of Liberty Community, in fourth place, receiving \$28.50 for his best leaf, the fifth place was given W. A. Morrison, of Liberty Community with a total score of 79 per cent as follows: Quality 20, handling 16, firing 15, yield 9.09, order 9. The highest price for this leaf was \$23.

Quality 25, handling 18, firing 15, yield 5.44 order only 4, placed William Mickle, of Plains Community, in the sixth place with a total score of 67.44 per cent. The highest price paid for this leaf was \$25 per hundred.

Seventh place went to the acre grown by Luther Key, of Dotsonville Community, scoring 20 on quality, 15 on handling, 10 on firing, 10.68 on yield, and 10 on order, making a total score of 65.68 per cent. The highest price for this leaf was \$31 per hundred.

Others entering the contest and showing their acres were as follows: Lurton Biter, of Shiloh Community, scoring 64 per cent; John Dodd, of Liberty Community, 63.02 per cent; John Sensing, of Hazelwood Community, 62.36 per cent; Bruce Shelby, of Plainview Community, 62.22 per cent; Lowery Terrel, of Kenwood Community, 61.42; Elam Hamilton, of Salem Community, 61.83 per cent; Robert Griffey, of Plainview Community, 60.72 per cent; Hubert Gibbs, of New Providence Community, 60.01 per cent; Cyrus Gibbs, of New Providence Community, 58.63 per cent; Ernie Biter, of Marion Community, 54.81 per cent; Dillon McGhee, of Kenwood Community, 53.14 per cent; Clifton Johnson, of Kenwood Community, 51.71 per cent; Lucian Terrel, of Kenwood Community, 51.73 per cent; Clyde Carter, of New Providence Community, 48.62 per cent; Buck Pollard, of Liberty Community, 48.20 per cent; and William Dickson, of Marion Community, 46.66 per cent.

Present Status of Club Work

Eighteen Boys' Clubs have been organized in the county this year, with a total membership

of more than 75 in the tobacco club. Each boy will raise 2,000 hills this year, and will keep accurate records of methods, expenses, etc. This is proving a very attractive piece of work for the boys of the club age in this county. Many lessons are coming to them through their club work they would not otherwise receive. In each of the community clubs there is a local leader who is to advise with the boys relative to the fertilization, working and handling of their crops, and to assist them in any possible way with their work.

The question of thrift is being stressed this year in a manner different to anything we have used before. Each club member is made to see that his two thousand hills of tobacco make his bank in which he is to deposit his savings through the year. While he may not be able, as is the boy in the town, to do little odd jobs, and thereby make small earnings and take them to the bank and deposit in a savings account, he certainly can, day by day, through the efforts he puts into his tobacco project, deposit a few cents that will come to him in the sale of his crop when harvested. This has proved very attractive to the members and they are striving to see who will have made the greatest savings during the process of their crop work this year. A common saying among the club boys of the county is, "When we're too old to learn, we're too old to live," and "As long as we're green, we're growing."

Tobacco Growing Now Studied Scientifically In North Carolina

Scientific Culture of Tobacco Receiving Serious Attention of Various Educational Leaders—Science at Last Applied to Production of State's Wonderful Weed—Some of the Splendid Results Obtained From Experimental Work

By F. H. JETER

Editor, School of Agriculture, North Carolina State College

TOBACCO culture now attracts the serious attention of many educators; and one who is interested in the prosperity of North Carolina farmers, draws a tremendous sigh of relief, to find that tobacco is considered as a crop worthy of such scientific study. It was not always so. In this same magazine, I have called attention to the fact that our educational leaders thought tobacco a crop not to be tolerated because it brought in ready money to farmers in certain sections of the State. It appeared to be the belief that some folks would always grow tobacco and that the educational workers would give their entire time, attention and money to those other crops which were not fit to grow.

Probably there was a time when the average producer should have been encouraged to have a garden, to grow some hay and corn to diversify his crops in other ways. That time is still with us in North Carolina to a great degree, because some men who grow tobacco or cotton seemingly become so used about these money crops that they do not seem to understand that it is merely earning dollars to grow tobacco to buy feed when this food and feed could be grown just as easily on the home farm.

I still insist, that the time has already passed when more attention must be given to intelligent production of tobacco so that greater yields of quality leaf may be obtained with the same labor and expense that is gone to producing a lower quality.

be secured about tobacco. Many groups of farmers, fertilizer dealers and others interested in tobacco growing are making annual pilgrimages to the Oxford Station where they are studying the results being secured by E. G. Moss, the director in charge. There is more information about how to cure tobacco, how to fertilize, how to cultivate and how to secure the best varieties, now available than in many decades past.

North Carolina has recognized that the crop is of value and as such demands a part of the attention and study of the agricultural leaders. The effect of this recognition is being seen in many ways over the State at this time. This is as it should be. Last year, there were 547,000 acres of good farm land devoted to the production of the crop. The average yield of these acres was 660 pounds and the total production amounted to 361,020,000 pounds. These 361 millions of pounds sold for an average price of 23 cents, making the value of the tobacco crop in North Carolina, as of December 1, 1925, amount to \$83,034,600.

Tobacco Produced in 1925

In other words, the tobacco farmers of North Carolina caused over eighty-three million dollars of new money to circulate in the State last fall and winter. According to the crop statistician of North Carolina, the amount of tobacco produced last year was exceeded only twice in the history of the industry. This was in 1923 and 1920. The value of the crop last year, says the statistician, puts North Carolina to the first place again with Kentucky second. The crop in Kentucky was worth approximately \$62,000,000. North Carolina's crop for 1925 was

worth about twelve million dollars more than the crop for 1924 and while the yield was good, it was much below the established normal yield of 820 pounds per acre.

This was due in part to the prolonged drought of last season. The early part of the year was fine for tobacco, though there was a shortage of plants; but later, it became very dry and this reduced the yields especially in the piedmont and upper coastal plain sections. One of the very significant things about North Carolina's crop of tobacco last season was that while it represented 26 per cent of the value of all crops produced in the State, the acreage to tobacco was less than eight per cent of the cultivated area. The crop was worth 86 per cent as much as the cotton crop.

Combined Value of Tobacco and Cotton

The crop census folks state that the combined value of the tobacco and cotton crop in North Carolina last year was over \$182,000,000 which represents 56 per cent of the value of all crops. In other words the farmers of North Carolina last year made their money out of tobacco and cotton and where they had these crops sufficiently bolstered with good pastures, livestock and plenty of corn, grain and hay, the cash received from these two crops was about clear gain.

Tobacco brought the farmer an average income of \$151.80 per acre last year and that is much more than the income received from any other field crop.

Therefore, is seen the reason why tobacco growing is popular among the farmers of the State. One cannot argue against facts like these. By a process of elimination, the farmer has found that tobacco will bring him money. The educational folks have seen this and they are now working with the farmer to help him grow the very best tobacco while at the same time they are also giving

Where Late Facts May Be Secured

Unfortunately, that time has come to pass in North Carolina. The North Carolina Tobacco Branch Experiment Station near Oxford is becoming well known throughout the State and as a place where late facts may

ing him help and encouragement in growing those other crops that should appear on the average tobacco farm.

Extension Service Program

The agricultural extension service of State College has a very good program of work with the tobacco farmers. This work has been for two years under the direction of H. A. McGee, who resigned last September, to enter commercial work for a large Australian-British firm; he sailed for Australia on September 29. He was succeeded December 1, by E. Y. Floyd, a graduate of State College, who is a tobacco farmer of experience. Mr. Floyd spent the first few months of his time in securing results of the work done by Mr. McGee last year, and in making plans for new work this year.

In a critical study of the results secured last year, he finds that the many demonstrations put on with farmers, through the co-operation of county agents, have resulted in much good. These demonstrations are carrying out, in practice, the facts found by the Tobacco Branch Station. They take into consideration better fertilizing, the use of magnesium limestone; better methods of cultivating, harvesting, grading and variety tests.

Treat Seed for Disease Control

Mr. Floyd states that a test made in Columbus County, for instance, was unusually good. There the farmers started out by treating their seed for disease control. In this, they had the help of the extension specialists in plant diseases, who gave demonstrations all over the eastern part of North Carolina. The idea was to reduce the number of seed borne diseases. Mr. Floyd cites Columbus County as an example of the efficiency of this work. Then the growers used magnesium limestone as recommended for the control of sand-drown. This was followed by the use of fertilizer mixtures recommended by the College workers and the ridge method of cultivation, as also recommended. Mr. Floyd states that this work was of great benefit to the farmers in helping them to grow a better quality of tobacco.

Demonstrations With Seed Treatment

In Lenoir County, the farm agent, C. M. Brickhouse, reported that in demonstrations with seed treatment, fertilizers, ridge method of cultivation, success has been secured by his co-operating farmers. He attributed much of the success to the use of magnesium limestone.

In Duplin County, the farmers have conducted these demonstrations for two years and they find that the nitrogen to use in fertilizer mixtures for tobacco should consist of one-third nitrate of soda, one-third blood and one-third fish scrap. The many tests that they have made show that these three sources of ammonia are best for conditions in that county. Acting on the facts, they are growing better tobacco. In Craven County some special and concrete work was done in grading tobacco. Following the demonstrations, the farmers secured better results by studying the value of the proper handling and care of the leaf. These growers also carried out the same program followed in the other counties.

Some Definite Thing Done

And so it was all over the State. In county after county, some one definite thing was done to focus attention on the need for growing a better quality of weed. In nearly every county, the general demonstrations in seed treatment, the use of magnesium limestone, the ridge method of cultivation and fertilizer studies were made. The results show that those farmers who carried out the demonstrations grew a better quality of leaf and that others who saw the work immediately became interested.

According to the extension specialists and the county agents, the tobacco growers of North Carolina are deeply interested in all of this educational work and the calls being made for help in the early part of 1926 were greater than can be adequately handled with the present force available.

Learned by Research

As for research work, E. G. Moss reports that the field results continue to show the value of magnesia in overcoming sanddrown, and that muriate of potash is the most efficient source of potash so far as yields per acre are concerned. The Experiment Station plans to publish the results of the tobacco work just as soon as all the data are assembled and it is believed that this publication will be of great value in continuing to improve the quality of leaf grown in the State.

As I said in the beginning, tobacco is now recognized as a crop worthy of serious attention on the part of the educational scientists, for which the average grower in North Carolina will be profoundly thankful.

The Austin Company, Inc.

The eye of the northeastern corner of Tennessee is Greenville, and the brain behind the eye is the concentrated nerve center of the state's white Burley tobacco growing and marketing district, in which the Austin Company, Inc., maintains offices. The old firm specializes in White Burley, Tennessee, Kentucky, Carolina and Virginia grades, including brights, strips and scraps.

Manufacturers of both chewing and smoking tobaccos are looking to the Greenville district now more than ever before, and the body character of the famous Greenville fillers is noted for the fact that they are more licorice than other grades. Also, smoking tobacco shows better color, and is milder and sweeter.

Samples are invariably and cheerfully forwarded by the Austin Company, Inc., and shipments are always in strict accordance with specimens submitted. Foreign correspondents will find the service of the company most satisfactory, and the cable address is "Austin," Greenville. Codes used are Arnold's Number Five and ABC, fifth edition, improved.

Ross Tobacco Company

One of the foremost buyers, rehandler and redryers of leaf and strips on order for home and export trade is the Ross Tobacco Company, Inc., of Owensboro, Kentucky. Tobacco is purchased on all hoghead and leaf markets in the burley and dark sections.

With the improved continuous stock apron steam drying machines and ample room for air drying, the Ross Tobacco Company is equipped to handle vast quantities of tobacco. Factories are located at Owensboro and Shelbyville, Kentucky, and Erin, Tennessee.

British offices are John Ross Company, King street, Liverpool, Eng. Cable address America is "Command," Owensboro, Kentucky. In England the cable is "Invade," Liverpool.

An African branch of the Ross Tobacco Company is maintained at Thirty-first and Magazine streets, Louisville, Kentucky, and M. Phillips is general manager.

All grades of African and black fat leaf tobacco are manufactured here. French representative is V. Giroud, 3 Rue Bleue, Paris; and the British representative is J. R. Brown, 27 King street, Liverpool, Eng. Cable address is "Rossafire," and the codes are Western Union fifth edition, Western Union Universal; ABC, fifth edition, improved; Arnold's Number Five and ABC, fifth edition, improved; Lieber's and Bentley's.

E. K. Viator & Co., Inc.

For forty-two years the history of E. K. Viator & Company, Inc., has been dealing in leaf tobacco. The plant contains thirteen and one-half acres, served by two railroad sidings. Drying capacity is one hundred thousand pounds daily, and the storage capacity in the Star Warehouse is twenty thousand hogsheds. Modern methods and construction for storage of tobacco are used, including the monorail electric hoist. Tobacco, strips, scrap, stems, and shavings are produced and dealt in by E. K. Viator & Company, Inc., which has a frontage of 4 blocks on 1800-2200 Semmes Avenue in Richmond, Virginia. Their trade extends all over the world. The business is managed by E. K. Viator, original founder. Customers are assured the very best of attention and Mr. Viator gives each customer his careful and personal inspection regularly.



Modern way of storing tobacco by means of a Mono-Rak Electric Hoist in plant of E. K. Viator & Co., Richmond, Va.

What Mutual Marketing Has Done For Tri-State Tobacco Growers

In Four Years a Hundred and Twenty Million Dollars Added to Tri-State Farmers' Incomes—More Than a Half Billion Pounds of Tobacco Delivered to Ass'n.—8% Deducted for Expenses—Average Prices 25c per Hundred in Past Three Seasons

CO-OPERATIVE tobacco marketing has accomplished various good results. One of them is this: Fully \$120,000,000, by conservative estimate, has been added to the income of tobacco farmers in Virginia, North Carolina and South Carolina, by operation of the Tobacco Growers Co-operative Association, during the past four years. Up to the present time over 500,000,000 pounds of tobacco have been delivered by the operating farmers of the Carolinas and Virginia to their marketing association—more tobacco than the average annual production for the three states for the past ten years. In fact, a report from the auditors, made of March 1 to the executive committee of the association, discloses that during the four years of operation more than 503,000,000 pounds of tobacco have been handled by the association, which was given a valuation by a committee of bankers of \$96,879,516. The association has paid its membership, in cash, \$851,011; and, in addition has reserved and on warehouses \$1,285,440, which are the property of the membership. This report shows an equity, above these amounts, due the membership as of January 1, of \$9,222,847. The cost of handling each crop from 1922, and including 1925 was, per hundred pounds, \$1.47, \$1.40, \$1.80 and \$1.51.

About 8% Expense

Actual expenses, chargeable to the cost of operation, including the organization and set-up of this great business, total for all years, \$8,019,287, or 8.27 per cent of the total value of the product, or an average of \$1.59 per hundred pounds. The meaning of these figures is set forth most clearly by the auditing when it declares "notwithstanding this, the management has been able to realize in cash the payment of all expenses, 94 per cent of the amount which a committee of expert tobacco men stated the tobacco was worth at the time received, and that your sales have averaged above the appraisals of the bankers' representatives."

In contrast to the old custom of dumping tobacco on the auction markets within a few days of the time, thereby increasing the temporary supply, which, under the old system of marketing, seldom failed to drive down the prices below the cost of production, the farmers within the tri-state association, by bringing their tobacco to the one hundred and fifty co-operative receiving points, during the past four years, have been enabled to hold their product long enough to meet the world demand, and receive a price which has brought tobacco farmers throughout the area approximately double the amount received by them for their tobacco during the ten-year period preceding the World War.

The truth of this statement is borne out by the records, which show that the highest average price paid for tobacco in the Carolina and Virginia tobacco country, during any year before the unprecedented prices of the World War days, was lower than the lowest average price they received for their tobacco in any year since the advent of co-operative marketing in the summer and fall of 1922.

Average Prices

The average returns which were received by farmers of North Carolina, during the

first three years of co-operative marketing, are given by the United States Department of Agriculture as follows:

Year	Average Price Per 100 pounds
1922-1923	\$30.30
1923-1924	21.00
1924-1925	23.29

For a dozen years before the World War the tobacco farmers in the Carolinas and Virginia received an average price of \$9.59 per hundred pounds for their tobacco. These same farmers of three states averaged \$22.60 per hundred pounds for the same type of tobacco during three seasons of co-operative marketing,



OLIVER J. SANDS

President of The American National Bank, Richmond, Virginia, and Chairman of the Executive Committee of the Directors of the Tobacco Growers Cooperative Association.

according to the figures of the United States Department of Agriculture.

In the crash of prices, that followed the close of the World War, the wheat, corn, cattle, and other farm products which continued to be dumped upon the markets by the farmers in competition with one another, fell back until, in 1922 and 1923, they reached the old pre-war levels. While this resulted in losses and deprivation on thousands of other American farms, the tobacco growers of Virginia and the Carolinas, where 90,000 producers had united in signing the same contract for orderly marketing, enjoyed a price which was 100 per cent above the old pre-war level.

Prosperity Permanent

During the same period in which Kansas, Iowa, Minnesota, the Dakotas, and the once prosperous corn belt, sank to the verge of bank-

ruptcy in the disastrous depression of farm prices, the Carolinas and Virginia, through the increasing organization of their tobacco and cotton crops along the lines of orderly marketing, enjoyed comparative prosperity.

From a membership of 65,000 in 1922, the Tobacco Growers Co-operative Association has increased its members until, today, it includes 97,000 tobacco growers. From a first cash advance of 40 per cent of the estimated value of the tobacco delivered by the members, the tobacco farmers in the tri-state association have improved their credit until, during the 1925-26 season, they received the highest cash payment which it has yet made upon the delivery of tobacco—an amount which is estimated at 65 per cent of the value of the product delivered to each of the 150 co-operative delivery points of three states.

Higher Prices Maintained

Just how the organization of the Carolina and Virginia tobacco farmers has maintained higher prices for all growers in three states may be gathered by events of the past marketing season. During the early days of the 1925 tobacco season one of the best and largest crops of the weed ever raised in eastern North Carolina brought the lowest price paid to the farmers since 1916, or an average of \$14.75 per hundred pounds up to September 18.

The cash advance, which the association was paying to its members, and which had been conservatively estimated by competent bankers on the basis of prices for several preceding seasons, was considered eminently fair and conservative by the business men and bankers of that section. This cash advance to the growers of the association practically equaled the prices which were being paid last fall upon the auction markets during the first three weeks of sales.

This resulted in largely increased receipts by the association during its first few days of marketing last fall, but when it became evident that the farmers could protect themselves by their organization against prices which meant less than the cost of production for one of the best crops ever raised in eastern North Carolina, the price was suddenly doubled, and within a few weeks the average on the large auction markets of the eastern belt had risen to \$30 per hundred pounds. Thus, by means of the Tobacco Growers Co-operative Association, the farmers of the eastern belt, who faced starvation prices last fall, later enjoyed one of the most prosperous periods of tobacco sales which they have ever known.

Members Gained

In South Carolina the advantages of co-operative marketing became so evident last season when the increased advance of the association was followed by largely increased prices on the auction market, that more than a thousand new members signed the marketing contract.

Many difficulties have been encountered during the first years of this organization of farmers, which embraces tobacco growers of three states and has seen a steadily growing membership. Courage and faith on the part of the members have been necessary, especially during the seasons when the association paid only 40 and 50 per cent of the estimated value of tobacco at the time of its delivery.

Backed by the Federal Intermediate Credit Bank with loans which last season made pos-

sible the 65 per cent cash payment to all members upon delivery of their tobacco, the association has been enabled to pay its members more money for their crops upon delivery than they received in any but a few years before the World War.

Co-operation Best

The records in the county courthouses in the Carolinas and Virginia, and on the books of the merchants in the tobacco country, show that the co-operating farmers who have received payments for their tobacco at intervals, rather than in a lump sum, have prospered more than their neighbors who have sold their tobacco at the fluctuating prices of the auction markets.

Every year the association has met and disproved the taunt of its enemies that the first payment to its members on their tobacco would be the last they would receive. It has continued to grow in numbers, and to increase its credit and the size of its payments to members in the face of tremendous opposition on the part of warehouse and speculative interests.

The tobacco farmers of Virginia and North Carolina have now definitely committed themselves to a campaign for orderly marketing of tobacco from 1927 to 1931. The Virginia dark fired growers are demanding a 75 per cent sign-up of all the dark fired tobacco in their state under an iron clad contract, which calls for delivery of all tobacco grown upon the land of every signer.

In the old tobacco belt of Virginia and North Carolina the planters are planning to carry on co-operative marketing in a new association which calls for a 65 per cent control contract, and are now engaged in a ninety day cam-

paign to secure a majority of the old belt tobacco for their association.

Price Protection

The failure of the tobacco growers of South Carolina to sign-up a majority of the tobacco in their state with a new association, during the recent campaign, has apparently roused the old belt and Virginia farmers to a realization that the task of a majority sign-up is no light one, and every important tobacco county of western North Carolina and Virginia is being organized for the fight to continue price protection through co-operative marketing in a stronger and larger association.

Very seriously the tobacco farmers of Virginia and the Carolinas are asking the question, "If not co-operative marketing, what?" and they believe that failure to reorganize an association will mean lower prices than they have seen for ten years, particularly in view of the recent warning of over-production which was issued by the Tobacco Association of the United States.

This is the first warning against over-production which tobacco growers of Virginia and North Carolina have heard since the formation of their association, and they are becoming aware that the abandonment of orderly marketing, in the face of what promises to be the largest crop of bright tobacco since 1920, would cost them a fearful price. From the wide spread efforts that are being made to insure a successful sign-up campaign it appears that the farmers are determined to build for themselves an association which will insure them increasing price protection for another five years.

Hutcheson's Opinion

"Regardless of whether the present association fails or succeeds," says Professor Hutcheson,

son, of the Virginia Polytechnic Institute, "enough farmers in the tobacco belt have been educated to the advantages of co-operative marketing to guarantee the eventual success of the movement. The last four years have taught them that they can do business on a large scale; and that, through co-operation, they can merchandise their products so as to guarantee that they will be sold at the best prices in the world's supply and demand. The future is in their hands, and they need not suffer from violent temporary fluctuations unless they are minded to do so. The past four years of experience in a co-operative association have taught them more in regard to the subject than they would have learned in fifty years of text books or schools."

The whole situation is summed up in the following words of United States Senator D. Smith, of South Carolina, in a recent appeal to the farmers of Virginia to start their marketing association, with their ill-fated tobacco growers of South Carolina: "On one side of the tobacco pile is the helpless farmer on the other side is the organized brain, the capital of Europe and financial America, and the south its mere pittance."

"The organization of our farm people is the only way out. The whole destiny of the south, the womanhood of the south, the education of our children, hangs upon the success of the co-operative movement to keep for our southern people what is theirs by right."

The record of co-operation in the marketing of tobacco by the farmers of Virginia and North Carolina, during the past four years, speaks for itself. The decision of the tobacco farmers and their future is now strictly in their hands, and according to recent developments they will not fail.

Essentials of Profitable Tobacco Growing Must Be Considered

Rewards for High Quality Are Great—Important to Grower That He Understands Clearly Influence of Various Factors in Production on Quality—Soil Has Greatest Effect on Character of Leaf—Good Tobacco Restricted to Certain Area

By E. J. KINNEY

Professor, Farm Crops, University of Kentucky



PERHAPS there is no other crop grown where quality counts as heavily as in the case of tobacco. The range in prices on any tobacco market is astonishing to one not acquainted with tobacco marketing but

who is familiar with the marketing of other staple crops. Since the rewards for high quality are so great, it is of much importance to the grower of leaf that he understand clearly the influence of various factors in production upon quality. Tobacco at a fair price is one of the most profitable crops grown. At a low price, there is no other crop one can lose more money on. It is a common thing in any tobacco market in almost any year to see one crop sell at a price that means good profits and another crop that cost just about as much to grow, sell so low that the returns will hardly pay for the stripping, let alone other production costs. The slogan of a tobacco grower should always be "Quality rather than quantity." The writer wishes in this article to discuss some of the essentials in growing good tobacco leaf.

The factor which exerts the most influence on the quality of tobacco is the soil. Any type of tobacco owes its peculiar qualities to a very large extent to the character of the soil upon which it is grown. Of course variety of seed and methods of curing also influence the qualities of the leaf, but to a much less degree than does the soil. The fine qualities of Cuban tobacco, for example, are due almost entirely to the kind of soil

upon which it is grown. The best quality of White Burley tobacco is likewise grown only on a special type of soil.

To a greater extent than is probably realized, tobacco growing in this country is confined to a relatively restricted area because these areas contain most of the soil that will produce good leaf. Even in old established tobacco growing districts, it is a well known fact that certain areas produce a particularly fine quality of leaf.

Even on the same farm there are fields that produce better tobacco than other fields. The influence of soil type, however, is not more important than the influence of the condition of the soil. In the White Burley district of Kentucky the importance of the proper soil condition is perhaps more fully realized than in most regions. Or perhaps the influence of soil condition is, more important in the case of Burley than with other types of tobacco. In this region it is the usual custom of the best growers to keep land in bluegrass pasture for from eight to ten years before putting in tobacco.

If the land is not in fair condition, the pasture is manured or stock fed on it during the winter to increase the content of organic matter. When such fields are plowed up, the soil is loose, well aerated and well supplied with all kinds of available plant food. The young plants set in such soil, find ideal conditions for rapid growth and the Burley crop

that makes a rapid growth early in the season is the one that gives smooth, bright leaves with plenty of finish.

The writer has grown Burley after various other crops where efforts have been made to supply an efficiency of plant food by means of manure and fertilizers but only in exceptionally favorable seasons is it possible to grow a same fine quality of leaf as is obtained on bluegrass sod land.

There is plenty of land to produce a tobacco that ought to be produced on Burley tobacco growing section without investing it on poorly prepared land, and the cost of spending several years in preparing land for the crop is one that ought to be generally followed. A long interval between crops not only gives an opportunity to get soil in good condition, but it also frees soil of tobacco disease organisms.

Since White Burley tobacco is particularly susceptible to disease this is an important matter. On the loose leaf Burley floor year the average price of leaf has been an average of 22 cents per pound. Many crops grown on properly prepared land brought from 35 cents per pound, however.

When for any reason soils not in good condition must be used for tobacco, the application of fertilizer will usually give a profitable increase in yield and in many cases will improve the quality. With an intense crop like tobacco, it does not pay to attempt to economize on fertilizers. A relatively increase in yield will make heavy fertilization profitable.

In growing the dark fired types of tobacco

dark air-cured such as are grown for export in the western Kentucky area and in Virginia, the premiums for high quality are as great as in the case of higher priced grades of tobacco. It is a fact, however, that the prices prevailing for these export tobaccos in recent years, it is only the best quality of leaf that actually pays the grower a profit.

Poor Season

The average price of dark air-cured leaf on the Owensboro, Kentucky market this year is about 8 cents per pound. To a large extent the low prices were due to the poor quality of the crop. The season was unfavorable only on soils in the best condition were quality crops produced.

The writer is acquainted with a farmer in the region who sold a large crop for about the average. About the only advantage over his neighbors was a better pre-soil. The demand for the dark export tobaccos is for a leaf of good size, good body, well matured, and with a smooth, oily leaf. To obtain leaf of this character, the grower should furnish plenty of plant food to insure a strong, steady growth of plant which will get its growth in sufficient time to be perfectly before harvest.

The weight and finish are improved if the weather is warm. The greatest need in the export districts is more organic matter in the soil. A good clover or better, grass and clover, is more likely to give good leaf than land that was in a bare or poor crop.

Manure and fertilizers should be used liberally in this section, especially phosphatic fertilizers. Fertilizers will not make up for a physical condition, however. The dark tobacco grower does not use fertilizers to the extent that he should and could with profit. The type of tobacco responds well to commercial fertilizers and it is especially desirable that they be used liberally where the soil has not been handled previously so as to bring it into a productive condition.

For the growing of the bright or flue-cured tobacco, and of cigar tobaccos, especially the grades of cigar leaf, the problem of getting the proper physical condition of the soil is so difficult as in case of tobaccos produced on heavier types of soil. The soils in the export districts are naturally light and quite sandy in many cases, which insures good growth without much organic matter.

Organic Matter

At the same time a good supply of the right kind of organic matter is essential to the production of the highest grade of leaf. In the bright tobacco sections in particular there is no question but what the practise of crop rotation that will build up the soil in organic matter is preferable to continuous cropping with tobacco.

In both the flue-cured regions and the cigar tobacco district in the Connecticut Valley the selection of fertilizer is a problem of the first importance and one that should be the most careful study. No two farms are alike when fertilizer requirements are considered. Experimental data is very helpful. Usually the grower will find it necessary to modify the recommendations to suit his own soils.

Enough has been said to emphasize the importance of soil preparation in growing tobacco. There are of course other factors which are important in producing leaf of high quality and these will next be considered briefly.

As a general rule early transplanted tobacco gives leaf of better quality than late transplanting. The chief reason for delaying set-

ting the crop is a lack of plants. It always pays to make ample provision for plants so there will be enough to set the entire crop without having to make a number of pullings.

The first pulling of plants is always the best and good strong plants insure prompt recovery after setting, and a good stand. Every effort should be made to hasten the growth of plants in the plant bed. The bed should be put on the best ground on the farm and liberally fertilized in addition.

If the plants seem to be growing slowly, the growth can often be hastened by adding fertilizers in solution, care being taken not to make the solution strong enough to injure the plants. A plant bed should never be allowed to suffer for water. Watering a big bed is quite a task, but if needed it is always profitable.

Steam sterilization of the bed will usually result in a more rapid growth of plants. The cigar tobacco growers could well learn a lesson from the growers of the South in the question of sterilization of beds either by burning or steaming. There is no question but what a more rapid and cleaner growth can be obtained where the soil is partially sterilized.

Lack of Season

Another reason for delayed setting, especially in the dark tobacco growing sections, is lack of a season. Very few transplanters are used and the growers are entirely at the mercy of the weather in getting the crop transplanted.

A dry period at the time the crop ought to be set, often delays transplanting two weeks or more. In the meantime the plants get long and "shanky" and are not only difficult to transplant but are likely to give poor results. A machine planter will avoid this delay and any grower will find such a machine a paying investment even if it is not necessary to use it frequently.

Often a fine crop of tobacco turns out a very poor quality of leaf because of careless handling in harvesting or poor management in curing. It is a fact that even growers of experience seldom appreciate how much damage bruising and long exposure to hot sun will do with tobacco. A tobacco man of long experience once told the writer that he believed the value of the tobacco crop in the Burley section would be 10 per cent greater if the growers would exercise more care in handling at harvest time.

There is no phase of tobacco growing that calls for more skill and care than curing. This is particularly true of air-curing. A barn full of tobacco can be practically ruined during a period of warm, moist weather unless the grower is constantly on guard.

Even with the best of management there are seasons when it is impossible to prevent serious damage from house-burn. As a matter of fact, there are very few years when a good deal of tobacco damaged more or less by house-burn cannot be seen in the warehouses. Faulty ventilation of barns is responsible for much of the damage.

Barn Ventilation

There are a number of theories in regard to barn ventilation, but in actual practise the man who has the most ventilators will get the best circulation of air through the barn. Ventilators should be so constructed that they may be opened wide if desired and should fit sufficiently well that the barn may be fairly tight when they are closed.

There are not many occasions when the air is absolutely saturated for very long periods and if a free circulation of air can be gotten through the barn, houseburn can be pre-

vented as long as the air is capable of taking up more moisture. Some growers claim to have gotten good results by using the blower on a grain separator or silage cutter to force air through the barn and this would seem to be entirely practical.

Crowding the tobacco in the barn is perhaps the most common cause of light damage from houseburn in ordinary seasons. In bad curing weather there is no chance of preventing houseburn in a crowded barn except by using artificial heat. It is practically impossible in even well ventilated barns to get a free circulation of air in case of over-filled barns. Better leave part of the tobacco in the field rather than to run the risk of injuring the entire crop by houseburning due to crowding.

Artificial Heat

When it is apparent that house burn will occur in spite of all other precautions, artificial heat must be used. It is a mistake to wait too long before starting the fires and a mistake not to use enough heaters to raise the temperature several degrees or enough to dry out the leaf.

In the Burley region sheet iron stoves called salamanders are extensively used and although several other kinds of apparatus have been invented for heating barns, it is doubtful if any are as practical as these stoves.

Coke is the fuel used and it does not injure the leaf or impart any odor or flavor to Burley tobacco. In other sections some buyers claim that it injures the leaf, but this is very doubtful for no other tobacco absorbs odors and flavors to as great an extent as Burley.

The stoves should be well distributed around the barn and the barn made as tight as possible. Hot fires should be kept going until the tobacco is dry. They may then be allowed to die down but should be revived if atmospheric conditions do not improve. The use of a few stoves in a large barn will usually do more damage than good.

Coke Stoves

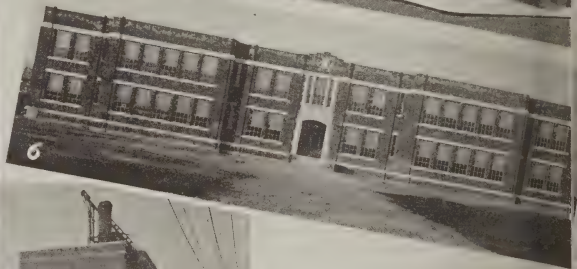
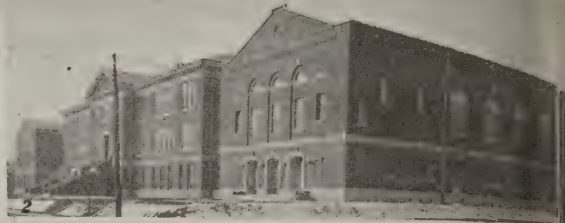
The coke stoves can be made by any tinner and are not expensive. After the crop is safely cured, there is not much danger of further damage. Care should be taken, however, in bulking down tobacco in warm weather, especially when in high case.

If stripping is begun before cool weather, only enough tobacco should be taken down at one time to provide a few days' stripping. In such cases, make shallow bulks and watch carefully. Tobacco in high order bulked down in warm weather will blacken in a very short time.

Finally, in getting the best returns for his leaf the grower should put it on the market in attractive shape. Many growers lose two or three cents a pound on their crop by careless grading and poor tying. The writer has seen a number of crops bought by speculators on the sales floors and after regrading sell for two and three cents per pound more than it brought previously.

The requirements in good grading are to make a sufficient number of grades to accommodate each type of leaf. Each grade should be uniform as to length of leaf—character of leaf, and soundness of leaf. The price of tobacco is based on the poorest tobacco in the lot—not on the best or the average.

American tobacco growers are believed to be facing a trying period. Over-production is threatened. Only the individual grower can prevent this for no concerted action is possible. The way out of the prospective trouble is to raise less tobacco, but better.



VIEWS OF WILSON, N. C.

1. Cheny Hotel; 2. Wilson High School Bldg.; 3. Wilson Co. Tobacco Plantation; 4. Atlantic Christian College; 5. Colored Grade School; 6. Wilson Co. Grade School, N. C.; 7. Carolina General Hospital; 8. Wilson Water & Electric Power Plant; 9. First Methodist Episcopal Church South; 10. Wilson Co. Court House.

Wilson One of Dixie's Proudest and Prosperous Tobacco Markets

Agriculture Rules Section—Few Manufacturing Enterprises—Variegated Crops Predominate—People Prosperous—New Tobacco Market Plans Proposed—Local Statistics—Nearly 77 Million Pounds Sold Last Year For Over 20 Million Dollars

By M. Z. MOORE

WILSON, North Carolina, long has been on the tobacco-selling map. Something like thirty-five years ago, the people of Wilson, decided there was enough tobacco grown in and around the County to justify building of a warehouse for the sale of tobacco. The cultivation of the "weed" had increased, and in a few years several towns in eastern North Carolina were growing tobacco, and have continued until today. Cultivation of tobacco is the leading agricultural industry, and through all these years it has held supremacy and goes on recording the largest bright leaf tobacco market world.

Has Made Rapid Progress

Wilson, and several other counties in eastern North Carolina, have made wonderful progress in the past 25 years, and the tobacco industry can be given much of the credit for the good conditions. The State of North Carolina in 24th place in valuation of agricultural production per acre twenty years ago in United States; 3 or 4 years ago, it was in fourth place, and it is very evident in North Carolina, and mostly the tobacco industry is responsible for that increase, as we have a much higher average in prices than in the Old Belt do on tobacco.

Public Buildings Good Indicators

Prosperity is manifested in public buildings marks the prosperity of a town and people plainer in any other way. I will attempt to show Wilson's achievements along this line. There are several churches here of different denominations and every five or ten years they are enlarged and remodeled, or new ones built to accommodate the growing congregations. The First Church, South, is a handsome church, modern and modernly equipped just a few years ago. And the First Baptist Church is a beautiful building, yet the seating capacity is not sufficient, so the congregation bought a lot and will soon commence to erect a new one large enough to meet the requirements. Other denominations have to do the same when necessary.

Wilson has a glimpse at our magnificent and well equipped court house, with jail on top, is evidence to prove that the people of the county have the highest regard for law and order, and have erected a building as the seat of justice, cost of more than half a million dollars.

The school system is considered the best in the plan ever adopted, and originated in this county. Every child of school age, in the county, has a bus furnished by the county to ride to school. Hence, there is no excuse for any illiteracy. Every county in the State, as adopted, or intends to adopt this system, delegates are coming here from other counties to get first hand information regarding the system, with a view to adopting. It is very expensive, but the money goes for a splendid school. The Wilson High School Building is considered the pride of the town. It is a very fine structure, with all modern conveniences and is probably one of the best equipped in the State.

The Atlantic Christian College located in Wilson, its patronage has been so great that it is forced to enlarge their buildings and is asking to move the institution to other

towns, but the people here are very anxious to retain it, as it is a credit to the town, and have offered personal donations to the amount of \$150,000, in spite of the fact that it is a Denominational College.

I mention the expensive churches, Court House and Public School buildings in our little town of Wilson, of less than 18,000 inhabitants, merely to show that it does things equally as well as larger towns do, which is a true indication of much prosperity.

The Cherry Hotel, located at Atlantic Coast Line Railway Station, cost around three-quarter million dollars, a building equal in size and accommodation to those of cities of 500,000 in population, and there are other splendid hotels here, all doing a paying business.

Tobacco Is King

Wilson is strictly an agricultural town, with very few manufacturing enterprises. It is the wonderful tobacco market that has made all these things possible. With live business men, that own and operate the warehouses; men who are wide-awake to the interest of their business at all times, together with expert judges of tobacco, who manage and look after the interests of the companies, which manufacture and sell tobacco to the world, all men of character and ability.

All these men have been here several years, and have won the confidence of the trade, both far and near. Such traits are deserving of success. Since the farmers have commenced raising tobacco they find they can cultivate fewer acres and derive more revenue. They used to cultivate thirty acres with a mule, now they are only planting about fifteen acres. The average farmer, planting a few more acres to cotton than tobacco, and about the same to corn, with the gross money receipts for several years about the same on cotton as tobacco, and the prices per pound have ranged about the same.

Last season there was a poor crop of tobacco in other tobacco territories, and a good crop in eastern Carolina, so Wilson will pay out about five million dollars more for tobacco raised in this county than cotton, as a bumper crop of cotton was made all over the cotton belt, and prices have been lower. Wilson, I suppose, will sell 15,000 bales, and I estimate it will bring cotton seed included, two million dollars. The farmer is not in as good financial condition as a few years ago, having been seriously disappointed in the price of cotton this season. I, therefore, think the tobacco cultivation, in connection with the "King of the South Cotton" in this part of the state, has been a financial blessing.

People Prosper

The tenants are living in as good houses today as the landlords used to live in. Villages have grown into small towns, with ample banking facilities to take care of the business, and I include several other adjoining counties that have made equal progress, while real estate is from \$25 to \$50 per acre higher in Wilson County than any other.

Our soil produces the finest cigarette tobacco in the world; and, Wilson being on main line of Atlantic Coast Line Railway, from north to south, gives it the advantage over some of the other large tobacco markets not on this railroad, as we sell tobacco from Virginia, South Carolina and Georgia. The Norfolk Southern

Railroad passes through from east to west. The sad thing about the Wilson market is, it doesn't sell what it is deserving to sell.

While the companies that buy all the tobacco are as well prepared, if not better, here than in any other market, but for Wilson to sell any more tobacco than last year, there are only two remedies. One is to open the market three weeks earlier, with three sets of buyers, which would dispose of the primings before the first of September, the regular opening date.

Two Sales Plans

On that date, place the other two buyers on; that would do away with some of the congested conditions in September. Besides, while I have shown that the farmers are living in better condition than they used to be, but most of them place the profits back on the farm in improvements, and never have much surplus money. During the month of August is when they mostly need it. The farmers have never made as much as the manufacturers have, in proportion to the investment; and, when they can be accommodated, with just a small additional cost to the companies, that are paying big dividends to their stock holders on manufactured goods, it seems to me they would be willing to open the markets earlier.

The other remedy is for the companies to place more machinery in their factories so as to handle more tobacco, and give six or seven sets of buyers to Wilson, commencing September first. Then Wilson will sell from ninety to one hundred million pounds, with a crop in proportion to last year's crop, we having sold 76,764,130 pounds last year for \$20,592,841.68, an average of \$26.83 per hundred, and will never sell more under same conditions.

Early Market

I think to open the market earlier would be more satisfactory to all concerned, and I am including all the other leading markets of eastern Carolina, as they have same conditions to contend with, and their farmers are as much deserving as any. Some of the buyers suggest keeping the market open after the holidays, but the farmers did that a few years, and they received much less than they would have received, had they sold in the fall.

Prices remained firmer, 'till the close of the market this season, than I ever saw before, the closing day being February 12.

Our climate is ideal, being about centrally located between Maine and Florida, we do not have the extreme cold, nor the oppressive warm weather. Our seasons are long for growing and harvesting crops, with better labor conditions than anywhere in United States. We have less race trouble here than any section in the United States, and what trouble we have is generally by negroes emigrating from other sections.

Records show ninety-nine per cent of population of state native born. The families of slave owners and the families of slaves reared together, and are now living and working together on the same farm in perfect harmony.

Taking everything in consideration we have a great deal to be proud of, especially our school system and tobacco market.

Wilson has \$30,000,000 a year bank clearings.

Wilson has never had a bank failure.

Wilson's town taxes only 58 cents on the \$100; the lowest of any town in the state.

Wilson County, the third richest county in the United States.

Winston-Salem Claims The Largest Tobacco Market in the Old Belt

Ninety-Three Factories Have Half Billion Pay Roll—Government Revenue Greater Here Than Anywhere in South—Town Established Fifty Years Ago—Nearly 36 Million Pounds Sold Last Season—Warehouse and Factory Capacities

By ROBERT WILSON McFARLAND

UNDoubtedly one of the world's greatest tobacco industries is located in the heart of the Piedmont section of the Carolinas and Virginia, where stands the great tobacco City of Winston-Salem, often referred to as the "Twin City," and sometimes as the "Camel City." It is situated within about sixty miles of the Blue Ridge Mountains, and has an altitude of over one thousand feet. Its summers, as described by soil surveyors of the United States Government, are "mild and pleasant, with cool nights," with its winters "not excessively cold." In 1900 the population of the city was 13,650.

By 1920 it had more than trebled in population, according to census figures. Since 1920 it has shown a gain in population of 50%, its inhabitants now numbering well over 70,000. It is served by three railroads, the Southern, the Norfolk and Western and the Winston-Salem Southbound.

Started in 1875

Its real industrial life commenced, says the Chamber of Commerce, "with the establishment of a small tobacco manufacturing plant by R. J. Reynolds in 1875, and while tobacco is still the leading industry here, yet there are factories, ninety-three in number, manufacturing tobacco, furniture, underwear, woolen and knitted goods and wooden products, whose annual output is nearly one half billion dollars."

By reason of its great industrial activities, which create a big demand for the products of the farm, it is but natural that the city should become a mecca to which farmers from hundreds of miles should turn to market the fruits of their toil, whether they be of the farm or garden.

For years it has been one of the very best tobacco markets in the world. By the time this article is in print it will have closed one of the most successful years in marketing tobacco in its history; for, notwithstanding unfavorable weather conditions which existed in all the territory tributary to Winston-Salem during the whole of the period while the tobacco plant was on the hill, causing most of the leaves of the growing plant to shrivel up, and forty or fifty per cent of them to die for lack of moisture, yet the auction market's sales will reach around 42½ million pounds for the season; 42,039,733 pounds having been sold up to the time of the last official report, issued March 6, at which time the market had two more weeks to run.

Nearly 36 Million Pounds

Its sales, last season, were 35,750,276 pounds, making a gain in poundage this season of nearly seven millions. It leads, this season, by around four million pounds any market in the Old Belt of either North Carolina or Virginia. So Winston again takes its rightful place as the "cock-o'-the-walk" in the Old Belt as the leader of the entire Piedmont section.

Winston-Salem sells more different types of tobacco than any market in the world. While its auction sales tobaccos of the Old Belt predominate, yet much tobacco is sold here of the "air cured" type, of the "fired type" and some of the types grown in eastern North Carolina, and, occasionally a load or so of the "burley" type.

While the warehousemen of this city do not, as a rule, solicit trade except from the "Old

Belt" farmers and those in the "New Belt," growing a bright, heavy type of tobacco, yet the fame of Winston-Salem's manufacturers has circled the globe, and many farmers living two hundred, three hundred and perhaps four or five hundreds of miles from the "Twin City" feel that when they market their tobaccos here that they have indeed found headquarters.

They are no longer victims of once-a-week newspapers, with mail probably once a week. The telephone, the daily papers and other modern conveniences, have placed the farmer, regardless of distance, in a position to be posted, as to market conditions, on a par with his city brethren; and, the farmers know that in addition to the great manufacturers of tobacco here, all of whom have their own buyers on every sale, that the British companies (Loth the Imperial and Export) the domestic and export concerns of the Wright-Hughes Tobacco Company and of the Winston Tobacco and Storage Companies, both of whom have orders from every section of the globe in which tobacco is used for any purpose; and both the Liggett & Myers Tobacco Company and the American Tobacco Company have their re-drying and storage plants and their personal representatives on this market.

Immense Capacity

It is highly probable that Winston-Salem is the only tobacco market in the south whose buying capacity is capable of taking care of daily, without any hitch or friction, more tobacco than could be sold at auction any day, even if five sales were run, selling each three hundred baskets per hour, and running from 9 A. M. until 5 P. M.

While there are only five sales warehouses here, yet they are large in size; and, under the system of selling used, anywhere from 900,000 to 1,250,000 pounds can be sold daily. More good roads lead into Winston than into any city of the Piedmont section. There are nine of them in all. During the entire season fully ninety per cent, if not more, of the tobacco coming here came in autos. Some years ago the mountain farmer came to Winston in his high topped wagon—then peculiar to this section.

He brought along with him his frying pan and other cooking utensils, with enough rations to last him a week, for it took the farmers from many sections that long to make the trip and return home. Now he leaves his home, if he wishes, shortly after midnight in his auto, and he reaches the market in time to sell the same day. Small wonder is it therefore that in this the day of the auto and good roads that the farmers are turning to this great tobacco marketing centre with its modern warehouses, run with clock-like precision by men who are perfect masters of the selling business, as never before.

Might Have Been Better

With favorable seasons like those which existed in eastern North Carolina the past season, the market would have reached, in its sales, between eighty and eighty-five million pounds, for to this great market, with the smoke from nearly a hundred tobacco smoke stacks eternally going up to mingle with the clouds, where the raw material is changed into the finished product, it is natural for the farmers to turn.

And the result is that, during the season, the market has sold upon its auction tobacco from twenty-nine counties in North Carolina, covering an area of 13,855 miles, and has sold some tobacco from Virginia, especially from Patrick and Giles County, which produces some of the best of the tobacco types raised in the world.

The twenty-nine counties in North Carolina referred to above, in their alphabetical order are as follows: Alleghany, Alamance, Anson, Ashe, Burke, Caldwell, Caswell, Chatham, Davidson, Davie, Forsythe, Franklin, Gooch, Hoke, Iredell, Lee, Lincoln, Montgomery, Moore, Orange, Randolph, Rockingham, Surry, Stanley, Stokes, Surry, Union, Wayne, Yadkin, and possibly it has drawn trade from other counties than these twenty-nine.

Inferior Crop

Nearly all of the counties mentioned are victims of the terrible drouth of this season and the result was, as a whole, an inferior crop of tobacco, lacking the sweet flavor for which the Piedmont type of tobacco is noted. A superabundance of the low priced types pulled the average for the season down to \$16.60.

Five mammoth sales warehouses are here. Named in their alphabetical order are as follows: Brown's, Gorrell's, Peppers, Piedmont, Planters'. Each of these warehouses is owned and operated by men who have spent a life time in the tobacco business. The very names of these men mean to the tobacco growers, for they are not "night birds"—here to-day and gone tomorrow men who are a part and parcel of the social and industrial life of the city.

Who's Who

Brown's Warehouse is operated by F. H. Nelson, Jesse B. Glenn and "Elder" Fag. Col. Abe Newson as auctioneer. All of these gentlemen are fine judges of tobacco and are deservedly popular with the trade.

Gorrell's Warehouse has been operated that name for the past forty-five years, they are proud of their slogan, "The Old All the Time." The present head of it is Robert W. Gorrell, a gentleman of fine executive ability, an expert judge of tobacco, a manager, assisted by James Ball, one of the best and speediest in the business, as the pioneer at Gorrell's.

Pepper's Warehouse, one of the largest in the city, is operated by T. R. Pepper, a judge of tobacco, and his son, T. R. Jr. They have two auctioneers, both of whom possess "speed and class," Will Thomas and Robert Holland. No house in Winston-Salem sells more tobacco than Pepper's. The amount sold.

The Piedmont Warehouse was established years ago by the Norfletes. Its fame in the tobacco industry is known wherever the tobacco is grown. The sales of this popular warehouse are run by Frank P. Davis and Harry Davis, and no better judges of tobacco than these two gentlemen ever stepped upon the warehouse floor. Their auctioneer, C. Garland E. Webb, one of the cleverest, swiftest and most popular auctioneers who have sold a basket of tobacco, assisted by Cagleyboro, of the "silvered tongue."

The Planters' Warehouse, last name

means least, is probably the largest warehouse in Winston. Its sales are run by J. G. W. H. Sharp and N. D. Sheets, all of whom now handle tobacco from A to Z. Their buying is done by Captain R. Lee Hopper, who stands without a peer as a salesman—who never loses his head, and when the local sales managers want to maintain a six or seven hundred baskets an hour, are with the goods. Some years ago, the writer was "carrying the book" in behind Lee Hopper, by actual count sold 682 baskets of tobacco in forty-eight days. This is beyond a doubt the fastest that any auctioneer, anywhere, ever

Imperial Plant

of the largest of the Imperial plants in Winston-Salem. In the plant are three big machines. They have a storage room of five million pounds. This company has been a heavy buyer on this market. D. Hutson, their branch manager and who is the right man in the right place. He is only around thirty-four years of age, as been with the Imperial since 1907, thorough master of every detail of their business.

Upon the death in 1923 of Mr. J. M. Hudson, the branch manager—his mantle was taken up by Mr. Hudson and worthily has he been for while looking at all times, as he has after the interest of his company, yet he has on a place in the hearts of the farmers, to utilize this market, second to none.

The Export Tobacco Co.

But this great foreign company the tobacco business of the Carolinas and Virginia has been in a bad plight. Before the time of the Old Belt markets this season, the time of the Export being small buyers in the South Carolina, Georgia and Eastern Carolina markets on account of the situation, the lack of their usual large sales was keenly felt by the farmers in the Old Belt, and when they came on the market, the swing, about the time the Old Belt reopened, there was great rejoicing among the farmers, for they now are, and have been for years, strong bidders and buyers of Carolina and Virginia tobaccos.

One of their best equipped plants is located in Winston-Salem. They have in the person of Mr. Skinner, their branch manager and who is one of their best and most trusted men, the farmers all know and like him, for he is too busy to speak a pleasant word to them and to interest himself in the sale of tobacco. Mr. Skinner is in the very prime of his life, very personification of energy and business ability.

Wright-Hughes Tobacco Co.

A large and dependable firm of leaf dealers and exporters of tobacco for domestic and foreign trade, have an immense stock of tobacco. They have a storage facility for thousands of hogsheads, and are active bidders and sellers of nearly all of the types of tobacco on the market.

In addition to their own gigantic business, they handle the business of the Liggett & Myers Company, manufacturers of many types of cigarettes, smoking and chewing tobacco. Probably the best known of this company's products in the south is their famous "Camel" brand, one of the largest sellers in the

The American Tobacco Co.

A local buyer and local manager of this company, who is an active bidder on all types of cigarette types of tobacco and many types sold on this market, is G. E. Crutchfield, one of the best judges of tobacco in the market. Crutchfield and his four capable assistants are on every sale.

Winston Leaf Tobacco & Storage Co.

The above well known firm is not only one of the leading tobacco concerns of this city, but of the south as well. Their plant and stemmery is equipped with the very latest machinery, and they are prepared to handle tobacco in the most efficient manner. They have a storage capacity of over 6,000 hogsheads, and have contracts for purchasing the tobacco of this Belt for many foreign as well as domestic concerns.

W. A. Woodson, the president and general manager of the firm, by his thorough knowledge of the business in all its phases, and great personality and business acumen, has secured during the trips that he generally makes abroad every year, many clients in Europe and the other continental divisions, and these, together with his large domestic business, makes his concern strong and active bidders for nearly every grade of tobacco.

Mr. Goodson is president of the Winston Tobacco Association, often referred to as "The Tobacco Board of Trade," and under his able leadership the Association has played an important part in the industrial life of the city. At the last annual meeting of the Association, Mr. Goodson's address, dealing with tobacco conditions, which was read during his absence on the Continent, was, by a rising vote of all the members of the Association, ordered to be spread upon the minutes of the Association, and declared to be a masterpiece.

Brown & Williamson Tobacco Co.

This city is the seat of manufacture for the above old established firm of manufacturers and they are heavy buyers of the kinds of tobacco coming to this market suitable for the grades of chewing tobaccos and smoking tobaccos which they manufacture. About a year ago they acquired the business of the J. G. Flynt Tobacco Company, and, in addition to their own brands, are putting upon the market the established brands of that company.

F. M. Bohannon

Wherever good tobaccos are sold for chewing purposes the brands manufactured by Bohannon are known and increasing in popularity as the years go by. Mr. Bohannon is said to be the wealthiest manufacturer of tobacco in the south, trading under a single name. His buyers follow the Winston-Sales, and are active bidders on the types of tobacco used by him in his manufacture.

Taylor Bros.

This old established and well known firm of tobacco manufacturers has been manufacturing tobacco for years, and the various high brands of plug tobacco which they turn out have a ready sale wherever placed, for they are manufactured out of the very best grades of tobacco. Their buyers follow all four of the sales, and when any basket of tobacco suits their requirements they are strong competitors.

R. J. Reynolds Tobacco Co.

The R. J. Reynolds Tobacco Company is by far the largest purchaser of tobacco on this market. It's their home town—the seat of their manufacture—and they are just as loyal to the market as was the Scottish Chieftain MacGregor to the people of his own Highlands, when standing "upon his own head."

We do not believe any grade of tobacco can be brought to the Winston market that Reynolds cannot bid on. On the sales can always be found their head buyer, Arch Glenn and his capable assistants. Alex Whaling, Zeb West and "Bill" Wade, and, occasionally, their circuit rider, "Dutch" Glenn, with an occasional "peep" on the market by some of the buying executives in the person of Will Reynolds himself, Mr. Dwyer, Mr. Blackwell, Mr. Norfleet or Mr. Dodson, for to a man, they are all interested in the local market. Many of the gentlemen named were raised in this section, and

they like to greet their former friends and shake their hands.

Making the Town

It is this great company (Reynolds) that has made Winston-Salem take its place easily as the largest manufacturer of tobacco products in the world. It is this concern that shipped last year, packed to their full capacity, upwards of fifteen thousand solid cars loaded with cigarettes and smoking and chewing tobacco, representing five hundred train loads of thirty cars each.

To handle this enormous quantity of freight, the main railroads serving Winston, the Southern and the Norfolk & Western, run special trains each night out of Winston-Salem. One of these trains is known as the "Camel Special," the other as the "Prince Albert Special," these names appearing respectively upon the train schedules of the Norfolk & Western and the Southern.

We can get no "dope" upon what is hauled away by motor cars. We understand that in Winston-Salem the R. J. Reynolds Tobacco Company give employment to around 14,000 persons; and that, due to the Reynolds business, Winston-Salem has become the largest revenue producing point on the Southern Railroad, and, in fact, in the whole south.

Thro' the Needle's Eye

It is reported upon good authority that, some years ago, when a new Post Office building was contemplated for the "Twin City," that to aid the Government in the way of financing it, the Reynolds factories purchased, within a single month, enough revenue stamps to pay for the whole building, lock, stock and barrel. And, incidentally, this new Post Office Building is one of the largest and finest in the state.

While all of the Reynolds factories in Winston-Salem are not under one roof, yet they are in close proximity to the company's executive offices, thus affording the opportunity for a close and intimate relationship between the manufacturing, selling and the operating executives.

Other Brands

The main products of the Reynolds factories seem to be Camel cigarettes and Prince Albert smoking tobacco; but, in a mention of the company's products, Stud, a granulated tobacco, Geo. Washington, a cut plug, Brown's Mule, the biggest selling flat plug in the world, Apple, a sun cured product, and Our Advertiser, one of the first and most successful of the company's products cannot be overlooked.

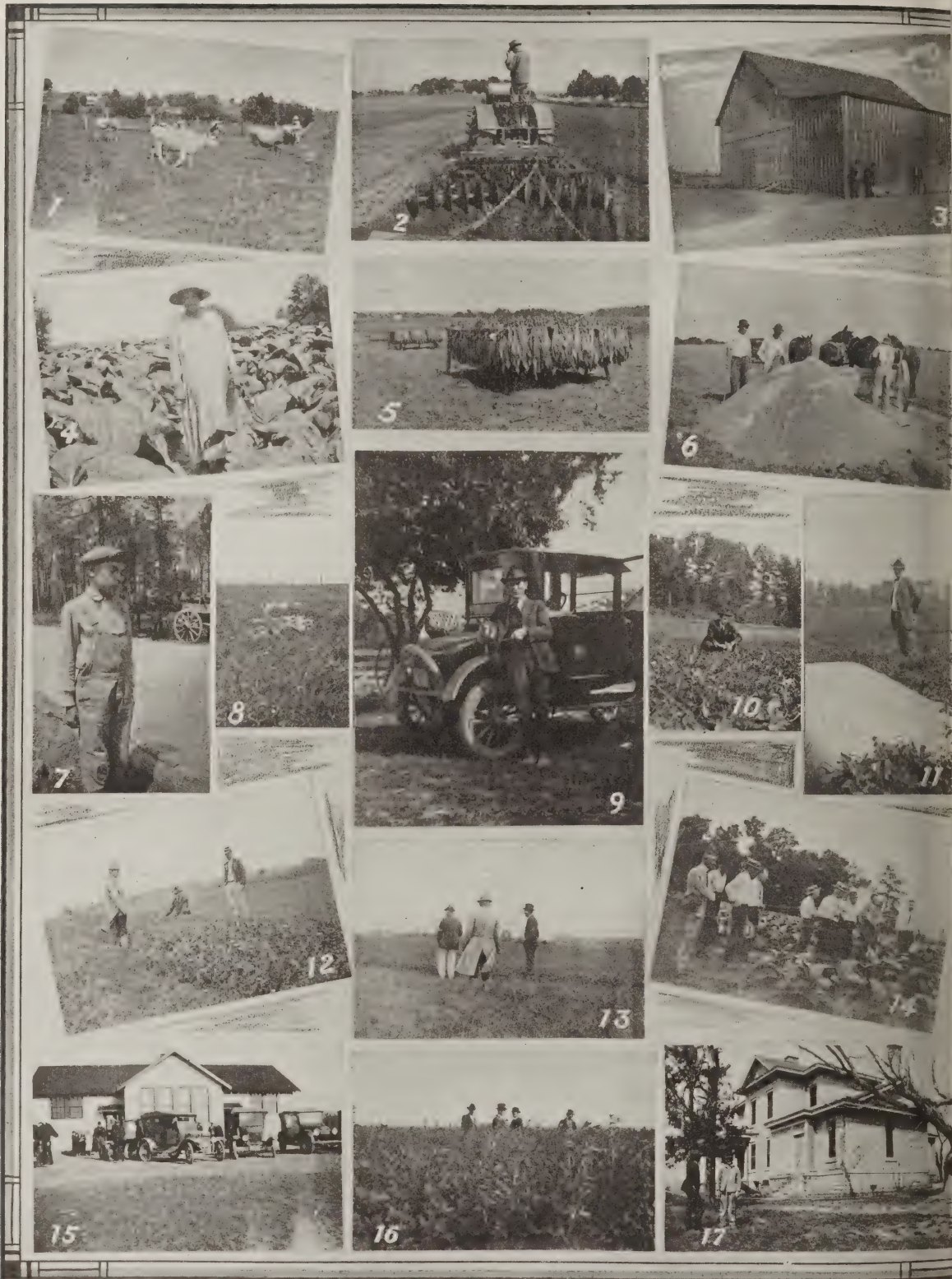
Walking the Mile

The slogan, "I'd walk a mile for a Camel," has become an everyday expression with the public. Speaking of Camel, this cigarette, during the comparatively short time that it has been upon the market, has established a record of popularity never equalled before in the history of the world, for it has become the world's biggest and fastest selling cigarette. Prince Albert, known as the national joy smoke, occupies a similar place in its field.

None Larger

These are just a few things we are able to gather about the R. J. Reynolds Tobacco Company—the largest tobacco company in the United States, whose home is in Winston-Salem. A firm loyal to a marked degree to its home market, and which has "stood by" in every time of trouble.

While it is too early to predict anything as to what the Winston-Salem tobacco market will sell the coming season, yet, it is safe to say, the market will lead, as it did this year, all the markets of the Piedmont section, for what it takes to sell tobacco, this market has—and then some.



Ton-Acre Tobacco Show views, Robertson County, Tennessee. 1—Mr. Sory's cows helped to make his land rich. 2—Making a good seed bed on clover for tobacco. 3—Type of barn commonly used. 4—Mother of Claude Pinson, whose acre, last year, brought \$678. 5—Tobacco on the scaffold before hauled. 6—Farmers spread 10,000 tons of lime a year for clover. 7—Joe Borthick, a winner in the Boys' Tobacco Club. His acre last year brought \$688. 8—Barn and pigs in clover, C. B. Holman's farm. 9—County Agent C. H. Moody, President Springfield Kiwanis Club, originator of the Ton-Acre Tobacco Club. 10—County Agent C. H. Moody, in a limed clover field. 11—Tobacco Specialist R. H. Milton in a limed cloverfield. 12—Effect of lime on clover on Barbee Holman's farm being studied by field men from U. S. Dept. Agr. Washington, D. C. 13—Clover on limed and unlimed land on farm of Barbee Holman, whose acre sold for \$708.08. 14—Visiting a club acre on an inspection tour. 15—A rural school where local tobacco club is organized. 16—Schoolhouse on clover six feet high on limed land. 17—Home of Ernest Sory, who made 2215 pounds in Ton-Acre Club.

"Ton-Acre" Tobacco Show an Interesting Event at Springfield

Visitors Pronounce the 1926 Display the Biggest and Best Tobacco Show Yet Held in Robertson County—Ten Cash Prizes Awarded to Men and Boys—Lads Considered Better Handlers of Tobacco—Lessons Taught By Demonstrations.

By C. H. MOODY

Robertson County Agricultural Agent,
Springfield, Tennessee

EVENTS of much interest always are the acre exhibits of tobacco growers in Robertson county, Tennessee. The 1926 Springfield Tobacco Show was held Friday, February 26, on the Tennessee-Kentucky Loose floor. The one hundred and fifty farmers and business men present pronounced it the largest and best tobacco show yet held in Robertson County. There were forty prizes ranging in value from two to fifty dollars each. These were donated by the tobacco growers, bankers and tobacco men of the county, upon solicitation of a Kiwanis committee consisting of R. A. Davis, Jas. McMurry. The judging was done by J. T. Ellis, Jas. Jones and W. B. Childers. The premiums were awarded County Agent C. H. Moody, explained the object and purpose of the tobacco club work, and told of the prize winning acres was stressing the value of fertile clover and manure and fertilizer, thorough and careful handling. After the tobacco was sold at auction over the loose floor, many of the baskets of leaf sold well above thirty cents, and some of the following: 43, 46, 50 and 55 cents per pound. In Barbee Holman's crop 970 pounds sold at 46 cents. Clement Woodall, in the 46 cents, topped the sales with 415 pounds, and 340 pounds at 55 cents.

Large Yields

Seven acres entered in the Men's Club, two of them weighed more than each. First prize on yield went to Ernest Sory, of Adams, with a yield of 2,215 pounds, which gained twenty pounds weighing, making a final weight of 2,215. Second prize on yield went to Barbee Holman of North Robertson, with a yield of 1,545 pounds, which on final reweighing went to 1,545 pounds.

Barbee Holman's crop weighed 1,545 pounds. This was grown by Leslie Webb of Wessington. Second in weight was Oley Minnis, of Brick School Community, with 1,355 pounds. Clement Woodall, of North Robertson, was third in yield with even 1,320 pounds.

Sales Value

The best acre of tobacco in the show was sold by the sales value. Barbee Holman's 1,545 pounds sold for \$708.03, thus making a first prize of \$50.00 in cash. Ernest Sory's crop of 2,215 pounds brought \$650.83, second prize of \$30.00 cash. Jim H. Gardner's acre, grown on the farm of J. T. Murphy, near Kinneys, weighed 1,295 pounds and sold for \$374.81, winning third prize of \$20.00 cash. W. R. Kelley's acre weighed 1,355 pounds and sold for \$372.89, fourth prize of \$10.00 cash. J. T. Murphy's 1,320 pounds brought \$271.63 and sold for \$5.00 cash.

Boys' Club Prizes

The sales value of the Boys' Club tobacco was better down through fifth place than men's. Clement Woodall won first

prize of \$25.00 cash, with a sales value of \$516.20. Joe and John F. Borthick won second prize of \$15.00, with a sales value of \$451.25. Third prize of \$10.00 cash went to Oley Minnis, whose acre sold for \$410.35. Leslie Webb won fourth prize of \$5.00, with a value of \$352.11, while Sanford Murphy got fifth prize of \$2.50 on a sales value of \$342.22.

Boys Better Handlers

Special prizes were offered on quality and handling. The judges declared the acres in the Boys' Club to be better handled than those of the men, and decided that the best handled acre in the show was that of Joe and John F. Borthick, while the best quality tobacco in the entire show was also shown by a boy, Clement Woodall. These results are very encouraging because they show that the boys are working on the right idea in taking a small acreage and so handling it as to produce tobacco of fine quality.

A vote of thanks was tendered S. R. Russell, manager of the Tennessee-Kentucky Loose Floor, who tendered the use of his floor for the show and donated the loose floor charges to the contestants, who received for their tobacco the full amount bid by the buyers. This applied not only to the prize winning crops but to the entire lot of seven men's acres and twenty boys' acres in the show.

This is the largest number of acres ever shown here, and if the club acre idea spreads much more, County Agent Moody states that some process of elimination may be devised so that only the best scores from each community will be shown next year.

The data on the ten prize winners is given in the following tabulated form, such as has been printed in the "Dixie Number of Tobacco," each of the past two years:

Winners of 1926 Ton-Acre Tobacco Show at Springfield, Tenn.

	Grower	Value	Yield Pounds	Fertilizer Pounds	Manure Tons	Lime Tons	Days Fired	Rotation past 5 years
1.	C. B. Holman....	\$708.08	2,140	900	3	2	35	Wheat, clover, tobacco, wheat, clover
2.	Ernest Sory	650.83	2,215	800	0	0	35	Peas, corn and beans hogged off
3.	Jim H. Gardner ...	374.81	1,295	885	7	2	40	Wheat, clover, tobacco, wheat, clover
4.	W. R. Kelley	372.89	1,355	600	2	0	35	Red Top and Lespedeza
5.	J. T. Murphy	271.63	1,320	885	5	2	30	Wheat, clover, tobacco, wheat, clover
1.	Clement Woodall...	\$516.20	1,500	900	4	0	50	Clover, tobacco, wheat, clover, clover
2.	Joe and John F. Borthick	415.25	1,315	600	1	2	35	Tobacco, wheat, clover, clover, clover
3.	Oley Minnis	410.35	1,545	600	0	0	40	Clover, clover, tobacco, wheat, clover
4.	Leslie Webb	352.11	1,575	1,000	0	0	35	Clover, corn, wheat, clover, tobacco
5.	Sanford Murphy ..	342.22	1,490	885	7	2	40	Wheat, clover, tobacco, wheat, clover

How Best Acres Were Grown

Each year at the Ton-Acre Tobacco Show there is much interest in regard to the manner in which the acres were grown. The questions most frequently asked are in regard to the kind and length of rotation used, kind and amount of fertilizer, amount of lime and manure and number of days fired. All of this information is secured on each acre and made known to the public on the day of the show, by being posted with each crop shown. This year the largest yield was made by Ernest Sory, of Adams, whose 2,215 pounds was grown on an acre of land which, in 1920, was in peas hogged off and followed the next

year by corn and soy beans hogged off. In 1922 it was in peas and again the following year in corn and soy beans hogged off. Also in 1924 it was in peas hogged off, so every thing grown on it for the past five years was hogged off. He used 800 pounds of 9-2-44-4 tobacco grower, broadcasting 600 pounds, and putting 200 in the hill. The crop was fired 20 days, stripped and hung back up and smoked another 15 days, making 35 days fired. It weighed 2,215 pounds and sold for \$650.83.

Three-Year Rotation Land

Barbee Holman grew his crop on land which for many years has been in the regular three-year rotation of wheat, clover and tobacco. He used three tons of manure and two tons of lime last spring, used 300 pounds of raw bone meal, 500 pounds 9-2-44-4 and 100 pounds of ammonium sulphate. The crop was fired 35 days, weighed 2,140 pounds and sold for \$708.08. 970 pounds of the best leaf selling at \$46.00 per hundred.

W. R. Kelley used an acre which had been in red top and lespedeza for five years. He applied two tons of manure and used 300 pounds of 16 per cent acid phosphate broadcast and 300 pounds of 9-2-44-4 in the hill. This crop was fired 35 days, weighed 1,355 pounds, and sold for \$372.89.

The acres of J. T. Murphy and Jim H. Gardner were grown in a three-year rotation of wheat, clover and tobacco on land which had two tons of limestone applied in 1916 and 885 pounds of fertilizer in 1925. This consisted of 200 pounds of bone meal, 600 pounds of 9-2-44-4 and 85 pounds of ammonium sulphate. Gardner's acre had seven loads of manure and was fired 40 days. It weighed 1,295 pounds and sold for \$374.81. Murphy's acre had 5 loads of manure and was fired 30

days. It weighed 1,320 pounds and brought \$271.63.

How Boys' Acres Were Grown

In the Boys' Club the best acre was that of Clement Woodall, grown on land which had been in clover in 1920, followed by tobacco, then wheat and two years of clover. It had been in tobacco only one year of the six preceding this crop. He used 4 tons of manure and 900 pounds of fertilizer, broadcasting 400 pounds 16 per cent acid phosphate, 100 pounds of bone meal and 200 pounds of 8-2-3 tobacco grower and putting

200 pounds of the tobacco grower in the hill. He fired the crop 50 days and made 1,500 pounds and sold it for \$516.20, selling one basket at 50 and another at 55 cents, per pound.

The second best acre in the Boys' Club was grown by Joe and John F. Borthick on land which was in tobacco in 1920 followed by wheat and three years of clover. It had 1 load of manure and two tons of lime. They used 200 pounds of 16 per cent acid phosphate, 200 pounds of bone meal and 200 pounds of 9-2-44-4 tobacco grower, broadcasting the entire 600 pounds. They fired 35 days, handled the crop nice enough to win first prize on handling and sold the 1,315 pounds for \$451.25.

Oley Minnis grew his acre on land which was in clover in 1920 and 1921 followed by tobacco, wheat and clover. This was grown on the farm of Esq. G. E. Marshall. He used 600 pounds of 9-2-44-4 broadcasting 400 and putting 200 in the hill. He fired 40 days and sold the 1,545 pounds for \$410.35.

Leslie Webb made the highest yield in the boys' show on land which had been in clover in 1920 followed by corn, wheat, clover and tobacco. He broadcast 600 pounds of raw bone meal and 400 pounds of 10-4-4 tobacco

grower, fired 35 days and sold the 1,575 pounds for \$352.11.

Sanford Murphy's acre was grown in a three year rotation of wheat, clover and tobacco, with 7 loads of manure and two tons of lime. He used 200 pounds of bone meal, 600 pounds 9-2-44-4 and 85 pounds ammonium sulphate. The crop was fired 40 days and the 1,490 pounds sold for \$342.22.

Drouth Hurt Crops

Nearly all the club acres were injured by the severe drouth of last season. Since it is rather commonly believed that a heavy application of commercial fertilizer will "burn up the crop" in a dry season, it is interesting to note that of the ten winning scores none used less than 600 pounds of fertilizer. Seven of the ten used from one to seven tons of manure per acre.

This show seems to prove the value of a long rotation. The records go back five years on each of the ten winning acres thus naming fifty crops which preceded these ten crops of tobacco. Looking at them we find tobacco three times in the twenty-five crops preceding the men's acres and find it five times in the twenty-five crops preceding the boys' acres. Those years of clover and grass

between the crops of tobacco had much to do with making prize winning acres of tobacco.

We find in this show some strong argument for thorough firing of dark fired tobacco. All of the prize winning acres were fired from 30 to 50 days, most of them fired 35 to 40 days. We find it impossible to obtain best results much quicker. For results the barn should be tightly and equipped with ventilators at the bottom so arranged that they can be opened and closed at will.

We do not find that the use of lime has very marked effect on the tobacco crop immediately following its application. In the prize winning acres had been lime, had not. A good clover sod is what makes fine tobacco. When it was necessary to use lime in order to grow fine clover, the lime helped. When good clover grew out the use of lime, then the application of lime for tobacco was not necessary.

The greatest lesson learned from this show is that it will pay in dollars and cents to plant fewer acres on better land using more manure and fertilizer per acre and giving crop thorough firing and better attention is possible with a large acreage.

Franklin, Kentucky, Picks One-Sucker Tobacco for Business Boost

Progressive Town Seeks Tobacco Manufacturing Plant and Additional Rehandling Facilities—Four Loose Leaf Floors Closing Season With Encouraging Outlook—Locality Has Naturally Good Tobacco Soil—Two Fine Intersecting Roads

By G. R. PAYNE

Secretary Franklin Civic Club, Member of United States Chamber of Commerce



FRANKLIN, Kentucky, has four loose leaf floors, which are closing the season with a most encouraging report. Up to March 1, 8,300,000 pounds of one-sucker tobacco has been sold at a general average of 10 cents per pound. This average includes leaf, stems and trash.

The managers of the floors disposed of the tobacco in a remarkable manner, and the careful attention it received is evidenced by the multitude who drove twenty, thirty, and in some cases, forty miles, to place their product on their sales. In the little town of Franklin, Kentucky, there is one continual procession of tobacco wagons and trucks from the time the floors are open until the close of the season.

Franklin, Kentucky, boasts the best one-sucker tobacco market in the world, and have never been challenged for the title nor disputed the enviable distinction. We are in the heart of

the one-sucker district, and the type of tobacco produced on our soil is of the highest quality, both in texture and color. It is strictly an air cured product, dark in color and rich with qualities that make it so desirable among manufacturers.

Our facilities for handling are up-to-date, but indications point to a steady growth, and we are already looking to the erection of rehandling houses of adequate capacities to care for any future necessities.

The foregoing facts should picture the fact that the most urgent need of Franklin is a real manufacturing plant for our famous product. With the best tobacco right in our hands there is no accountable reason for the failure of such a plant in Franklin, and it ought only to be a matter of a short time until such a project be undertaken. Three existing conditions

will be decisive factors in our favor: Proximity of the raw material; saving in freight and transportation; reasonable cost of labor.

Right at this time we are looking up Franklin's future with optimistic views, merely through sentimental dreams, but actual calculations and consideration of the existing conditions. We believe that a boom is inevitable and we are going to praise one-sucker tobacco for the achievement.

Two highways intersecting at Franklin directly connect us with our neighboring counties, and already appropriations have been set for the building and maintenance of these highways under the Federal and State Aid system.

Franklin is on the best and most direct route between Louisville and Nashville which is ready in perfect condition all the way. It is kept and maintained strictly by State and Federal Aid. Thousands of tourists pass through Franklin, Kentucky, every month in the year. By so routing themselves through this town they get the very best road and save thirty hours of unnecessary travel and two to four hour delay between Nashville and Bowling Green.

It is unnecessary to state that the soil of this community is specially adapted to tobacco. We admit it is making us famous, but believe that we are producing strawberries which yield a yield of 40,000 crates yearly. The beauty of our soil is easy to improve and keep and farmers are producing phenomenal yields with a minimum amount of fertilizer. Nitrogen is the principal plant food needed and it is easily supplied by proper rotation of crops and grazing.

At this season the farmers are preparing their plant beds and the outlook points to a normal crop of one-sucker for the coming season. We trust that we may continue to hold our place in the tobacco world and we want to assure all dealers and buyers of our product that the Commercial Interests of Franklin thoroughly appreciate their support and prompt our fullest cooperation in everything that can be for the mutual benefit of their institutions and our community.



A field of growing tobacco near Franklin, Ky.

Danville Gives Evidences of Holding Her Place In The Tobacco Sun

Auction Market Sold 38,718,987 Pounds During 1925-6 Season—Poundage Exceeds Two Previous Seasons—Pool Receipts About Six to Seven Million Pounds—Much Concern Shown Over Acreage to Be Planted Forthcoming Crop Season

By GERARD TETLEY

VIRGINIA has various good tobacco markets, but Danville gives further evidences of the growing strength of her tobacco market, long the predominating center of the Old Belt, as another marketing season passes. While the prices paid for the crop used out were not on a level with the previous year the volume marketed here was two quarter million pounds in excess of the amount brought here during the previous season and eleven million pounds more than the season of 1923-24. These figures are highly significant in that they show the upward trend of Danville's drawing as a leading auction market, and recognize the fact that the farmer gets more for his leaf at those centers where the larger buyers are well represented, as well as the confident buyers, producing a spirited competition and the assurance of getting the high

Economic Value of Market

The economic value of the market to this year is best revealed by the statement that over \$6,000,000 was paid to the growers here between October 1 and March 12, 1926, on which the market closed. However, it should be stated that it meant less to the community this year than in other years because of the financial plight in which the farmers find themselves.

The verified figures of the Danville Tobacco Auction, which continues to perform a constant work here and which has the interest of the trade no less than the interest of the community at heart, show that Danville during the year just closed sold a total of 38,718,987 pounds of tobacco for \$6,087,916.91, or at an average price of \$15.72 per hundred pounds. This is invariably the case the volume and the price showed a gradual weekly crescendo from October to the end of December a diminution of receipts being in evidence with the beginning of the current year until the season came to a close. The falling off of the average price was marked because the growers marketed their tobacco before Christmas, and as the inferior types came in the prices fell sharply, and resulted in slicing the average price down to a level which does not fairly reflect the sums paid for all desirable types of tobacco.

The following is a record of the monthly sales at Danville which, under analysis, shows how the average price fell towards the end of the season.

	Pounds	Amount	Average
January	6,142,927	\$ 999,255.36	\$16.26
February	11,757,433	2,062,056.70	17.53
March	7,700,979	1,279,415.82	16.61
April	6,868,665	1,029,075.72	14.98
May	5,225,245	627,517.65	12.01
June	1,023,740	90,595.66	8.85
Total	38,718,989	\$6,087,916.91	\$15.72

These foregoing figures, it must be borne in mind, deal only the auction sales and do not include, in consideration the amount of tobacco which has been brought here through the other methods offered to growers of leaf—the co-operative method. Ever since co-operative marketing came into being the local receipts have been tabulated and given out thus it is possible to give an approximation of the total amount pooled at this point. Between six and seven million pounds of leaf has been brought to the pool, it is believed, thus giving

Danville the right to claim the handling of more than 45,000,000 pounds of tobacco.

It should not be assumed from the statistics that the growers planted a much larger crop or "made" one last year. Danville's steady increase in patronage by the farmers must be laid to other causes. Chief of these is the development of good roads which places this city within easy reach of farmers who years ago found it inconvenient to plod their way wearily over dirt roads made heavy by mud during part of the marketing season.

Danville's marketing radius is constantly spreading and will continue to do so. The state has just adopted a large road building programme under which new links will be forged in the Old Dominion's arterial system and



A typical tobacco barn found in Pennsylvania county near Danville in which tobacco is flue cured.

which will be an important factor in bringing more growers to this center. Comparison between the weekly averages of Danville and other marketing centers not as large as Danville, and not so completely covered by buyers, shows the desirability of selling tobacco where there is the heaviest competition.

Recapitulation of the Danville season inevitably carries one back to the beginning of the crop and the growing season which revealed nature in a surly mood. Indeed, the comparatively small return for the tobacco crop just marketed must be charged directly to adverse conditions which dogged the growers from the very beginning of crop-making. It was a highly unusual year and the product was inferior because of the conditions prevailing, and the returns for it are in no way due to manipulation or any extraneous influence. That has been the frequent cry when the growers thought they were not getting as much for their leaf as they expected.

To begin with there were late frosts besetting the plant beds. Then came a drouth which withered all beds save those which could be artificially watered. There was an acute plant shortage. No sooner had the crop obtained a start on the "hill" when the worst drouth in the memory of the present generation started and lasted for three months. Tobacco wilted and failed to develop. Then came the late rains and the thirsty plants buttoned out and became rank and coarse. The fine texture and bright

color were notably lacking in the cured leaf, which affected the price. But that was not all, for an early visitation of winter came and and frosts blackened and ruined acres of tobacco fields. There was also hail which shredded tobacco over wide swaths, and left such desolation in its wake that growers were literally wiped out. Danville came to the rescue of these and provided money and material for families whose all had been swept away.

That is the story of the growing conditions under which thousands of farmers, who pin their faith on the one-crop system, labored. There is little surprise, therefore, that when the tobacco bells rang in a new season the color was lacking and warehousemen shook their heads gloomily and saw no prospect for a rich return in dollars.

The cigarette types were conspicuously lacking. There were some wrappers with dark lugs and fillers predominating. The types that bring big money were absent. However, it is certain that the farmers, as a whole, got more than a fair reward for their crops, considering the quality they had to offer. The effect of the weather was much in evidence. Farmers, whose lands were fortunate enough to be visited by occasional showers, derived \$70, \$80 and even \$90 for their tobacco, while those in less fortunate or more arid sections received prices below production costs.

It has been estimated that less than five per cent of the tobacco grown in the Old Belt "paid out" or derived enough money to reimburse them for the cost of production. This will explain the difficult economic condition which resulted from the poor return of the farmers' tobacco and which blighted business in the urban centers throughout the belt.

The condition was acute in Danville. The fact that six million dollars was distributed here largely in cash is not reflected in the books of mercantile concerns. Rural merchants suffered even more heavily because the returns made in money to followers of the co-operative marketing principle were infrequent, also poor, and debts had piled up. The financial plight of the growers just at this time is serious, and one that has been unequaled in many years. Unhappily it necessarily has its effect on the next crop, for lands continually under tobacco cultivation, become exhausted in the element of nitrogen, which is necessary for the production of good tobacco.

To restore the needed element, fertilizer must be freely bought, and the farmers have no money with which to pay. The fertilizer manufacturers are continuing their tolerant policy insofar as it is compatible with good business. Cash being required while those heavily involved are being supplied on credit. It is for the fertilizer man a form of investment. His return is dependent on whether the grower makes a success of his crop and derives enough money, over and above his immediate expenses, to eliminate his indebtedness. Incidentally, the present situation tends to emphasize the soundness of that doctrine which has been preached, but with little effect of recent years, that the tobacco grower should not rely solely on his tobacco crop, which may be wiped out by adverse growing conditions, but to raise everything that is needed for the maintenance of his household and his farm. Farmers of this section, while improving along this line, are slow, generally speaking, to accept this principle which would insure them against the tragic consequences of the single crop failure.

The years for the co-operative farmers has

been marked by a series of bitter disappointments. It has been a critical year for the pool, and the outlook for its continuance, after four years of operation, is not at this moment altogether encouraging. No darker chapter in the agricultural life of the Bright Belt has been written than this which has seen prospects blighted and a degree of pessimism reached which finds the farmer, who went, with high hopes, into the five year contract only to see a series of revelations which have angered him and which have made him feel that for four years he has been victimized on a wholesale scale.

Be it said for the co-operative organization that there are many farmers in independent circumstances who feel that the system of orderly marketing has been a success so far as they are concerned individually. It is not true of the farmers as a whole. Farmers so independent as to have capital have found the pool profitable. They could afford to wait for payments. It is the small farmer who has been hit the hardest and there are more small farmers than there are large farmers. The season of

investigation called for by Representative Ernst, of Kentucky, into the two tobacco corporations. It was charged that they were bent on destroying the tobacco pool, and that they were "holding out" with the knowledge that without their patronage of the pool and the purchase of accumulating stocks that it must fail.

What the Federal Trade Commission did to the two tobacco corporations is now written history. It gave them a clean bill of health and, to the amazement of the pool spell-binders and official encouragers, it opened masked batteries against its administrative policy. It exposed its methods of operation, cited facts and figures and revealed a system of profits which made the gorge of thousands of farmers rise at one and the same time. The report of the Federal Trade Commission was withheld for months.

One of the most curious facts about the exposure of the pool, which it can be safely said, featured the co-operative marketing year, is that virtually all of the information it contained was common knowledge among the tobacco men of Danville fully a year before it was printed and given official color by the Federal Trade Commission. James H. Wilson, now in precarious health, fought the pool single-handed fully a year before anyone would believe him. As events have transpired he was a prophet without honor in his own country. There are today hundreds of farmers in the Old Belt who realize now that all he said was true, and wish they had accepted his advice at that time. Unfortunately, however, Mr. Wilson's expose of the pool was made in such a way that his allegations could not be backed up by the evidence. It was impossible to obtain it though he knew it existed.

Again Mr. Wilson struck at a moment when the co-operative movement was at its zenith, and when an ill word spoken against the principle of co-operative marketing was highly hazardous. Farmers found it convenient to agree among themselves not to patronize merchants opposed to the pool nor, in fact, cities or towns which seemed to be lukewarm to the pool movement. The fact remains that Mr. Wilson knew that certain officials of the pool were not only drawing handsome salaries from the co-operative association, but were also making even larger profits by undertaking the private redrying of pool tobacco. Hence, it has been the blows from the inside, rather than any assault of the auction warehouse faternity, that have hurt the farmers the worst.

Notwithstanding the effect of the Federal Trade Commission report and two or three suits asking for the dissolution of the pool, which thus far have been weathered, the supporters of the co-operative organization have sought to maintain the faith of the grower members.

It is now being explained to the farmers that the launching of such a huge organization would necessarily be accompanied by mistakes in policy, and that when the new five year contract which the growers now are being asked to sign is presented to the growers, it will be on the explicit understanding that a new policy will obtain and that the new organization will not contain as its principle figures men who have come into open disfavor.

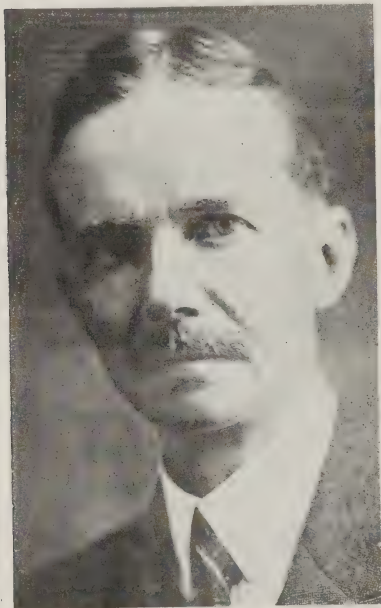
Farmer Shows Sticktoitiveness

The outcome of co-operative marketing is problematic. Despite the woes of the grower member and the disillusionment which has come with the publication of long lists of persons who have received handsome salaries, and attorneys who were paid "for advice to members and services rendered," he is not by any means ready to quit or turn away from the principle of co-operative marketing. Farmers have shown some clear thinking on this score and distinguish between maladministration and the inherent value of the true co-operative policy which has won such signal success in other fields.

While the South Carolina growers let it be known that they were ready to let co-operative

marketing drop, despite a favorable return year, there is no such indication in the Old Belt. Recently, for instance, the Pitts County tobacco growers were called by districts to take a stand for or against staging of a sign-up campaign. Despite the fact that they were told that it would them a quarter of a million dollars to stage a campaign to finance the new undertaking, despite the realization that this money would come out of their tobacco, four of the districts voted to have the campaign. They did not look as if the pool is "through," much can happen yet, since the present contract will not run out until the close of the next marketing season. However, under the decision reached several months ago, 65 per cent of the tobacco land must be definitely let to the pool under the new contract for the organization to continue. If that figure is reached then each signer will be given the privilege to withdraw his name.

Co-operative marketing is not in question it was this time last year, but it can be said that it will be abandoned. Much will happen in a year. Given an earnest o

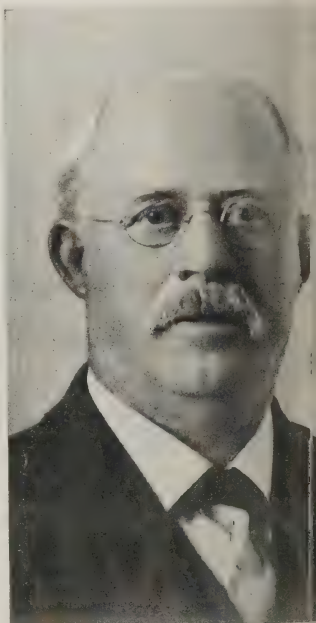


H. LEE BOATWRIGHT

Member of Dibrill Brothers, one of the builders of the Danville Tobacco market and one of the best judges of tobacco in the South.

1924-25 reechoed with rumblings of discontent, and there was a falling away of obedience to the terms of the pool contract. The chief complaint was that the payments were so delayed that the growers were actually in want, hence they sold at auction for cash. They were encouraged and were told that they would be paid as soon as sales were made. Then when the payments were made they proved to be small, and this continued to irritate. In the meantime heroic efforts were being made to whip into line the two largest buyers of leaf, produced in the Bright Belt. Many of the larger independent companies were buying freely from the pool, but the two giants of the tobacco industry held aloof for reasons of their own; one of which was, it is said, they objected to the pool's form of grading tobacco, and they reserved to themselves the inherent right vested in both corporations and individuals to buy how and when they pleased.

So the farmers went into the fourth year of their contract last October with the belief that the two corporations were being won over to the pool and if not won that they would be forced into line. Then came the now historic



JAMES H. WILSON

Ardent believer in the independent tobacco system.

management, lower salaries, less shadowy actions and above all uncolored publicity to the farmers the truth, the whole truth, nothing but the truth, it may yet be substituted as there is apparently a market to swing back permanently to the system.

Exercised Over Next Crop.

The tobacco belt at the present times is exercised over the next crop, and the future presents a number of serious problems. The unsettled status of the pool. Should its stocks on hands would probably be dated at a low value. These stocks, with those held by dealers, and their diminution in demand by foreign buyers, certain types will result in a serious shortage, hence, the urgent appeal by the United Tobacco Association to farmers to curtail crops is of wide significance.

Col. A. B. Carrington, president of the Tobacco Association of the United States, just returned from a meeting of the state governors of that organization and said that there was considerable concern as to the possibility of excessive acreage. In the

this is particularly true, with Italy now making a burley type in such generous quantities that she is exporting all over and above domestic needs to Czechoslovakia and other former Balkan states.

Great Britain encouraging her colonies in a burley way is consuming more and more types grown in her foreign possessions. Her demand for dark types in America for the coming season will be curtailed at twenty per cent.

The Bright Belt, Col. Carrington says, will exceed beyond 500,000,000 pounds will result in surplus, and the trade will be unable to handle it. An excessive production assuredly will bring dropping prices and it is viewed as paralyzing in importance that the grower, if he has a good crop, get the highest value for the lean year just closing.

The Danville Tobacco Association, which is the activity of the Danville market, held its annual meeting April 12. Col. W. T. Hughes, who during the past season presided at the auction warehouse field with complete success, will not stand for re-election. He, with the other members, he told Tobacco. He, with the other members, he told Tobacco. He, with the other members, he told Tobacco.

He, with the other members, he told Tobacco. He, with the other members, he told Tobacco. He, with the other members, he told Tobacco. He, with the other members, he told Tobacco. He, with the other members, he told Tobacco.

The Danville organization has done valuable service during the past year. It is one of the oldest organizations in the South and is composed of men who place the interest of the community on a par with their own business success.

In recording the year's developments of the Danville market, and of the Danville Tobacco Association, it would be unfair to make no reference to one of its warmest supporters, the late John E. Hughes, who left his accumulated profits in the leaf business to charitable under-

W. T. Hughes & Co., Inc.

An excellent reputation has been built up by W. T. Hughes & Company, Inc., of Danville, Va., for Virginia and Carolina bright cigarette and smoking tobacco. This corporation has a finely equipped factory on Loyal street, and this is also headquarters for the firm. W. T. Hughes, president, organized the Company a few years ago, after a long association with The John E. Hughes Company.

Interested with Mr. Hughes are many men



Hughes Independent Warehouse, which was opened at the beginning of the Danville season. It is said to be the largest auction warehouse in the Bright Belt and has had an excellent initial season.

takings. A four-story, one-hundred-bed hospital, probably the most complete in Virginia, is nearing completion and will be occupied this June. It represents a half million dollars expenditure. A mile or two from Danville there is rising a group of buildings, the first unit of the Hughes Memorial school, where orphan children of Virginia and North Carolina will be equipped for life's highway. This will represent an investment, when completed, of over a million dollars.

of experience in the tobacco business, and the active presence of Mr. Hughes himself guarantees the orders of clients will have the best and quickest attention.

This organization requires no better recommendation to the trade than the reputation the old wrapper department of the John E. Hughes Company enjoyed under the most able leadership of W. T. Hughes. After many years of service no complaint was ever noted of tobacco sold by this end of the business.

Progress of the Burley Tobacco Growers' Co-operative Association

The Mutual Marketing Agreement Has Been in Effect for Five Years—One More of the Six-Year Co-operative Contract Remains—Association Representatives Recognized Before Committees of Congress—Various Things Accomplished.

By J. SHERMAN PORTER

BURLEY tobacco growers in Kentucky, Ohio, Indiana, Tennessee, West Virginia, Mississippi and Virginia who agreed to market their tobacco through their own co-operative association have passed through five

years. One more year remains and they have had time to "take stock" and to a realization of what co-operative marketing of their crop has meant to them. In the past, they find, has enabled them to take place as a part of the great tobacco industry of the United States. For the first time in their history organized farmers have been represented by their own men before the legislatures, and in the main they obtained what they wanted or have been prevented the enactment of legislation that did not desire and which would have added a burden to the tobacco grower as a whole.

There has been much misinformation in the past about the Burley Tobacco Growers' Co-operative Association, as indeed there has been much misrepresentation of all the co-operatives. That mistakes have been made there can be little doubt, but it is to the Burley Tobacco Growers' Co-operative Association that after five years of the growers' crops the only thing to the association is that "it has brought a price for tobacco large enough to

cause an extension of the territory, to cause a tendency to over-production and has stabilized the price so that the outside tobacco grower, who refused to join the association or share in the expense of co-operative marketing, has also obtained a good price for his tobacco."

Predictions Made

When the Burley association was started the prediction was freely made that it never would succeed. It could not finance itself, its opponents said. It could never obtain possession of the warehouses necessary to carry on its business, it could not successfully re-dry or store tobacco and the banks would not support the movement, according to these prophets of disaster. Besides that, according to the same authority, the association was simply a plan to gouge the manufacturers and make them pay whatever the growers cared to ask for their tobacco.

Those who keep in touch with the tobacco industry need not be told that all of these prophecies and predictions failed of fulfillment. Not only did the growers form an organization which pledged more than 75 per cent of the tobacco acreage; not only did it take over the necessary warehouses, finance their purchase and obtain the funds needed to pay the growers when they delivered their

crops from the banks of the Burley district, which almost unanimously supported the movement, but it demonstrated that it could re-dry and store tobacco much more cheaply than it could hire that work done by outsiders, and it disproved the claim of its enemies that it would "hold up" the manufacturers for extortionate prices for its leaf.

Good Tobacco Ever in Demand

The tobacco manufacturers, it can be said, have made as much, if not more money in the past five years than in any previous five years in the history of the industry in the Burley district. Prices for leaf have been higher, it is true, than for any other five-year period in the history of the industry, but they have not been higher than market conditions warranted nor so high as to cause any manufacturer to advance his price on his manufactured product. The association has been helpful in teaching its members to produce quality rather than quantity and that this has had an effect on prices is not to be disputed, for good tobacco ever has been in demand at a fair return to the producer, except perhaps during the market season of 1920, when all the growers were engulfed in one common disaster.

The organized growers, too, have manifested a desire to win the good will and cooperation of the manufacturers. When Congress was considering a bill to increase the



Portraits of Burley Tobacco Growers' Association officials. 1—Peyton R. McMakin, Bloomfield, Ky., farmer and director. 2—Judge Robert W. Allen, vice president. 3—Mahlon Gabbert Weston, Missouri district farmer, and associate director. 4—Hon James N. Kehoe, vice president. 5—Bush W. Allen, vice president. 6—Judge J. H. Thuman, bank pres., horse and cattle breeder, farmer and circuit judge of a Ky. district, a leader in the Burley Tobacco Pooling. 7—James C. Stone, president and general manager. 8—George Roth, Manchester, Ohio, director for that state. 9—J. L. Zaring, dirt farmer, banker and director of Burley. 10—Joseph E. Robinson, editor of the Lancaster, Ky., Central Record, member state board of charities, and director. 11—Joseph E. Robinson, editor of the Lancaster, Ky., Central Record, member state board of charities, and director. 12—Aaron Sapiro, general counsel.

cigarettes from \$3 to \$4. a thousand, farmers through their representatives with the manufacturers and dealers in making the proposal. When certain State legislatures planned similar measures seeking to impose a burden on the industry by sales taxes, the farmers have ended, and generally successfully, to prevent enactment of such legislation. The tobacco growers have demonstrated that they should be considered as a part of an industry, as a part that can be helpful and which wants to be helpful in making the tobacco industry in the States prosperous.

Content and dissatisfaction develop in the form of associations, or even in corporations in which the members or stockholders are fully informed of the plans, purposes and accomplishments of their organizations. Realizing this fact, President James C. Stone of the Burley association, established the department of community organization in the Burley association, whose purpose is to keep members informed of what is going on in their organization. Under the able direction and leadership of Miss Verna Elsing, head of this department, a plan of organization of locals of the Burley association in the community in which the association has members is being carried out by local people. These locals meet weekly, monthly or quarterly, as the people of the communities desire. Not only do they hear news from the association headquarters by means of a letter sent to each secretary to be read at such meetings, but when they desire a speaker comes from the association to discuss association matters with the locals. In almost every instance of local organization among members the situation has been cleared up by a frank discussion of the facts in the local and besides these features the association co-operates with the local natural experiment station and the State university by bringing extension speakers to work only information about their tobacco crop but about dairying, fruit culture, stock, poultry and all the other activities to make up the year's work on the

as is this the people themselves, through school teachers and school children and women of these locals, develop the dramatic and musical talent of these communities. In almost every local there are musical groups and these meetings of community locals are opportunity for them to exercise and develop the talent that is in them. In the great pageants presented under the auspices of this department of the Burley association in each of which between 300 and 500 persons participated as actors, only farm families were used, and the thousands who assembled to witness these performances were delighted with the histrionic ability manifested by those who played the parts given

President Stone's theory that "an informed member is bound to be a satisfied member," and so this department takes to the most intimate information in regard to the conduct of the association, the amount of tobacco it has sold, the amount it has on hand, the prices received for it, prospects for future sales and for distribution of funds to the growers, the cost of renting storage, every detail of the business in which the growers may manifest an interest. The head of this department is one of the members of a committee preparing a plan for co-operative marketing, the National educational association having adopted the plan that the subject should be taught in the schools, so that the rising generation can understand its aims and purposes, and

this committee is working under the auspices of the National Association.

What has been accomplished by the association in five years of orderly marketing? Upon the answer to that question depends the continuance of the association. Patrick Henry, in his immortal address to the Virginia burgesses, declared that he had "no way of judging the future but by the past," and if we apply the test of the great Revolutionary statesman and compare the past five years with previous periods of five years in the tobacco industry, we may arrive at a decision whether the association actually has helped the tobacco growers of the Burley district.

In the first place it can be said that orderly marketing has removed the rush and near panic that at times struck the tobacco market under the old system of selling. The association growers have delivered their crops in an orderly way, they have not been hurried in sorting or grading their crops and so have been enabled to obtain much better results than when they were in a race to get to market ahead of their fellow growers. Market gluts have been avoided, with their accompanying frequent slumps in prices. For the past five years there have been none of the "ups and downs" that formerly characterized the auction markets, save that near the close of each season the outside growers have had to take less for their tobacco than they probably would have received if they had delivered earlier.

With the association member it does not make any difference when he delivers, whether early or late, he gets the same advance on the same grade of tobacco. While some of the non-association growers are reluctant to admit that the association has made their price for them by the simple expedient of order in marketing, most of them concede that it was the association's system that made prices for all growers stable the past five years and that it was the mad rush to sell which made low prices on the auction markets in former years which resulted in such low prices as were realized in almost every year except those of the peak prices of the World War.

Growers Given Credit

President Stone has frankly given credit for the success of the Burley Tobacco Growers' Co-operative Association up to the present time to the loyal support of the growers themselves. While the Burley association has had its contract breakers, of course, the same as most of the other co-operatives, the number of members violating their agreements with their fellow growers probably has been smaller than in any other tobacco co-operatives and the percentage of disloyalty smaller than in any other American co-operative of any size. If the grower members will stick behind their leaders any co-operative will succeed, if properly managed, but whether properly managed or not no co-operative ever will succeed which fails to enlist and retain the loyal interest and support of its members.

In the second place organization of the Burley producers has resulted in better tobacco, better grading and sorting and less loss due to the mixing of poor tobacco with good, as formerly was the custom with many growers. It has enabled the grower to learn something of proper methods of preparing his seed bed and how to obtain the best plants, how to cultivate the crop and how to care for it after it has been cut and housed. This striving after better tobacco has resulted in the addition of thousands of dollars to the return of the growers themselves, as well as a distinct improvement in the type of tobacco produced by the organized growers throughout the district.

Keeps Eye on Law of Supply and Demand

While organization and orderly marketing tend to better prices for the crop, as shown by the stability of prices for the past five years, the Burley Tobacco Growers' Co-operative Association has not neglected the law of supply and demand. Individual members of the association throughout the district have heeded the caution of the Department of Agriculture and the State Experiment Stations against over-production. If there has been any tendency to over-produce at all within the past five years it has been on the part of the unorganized growers. Neither tobacco growers nor leaders, however, agree any better than wheat growers and leaders as to whether there is an actual surplus of Burley tobacco or as to how the surplus should be handled if there is one, but it can be stated as the opinion of the large majority of the organized growers of Burley tobacco that they do not seek government aid in their selling operations. The only help the organized tobacco growers ask of the government is the same aid in financing it gives to other industries, with equal opportunity in obtaining the benefit of such financing and with as little government red tape as possible in its application.

Previous to the institution of the co-operative marketing plan of selling, tobacco growers sold their tobacco at auction over loose leaf auction floors. This system succeeded the old method under which the buyers either went to the barns of the growers and bought their tobacco or the growers shipped the tobacco in hogsheads to the markets, which chiefly were in Louisville and Cincinnati. Growers did not receive much for their tobacco in those days, as is shown by the following sale bill of Settle & Williams, of Springfield, Kentucky, who sold their tobacco at the Farmers' Tobacco Warehouse in Louisville in 1896:

Hhd. No.	Gross Wt.	Tare	Net Wt.	Price	Amt. Due
7467	1,320	150	1,170	\$2.00	\$23.40
7468	1,040	140	900	\$2.95	\$26.55
7469	1,390	145	1,245	\$2.35	\$29.25
7470	1,260	160	1,100	\$7.40	\$81.40
7471	1,225	150	1,075	\$1.25	\$13.44
7472	1,150	140	1,010	\$2.75	\$27.77
Totals				6,500	\$201.81
				Less freight	\$14.80
				Drayage	3.00
				Selling	12.00
				Commission	2.02
				Insurance	.89
					\$32.71
					\$169.10
				Charge for casks	7.50
					\$161.60
				Net amount due grower	\$161.60
				Average per 100 pounds	\$2.48

This crop was about an average crop for that year, but many, of course, were of better grade and brought more money, just as some were of poorer grade and brought less money.

Under the loose leaf auction system, conditions seemed to improve from the farmer's standpoint. He was not put to the expense of "casks" or freight in most cases. He delivered his tobacco to the loose leaf auction floor, hauling it there himself generally and receiving his check when it was sold, the warehouse charges seldom exceeding \$1.25 to \$2.00 a hundred altogether. This system was started in 1906 and was in force generally in the Burley district at probably 125 loose leaf houses when the Burley Association was organized. As it was the system of selling in vogue when the Association began business and the system to which the growers undoubtedly would return if they abandoned their association, comparison with it as a means of determining whether the growers have bettered their condition undoubtedly is a fair method.

Lexington Market Averages

So far as the writer is aware no record is in existence of the figures of tobacco sales and averages for the entire Burley district prior to 1916, but the Lexington market's figures have been carefully preserved and, as it was the highest market in the district, it

would be fair to compare those prices with what the growers have received for their tobacco selling through the association. These figures for the Lexington auction market for the year 1906 up to and including the year 1920 and excluding the abnormally high prices of the world war peak years, are as follows:

Year	Pounds Sold	Average
1906	4,542,947	\$ 7.49
1907	18,347,805	10.93
1908	Cut-out year	No crop grown
1909	20,752,255	14.11
1910	42,041,877	7.66
1911	48,498,695	10.33
1912	48,177,225	12.94
1913	40,176,075	12.05
1914	58,419,215	8.27
1915	35,398,650	10.53
1920	52,588,835	13.26

The total sold at auction for these ten years on the Lexington market was 368,943,579 pounds and the amount it brought was \$39,111,524.38 an average of \$10.61 a hundred pounds.

The Burley co-operative has been doing business for only five years, has not yet finished receiving the fifth crop, and is not therefore, able to make a report on this crop, but previous to the opening of the 1925 season it had received a total of 733,477,110 pounds, on which it had paid to its members \$121,799,116.98, an average of \$16.60 a pound. Besides this it has paid to the growers \$11,455,400.00 up to this time on their 1925 crop and is preparing to make another payment on 1924 as soon as the tobacco of that crop sold the past season has been delivered and the checks can be figured out for each of the growers having a share in that crop

In a public address to farmers interested in the association and its continuance, President Stone has said that he had not a doubt that when all the 1923 and 1924 crops had been sold and the money distributed, the growers will have received an average of 20 cents or more a pound on all the tobacco delivered by them. So that it would seem that the growers have not fared so badly after all by orderly marketing of their crop when they compare their receipts with the averages of the old system.

But there never would have been a Burley Tobacco Growers' Co-operative Association had there been no war-time prices, or if the war-time prices had continued. Beginning with 1916, prices of tobacco started to rise in the Burley district. For their 1916 tobacco sold at Lexington the growers received an average of \$18.27 a hundred pounds and for the four years beginning with 1916 sales on the Lexington market were as follow:

Year	Pounds Sold	Average
1916	42,216,235	\$18.27
1917	41,219,910	28.60
1918	55,826,360	38.39
1919	63,649,865	46.17

Total for peak years 202,912,370 \$34.65

And right on top of four years of that kind of prices came the tremendous slump of 1920. Many of the farmers in the Burley district had purchased additional land, when it was seen that the price of tobacco continued to rise, with the expectation of continued good prices if not further actual advances. Friendly warnings that there must be a top price somewhere from which prices were bound to slump, were ignored. Many tenants who had made money for the previous four years and saved it, used it as a first payment on land they had bought, with the expectation of paying for it out of tobacco grown on it.

When the markets opened for the sale of the 1920 crop, prices were so low that the

growers, facing certain ruin, forced the closing of the auction houses. For two weeks or more farmers, bankers and business men conferred with a view to attempting to solve the problem, but finally the warehouses reopened and, no other course being available to them, the growers continued to sell their tobacco over the auction floors. When the slaughter was complete and the last warehouse had closed for the season it was found that the growers had averaged for a crop which cost them in excess of \$25.00 a hundred to produce \$13.37 a hundred pounds.

As a result of these low prices many farmers went broke. Those who had bought land with the expectation of paying for it out of tobacco growing profits not only were not able to make the second payment on the land when it came due, but could not pay the interest or the taxes. In a few cases the sellers, not desiring to take advantage of the buyer's hard plight, extended the time, but in the large majority of such cases the seller took back the land or it went through court proceedings. Those which followed the latter course did not in most instances bring enough to pay the balance due on the notes, leaving the men who had invested in land, including the tobacco tenants who thought they saw the opportunity to "live under their own vine and fig-tree," broke flat, their savings gone and back where they had started.

It is a story known throughout the nation by this time how the growers enlisted the sympathetic interest of Judge Robert W. Bingham, millionaire publisher of the Courier-Journal and Times at Louisville. Judge Bingham brought to Kentucky Aaron Sapiro, California marketing expert and co-operative lawyer, and a plan and contract were devised which Sapiro believed would meet the needs of the tobacco belt. How the growers signed the first year nearly 85 per cent of the acreage with 55,617 members, how the membership has continued to grow year after year until now more than 108,000 farmers are enrolled in this organization, also has been told, but perhaps it may not be amiss to repeat here briefly the story of the financing of the association.

When November 15, 1921, came after an intensive campaign in which the gospel of co-operation had been carried unto the farthestmost precincts of the Burley district, the association found itself with six crops of tobacco pledged to it but no place to put the tobacco when it was delivered and no money to pay the growers on delivery. At a great meeting of warehousemen held in Lexington all of them, practically, agreed to sell their houses to the association on a plan by which they accepted payment mostly in stocks and bonds of the subsidiary warehousing corporations. After this financing had been worked out to the satisfaction of the warehouse owners who sold to the association there arose the question as to how the association expected to pay the growers money when they delivered their crops. This was met by a called meeting of the bankers of the Burley district, who in one day tendered the association loans of more than \$5,500,000 to be used in advancing money to the growers when they delivered their crops, the advances being based on a conservative valuation of the crop by a committee of experts representing the bankers.

With the warehouses needed taken over and the money to pay to the growers on their crops, delivery started in January, 1922. The crop was a short one, not over 180,000,000 pounds in and out of the association, and sales were made so promptly that the association was able to pay its members a second payment on the crop in May, 1922, and by January, 1923, it had all been sold and paid for on the basis of the following table:

	1	2	3	4	5	
A	39.25	31.50	24.50	18.25	12.25	7.00 5.50 Flings
B	41.75	33.25	30.00	22.75	13.00	9.75 6.25 Second
C	50.25	39.50	35.25	32.00	21.50	14.00 8.25 Lug
D	41.00	36.25	33.50	26.50	17.25	10.00 6.25 Leaf
E	30.25	25.00	20.75	15.00	11.00	7.00 5.00 Red
F	15.75	13.00	10.25	6.00		
FS	18.50	15.00				Tips (Hiz)
G	10.50	11.25	9.25	9.75	6.75	Green (Fiz)
CW	53.00	44.00				Cigarette
TW	41.00	35.00				Twist Wip
C	18.25					Leaf Green
DG	15.75					

With the planting of the 1922 crop came a gain in membership of more than 20,000. The association was able to add its members nearly \$19,000,000 as they delivered the crop that winter, made the second payment of nearly \$15,000,000 in soon after the delivery season closed, and then \$9,600,000 a year later and on February 13, 1925, made a final payment of more than \$6,000,000, the total paid for the 1922 crop delivered to the association being \$44,019.35 for 197,009,763 pounds, or an average of more than \$25.00 a hundred.

That the association was giving satisfaction to its members and the Burley community generally was evidenced by the gain of other 20,000 in membership, so that they went to market with the 1923 crop weighed more than 96,000. By the time the auction market got a fair start 6,000 farmers joined the association and they delivered 245,000,000 pounds of the best crop ever produced in the Burley district to the association. All of this has been dried except 60,000,000 pounds, which has been dried and is in association storage, despite of the tremendous increase in the price the price held fairly firm because the fact that the growers marketed their crop in an orderly way, re-dried what they would not take and stored it until the market was ready for it. Because of the size of the crop its sale was much slower than that of the two previous years and on June 24, 1925 the association borrowed on the tobacco sufficient to enable it to make a second payment which brought the total paid for the crop to association members to \$33,832,000 or about \$7,000,000 more than all the money received for the 1920 crop.

The association has only 30,000,000 pounds left of the crop of 1924 and its sales for the 1925 crop began early and took a great part of the association tobacco in winter. The total receipts of the 1925 crop will be known for a month but sales for the crop have exceeded 60,000,000 pounds at this time.

Prices realized for the 1922 crop all ready paid in full to the growers were as follows:

	1	2	3	4	5	6
A—Flings	\$41.40	\$36.90	\$34.20	\$29.20	\$22.90	\$16.60
B—Trash	43.20	40.00	36.00	31.50	26.00	20.00
C—Lugs	49.20	43.90	40.00	34.00	28.40	20.00
D—Bright leaf	43.00	37.70	34.80	30.99	25.10	18.40
E—Red leaf	33.10	27.70	26.90	22.40	18.90	13.80
F—Tips, heavy	23.10	19.80	16.90	13.00	9.00	
FS—Tips, light	28.90	24.00				
G—Green	17.70	19.00	13.80	14.10	9.00	
CW—Cigarette	57.20	53.30				
TW—Twist	48.30	47.40				
CG—Lug	28.90					
DG—Leaf	23.90					
NG—Non-descript	6.90					

The association growers have their house property, valued at \$6,250,000, in fifths paid for. They have installed an for in full 14 re-drying machines at different points in the Burley district their saving in re-drying costs paid for machines in little more than a year's time. Similarly they have constructed storage houses which will take care of 75,000,000 pounds of tobacco or more and these houses have paid for themselves twice in the past two years, in the saving of storage as between what the association can do it for itself and what it had to do to others, in the saving in insurance on buildings constructed according to

demands, and in the shrinkage of tobacco which has been reduced to the minimum by proper construction practices.

Re-Signup Indicated

On the eve of the expiration of the coming year of the contracts with growers under the association is operating the sentiment seems to indicate a re-signup for at least five years longer. Kentucky's Comptroller of Banking, who also is a farmer in Scott County, in an interview a few days ago declared that he thought the growth of the industry to sign up for life. "The only fly in the ointment of the loyal member is the price," he said. "We have made the price for these years, the loyal grower will declare, 'and we ought to come in and help us maintain the association.'" It is a strange thing among the members one never finds any criticism than this, save perhaps, and from some growers that "we do not get our money all at once." But when the grower reflects on what he used to get for tobacco when he did get his money all at once he is moved to take thought before he changes his present system, lest he return to a time in which, for many years, he actually got all at once for his tobacco less money than the association now pays him as an advance when he delivers his crop.

To Continue

Not only all the bankers and business men of the Burley district are advising their friends to continue their association, but there is little doubt at this time that they will do so.

Thomas L. Hughes

Thomas L. Hughes, formerly chief of the tobacco section of the United States Department of Agriculture, is the European Representative of the Burley Tobacco Growers' Co-operative Association. Mr. Hughes is the author of a number of valuable articles on tobacco, most of which were prepared while he was in the government service. He is stationed at 115 Rue Royale, Brussels, Belgium, and has been building an important trade for



THOMAS L. HUGHES

European Representative of the Burley Tobacco Growers Cooperative Association.

organized Burley farmers, most of it where tobacco was never sold before. He knows the tobacco business from the ground up and is well acquainted with the European trade.

Perry B. Gaines

Perry B. Gaines, of Carrollton, Kentucky, director of the Burley Tobacco Growers' Co-operative Association, is the owner of 1,700 acres of land devoted mostly to the production of tobacco, corn and alfalfa and grazing for pure-bred live stock, including about 175 head of the finest registered island-bred Jersey cattle and a good-sized flock of registered Southdown sheep. Mr. Gaines has been a breeder of Southdowns for nearly 25 years and his flock has contained many of the outstanding animals of the breed which have won championships in both the United States and England. Mr. Gaines has been a director of the American Southdown Breeders' Association for nearly twenty years. He is a member of the State Board of Agriculture, and has been for fifteen years Master Commissioner of the Carroll circuit court. He also is a director of the First National Bank of Carrollton and of the Kentucky Livestock Improvement Association.

Joseph E. Robinson

Joseph E. Robinson, of Lancaster, Kentucky, is typical of the class of men selected by the Burley tobacco growers for leadership as directors of the Burley Tobacco Growers' Co-operative Association. Mr. Robinson is probably the largest single land-owner in Garrard County, Kentucky. Besides that he is the owner of the only newspaper in the county, the Lancaster Central Record. He is easily the leading lawyer of his county, being engaged on one side or the other of every important lawsuit that has been tried in the county in the past twenty years, besides being retained frequently in important cases outside his county and in the Court of Appeals, (the Supreme Court of the State,) and the federal courts. He is a bank director in addition to his other activities and finds time to give to the state as a member of the State Board of Control of Charitable and Penal Institutions.

A firm believer in co-operative marketing of Burley tobacco at all times and convinced that if the Burley Association fails to sign up for another five years, Mr. Robinson is of the opinion that some way will have to be devised to prevent the outside grower from receiving good prices for his crop if the association is to continue to measure up to the high standard of success realized by it and expected of it by its members.

R. M. Barker Tobacco Co., Inc.

Fully fifteen thousand hogsheads of tobacco can be stored at the famous plant of the R. M. Barker Tobacco Company, Inc., of Carrollton, Kentucky. Proctor drying machine process is employed, and burley tobacco is the specialty of this vast enterprise.

President R. M. Barker devotes his personal attention to the business, and the development of the trade of this house has been rapid and continuous. Orders are always carefully and quickly dispatched, and shipping facilities of the warehouses are such that cars may be loaded and unloaded at the plant in train lots without causing any undue preparation by the transportation people or the R. M. Barker Tobacco Company.

Hodge Tobacco Company

At the Owensboro, Kentucky plant of the Hodge Tobacco Company is the largest dryer in the world. This plant is 208 feet long, and the other plants at Greenville, Slaughter'sville, Madisonville, Louisville, Lexington, Hopkinsville, Bowling Green, Paducah and Henderson are capable of handling immense quantities of leaf, strips, scraps and stems of all western markets.

Natural and artificial seasons are all the same to the Hodge Tobacco Company, and the offices in Henderson, Kentucky, are able to care for all

business promptly and carefully. Another branch is located at Clarksville, Tennessee, and business is rapidly expanding at all these points.

William O. Protsman

William O. Protsman, director of the Burley Tobacco Growers' Co-operative Association from Indiana, owns a farm in Switzerland County, near Vevey. He raises tobacco on that



WILLIAM O. PROTSMAN

Of Indiana, owner of large farm near Vevey, vice president of Leyman-Buick Motor Company, with offices in Cincinnati, director for Indiana of Burley Tobacco Growers' Co-operative Association.

farm and each year delivers all of it to the Burley Association. He is one of the most effective speakers the Association has. Formerly a newspaper editor and owner, he was vigorously supported in the organization campaign in his state by his fellow editors and a large majority of the growers of Indiana are members. Delay in the straightening out of the law in that State has given some weak-kneed members encouragement in dumping, but for Mr. Protsman's people it can be said that ninety per cent of them are loyal. Mr. Protsman is vice president of the Leyman-Buick Company at Cincinnati, where he has his offices, going to the farm in Indiana each weekend. He is recognized as one of the strong men of the Association.

Edward J. O'Brien & Co.

With a world-wide reputation as one of the most enterprising and most reliable firms in the tobacco industry, Edward J. O'Brien & Company, tobacco brokers, 815-817 West Main street, Louisville, Kentucky, are experienced buyers of burley, air-cured, Green River, dark fired, Maryland, Virginia and seed leaf tobacco on all leading markets.

On most of the loose leaf markets Edward J. O'Brien & Company air and steam dry, and they have the very latest improved Philadelphia textile steam driers in their Lexington and Louisville factories for handling leaf and strip. Besides the headquarters at Louisville, Edward J. O'Brien & Company also have branches at 1016-1024 South Broadway, Lexington, and 18-20 South Pratt street, Baltimore.

"Obrienco" is the cable address of Edward J. O'Brien & Company, Louisville and Baltimore, and the codes used are Arnold's, five and fifteen; improved ABC, fifth edition, general telegraph code; and Western Union telegraphic code, five letter edition. Orders and correspondence are solicited from the trade at home and abroad.

Springfield as a Center of the World-Famous Dark-Fired Tobacco

Robertson County, Tennessee, Noted for Its Production of Fine Types of Tobacco—Springfield Recently Spent \$225,000 for New Buildings and Additions to Old Structures—Marketing Facilities Greatly Improved—Still Growing

By C. H. MOODY

*Robertson County Agricultural Agent,
Springfield, Tennessee*



SPRINGFIELD, Tennessee, the home of the world's finest dark-fired tobacco" is a slogan which has received much publicity during the past year or so. For a long time the fine types of tobacco produced in Robertson County were to a large extent merged with the Clarksville and Hopkinsville leaf until it lost its identity. For many long years much of the very finest dark tobacco exported to European countries as "Clarksville type" was high grade leaf bought at the barn in Robertson County, or purchased on the Springfield market.

Several of the largest tobacco buyers and rehandlers in this district have their offices centrally located at Clarksville, with branch offices, plants and storage facilities at Springfield which is a much younger market. So it is that in the statistics published by the Commissioner of Internal Revenue we read about the "Dark fired of Clarksville, Hopkinsville, and Paducah Districts." From the Tobacco Section of the Department of Commerce we read that, "there is always a demand abroad for high-grade Kentucky dark tobacco and this demand is likely

for a month or more from a poster advertising company operating in this section; display advertising space was arranged for in newspapers of nearby towns, and circular letters to the box holders on rural routes serving the tobacco growers of this section of Tennessee and Kentucky were mailed out in lots of ten thousand each. From the first of these circular letters we quote the following: "Springfield's opening sale last year averaged \$21.70 per hundred, which was \$8.11 per hundred higher than the opening sale of any other dark-fired market. We handled in Springfield last year 26,955,730 pounds. Of this amount 12,818,270 pounds were sold over the loose floors at the high average of \$19.90 per hundred for the season. This was \$3.86 higher than any other dark fired market. This is no doubt the leading Dark Fired market, as for the past few years new firms have been entering this market and this season practically every company interested in dark fired tobacco will be represented.

"Springfield has spent this year \$225,000 for new buildings and additions to old buildings and has bettered the facilities in many ways. We are offering to you this year 11 loose floors, 16 rehandling houses, and 6 storage houses which give us a total of 970,000 square feet of floor space, or 22 acres of ground covered with tobacco houses in which to handle your tobacco."

Loose Floors

Five of the eleven loose leaf floors in Springfield have prized facilities. These are E. J. Gunn Tobacco Company; Harris, Murphy & Pitt; McMurry Planters' Corporation; Moore, Crossway Tobacco Company, and T. W. Simmons & Company. The other loose floors are Brewer, Minor & Durrett; Hancock & Bell Loose Leaf Tobacco Company, and O. H. Ellis Tobacco Company, all of which are new firms this season, and the old firms of Farmers' Loose Leaf Warehouse Company; Springfield Loose Leaf Tobacco Company, and Tennessee-Kentucky Loose Leaf Floor. These floors are open day and night during the busy season and offer free sleeping quarters for drivers and teams.

The rehandling houses may be classified roughly according to the leading types of tobacco handled by each, although there must of necessity be some overlapping in the case of larger firms which handle several types.

Snuff

The snuff types of tobacco are bought very largely by Robt. Rosson & Brother, who buy for both domestic and foreign trade, and by S. R. Glover, who buys for the United States Tobacco Company. Both firms report that the quality of the leaf suitable for the snuff trade is not so good as last year, most of the offerings running to a low grade. Offerings of the better types are light and in good demand. Contrary to popular opinion, some of the finest tobacco on the market goes into the manufacture of snuff, fine snuff leaf bringing forty cents per pound or more. This is especially true of the leaf used in making the high grade Copenhagen type of snuff. This includes the very dark heavy bodied types.

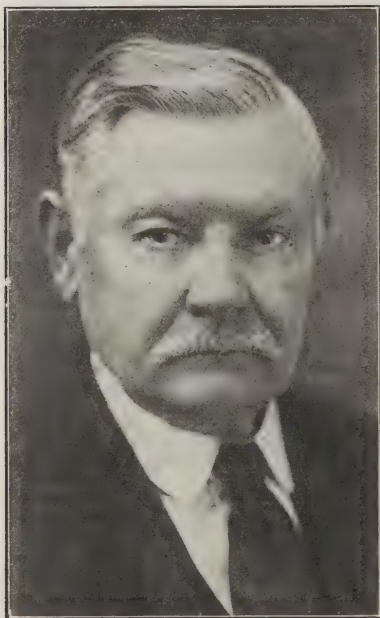
Plug Wrapper

Nearly every tobacco grower in the dark fired area hopes his best leaf will be good enough to make plug wrapper. This type is dark brown

to black in color, rather heavy bodied, firm texture and plenty of oil and a good stretch. It is used in this country and abroad. The chief buyers of this type on the Springfield market are Otto Dowlen & Sons; V. H. Simmons & Company, and G. B. Spross & Company. Because of the severe drought of last summer, good plug wrapper is very scarce this year and many of the crops run toward this type were bought at the door very early in the season last fall. Prices ranging around forty and forty cents for leaf, fifteen for seconds and fine lugs.

Cigar Wrappers and Spinners

The wrapper types which are thinner bodied and lighter in color make cigar wrappers for the export trade. If it is a bit too heavy for a wrapper it goes as a spinner which may be used as cigar filler or in the manufacture of smoking tobacco for pipes. This type is in heavy demand in most of the European countries which use our tobacco. Buyers of the local market include J. W. Hayes Tobacco Company; V. H. Dowlen & Company; Rudolph



W. H. SIMMONS

Now serving his third term as President of Springfield Tobacco Board of Trade. Mr. Simmons is the senior partner in firm of W. H. Simmons & Co.

to increase." This was in a report February 1, 1926, when the average on the Hopkinsville, Kentucky, market was \$10.32 and the Springfield, Tennessee, market was \$16.22. These prices made it look to the Springfield men as if the Tennessee tobacco were in better demand than the Kentucky portion of the "Dark fired, Kentucky and Tennessee."

Putting Springfield on the Map

The Springfield Tobacco Board of Trade has put on a vigorous advertising campaign this season in an effort to proclaim the merits of the Springfield market. Sign-boards were rented



TURNLEY RUDOLPH

Now serving his third year as Secretary and Treasurer and Supervisor of Sales of the Springfield Tobacco Board of Trade. Mr. Rudolph is manager of J. W. Hayes Tobacco Co., Springfield.

Hach Co.; R. S. Rudolph & Son; Otto & Sons; Wm. McMurry, J. L. Cohea & Company; Chas. McMurry; Dibrell-Dunning Company, and S. N. Morrow.

Austrian and Fine Cutting

The light brown leaf of this section is a light, both in color and in weight. This type enjoyed great popularity with the old Imperial Government of Austria. At present it is nearly all parts of Europe for use in cigarettes and pipes. W. H. Simmons & Company; V. H. Dowlen & Company; J. W. Hayes & Company, and Rudolph Hach & Company.

bulk of this type on the Springfield market. Imperial Tobacco Company, buys the Styles on this market, this type strongly pping the best plug wrapper types.

French and Fillery Styles

tobacco which is not heavy enough for does not have sufficient stretch for wrap- and which does not have the body and desired for spinners and cutters, still place in the tobacco world. Cigars must llers as well as wrappers. Several types acco are required for blending to make rious brands of smoking tobacco for pipe r cigarette. In France, and other Euro- countries, the demand is for a stronger an is used by most manufacturers for merican trade. These French and fillery are bought locally by Otto Dowlen & G. B. Sprouse & Company; R. S. Rudolph; Rudolph Hach & Company, and J. W. Tobacco Company.

Rehandlers

y crops of tobacco contain several types e not very well separated. Perhaps there enough of the snuff type in it to sell the o a snuff buyer. It may contain some plug wrapper but not enough to attract ir of that type. Such crops need rehan- and sorting. They are often bought by the local rehandling firms which includes Tobacco Company, Paul B. Dorris & ny, R. E. Glover, E. O. Williams & ny, and R. E. Covington & Company. Sorting and classing it is resold according to various local firms.

Springfield has unusually good tobacco storage facilities. The combined capacity of the storage houses is 25,000 hogsheads. Since about 16,000 hogsheads of tobacco are prized on the Springfield market each year, it can be seen that the local storage facilities are sufficient to handle a crop and a half. It is usually kept in storage from six months to three years.

The Globe Warehouse Company has a capacity of 7,000 hogsheads, storing well over 5,000 last year. The Dark Tobacco Growers Cooperative Warehouse has a capacity of 2,500 with 1,279 on hand at present. The Farmers' Warehouse Company can carry 3,000, and Rudolph Hach Company, Inc., Tobacco Storage, have room for 3,000 hogsheads in their separate storage house.

The Central Union Warehouse Company has four houses; No. 1, with a capacity of 1,500 hogsheads; No. 2, with a capacity of 900 hogsheads, used for several years; No. 3, with a capacity of 3,500, was built in 1923, and No. 4, with a capacity of 4,000, was built in 1924. These two new houses are built of concrete and brick, two stories high with perfect ventilation and a bonded roof which gives added protection. They carry the unusually low insurance rate of 16 and 17 cents per \$100. This warehouse company owns its own transfer facilities, thus giving very prompt service. It is managed by S. R. Glover, who is not only an experienced warehouseman, but also an experienced tobaccoist. Tobacco men pronounce these new storage houses to be the best in the Dark Fired District.

The growth of the Springfield market has required the erection of some splendid new rehandling houses within the past six months.

W. T. Simmons Tobacco Company recently opened a new two-story concrete and steel structure with 35,000 square feet of floor space, equipped with all-metal doors and underwriters bonded roof, giving a very low rate of insurance. With this new building and equipment in addition to the old factory this firm now has facilities for handling 5,000 hogsheads of tobacco. The W. H. Simmons Tobacco Company was organized in 1886, and operates as packers, dealers and exporters of leaf tobacco of all grades of Tennessee and Kentucky dark fired, specializing in the fine types.

Rudolph Hach & Company, Inc., have built a new two-story rehandling house, with a bulking capacity of one million and a half pounds; a prizing capacity of 28 hogsheads a day, and a redrying department with a capacity of a half million pounds.

J. W. Hayes Tobacco Company moved into their new plant in Springfield, November 1, 1925. This is a two and one-quarter story structure of brick and concrete, with 43,000 feet of floor space. It has a bulking capacity of one million pounds of loose tobacco at one time and a handling and prizing capacity of 225,000 pounds a week. The J. W. Hayes Tobacco Company was organized in Clarks- ville in 1917 by J. W. Hayes, who is in charge of the Clarksville office. Both plants are modernly equipped to order tobacco both by natural and artificial methods. Extensive buying is done for European manufacturers,



Orlinda section 1924 crop set last week in May, cut first week in Sept. Yield 1270 pounds per acre. 2—This crop produced 1280 pounds per acre; it was cut the first week in June, and cut the first week in Sept. in Robertson County, Tenn. 3—Crop cut and scaffolded to get color before putting in barn. Taken August 21, 1924, Greenbrier Section. Crop set third week in May, cut second week in Sept. Note two seed plants. 5—Picture taken Aug. 21, 1924, Greenbrier section. Crop set first week in June, cut third week in Sept. 6—Burley patch in Davidson County, Tenn., near Springfield. 7—This crop in Orlinda section, one of best sections in Robertson County, Tennessee, for tobacco. This crop was set first week in June, and harvested second week in Sept., 1924. Produced 1310 pounds per acre. 8—Hogsheads sent from factory to warehouse to be stored.

the firm to some extent specializing in wrapper and spinner types for export.

Export Situation

Inasmuch as about eighty-five per cent of the dark fired tobacco produced in this section of Tennessee and Kentucky is exported, it is interesting to study the export situation as it may affect our market.

The United States Department of Agriculture reports that 170,431,000 pounds of this type were produced in 1924, while 170,228,088 pounds of the 1923, or previous crops, were being exported. In 1925 we produced 168,300,000 pounds, while 116,961,188 pounds of the 1924, or previous crops, were being exported. The amount exported in 1923 was 150,880,171 pounds. The amount exported in 1925 was in round numbers fifty-three million pounds less than in 1924, and thirty-three million pounds less than in 1923. There was not so much difference in the amount produced.

Of the 116,961,188 pounds exported in 1925, Italy took 10,198,902 pounds, or about eight per cent. Of other types than dark fired Kentucky and Tennessee, Italy took 1,051,979 pounds, making a total of 11,250,881 pounds taken by Italy in 1925, compared with her total of 16,845,516 pounds in 1924. Thus Italy actually took about five and one-half million pounds less tobacco from us in 1925 than 1924, taking in 1925, about two-thirds as much as in 1924. In the month of December, 1924, Italy took 182,325 pounds, worth \$40,803. The difference of 26,070 pounds amounts to 17 hogsheads for the month. The difference in money value was \$6,622.

It was stated above that about eight per cent of our dark fired tobacco went to Italy last year. It may be of interest to some to prove that this type of tobacco went to 67 different countries of the 85 countries which import tobacco from the United States. Other countries which used more than Italy were the United Kingdom, 22,023,429, Spain 15,-

025,364; France, 12,253,039, and Germany 11,471,317 pounds. Those countries numbering less than Italy are as follows: Netherlands 9,070,885; British West Africa, 7,594; Poland and Danzig, 7,014,515; Belgium 6,638,980; Denmark, 2,112,559; Argentina 1,885,750; Switzerland, 1,259,185; Austria and Tunis, 1,059,470; French Africa, 1,056,722; Haiti, 1,234,659, and Norway, 1,056,722 pounds. All the sixteen countries used more than one million pounds each in 1925. Fifty-one other countries used less than a million pounds each. Among the countries used less than a million pounds each are Austria, Finland, Irish Free State, Portugal, Rumania, Sweden, Canada, Panama, Mexico, West Indies, Brazil, China, Palestine, Australia and many other countries.

It is interesting to note that the dark fired tobacco of Kentucky and Tennessee goes to a larger number of countries than does any other type of tobacco exported from the United States. The 116 million pounds of dark fired goes to 67 countries, while



1—Classing department in packing room of J. W. Hayes Tobacco Co. 2—Screw line in packing room J. W. Hayes Tobacco Co. 3—Springfield plant J. W. Hayes Tobacco Co. 4—Rudolph, Hach & Co. 5—Central Union Warehouse No. 4; storage capacity 4000 hogsheads. 6—Central Union Warehouse No. 3; storage capacity 3500 hogsheads.

crop of 278 million pounds of Bright leaf goes to 57 countries. Twenty-five million pounds of Dark Virginia tobacco to 50 countries, 17 million pounds Green type to 33; 6 million pounds Burley to 3 million pounds Maryland and Ohio to 18; 1 million cigar leaf to 10; 14 million pounds other leaf to 53 countries. The total, 468,455,613 pounds of export tobacco, going to 85 countries. Our 116 million pounds of Kentucky Tennessee dark fired represents one-third of the total amount exported.

European Situation

quote the report as follows: "There is a demand abroad for high grade dark tobaccos and this demand is increasing. The fact that Europe was to decrease her purchases of dark tobacco

in 1925 was due largely to stocks on hand from the heavy imports of 1924. Since the production of low grades is not profitable to the American farmer, and might be made a profitable industry in Europe, (in view of cheaper labor, etc.), it seems economically sound in principle for the American farmer to devote his energies toward the production of superior grades."

Urges Crop Reduction

In view of the above figures and statements we believe we are safe in again urging the production of fewer acres of tobacco so they may be given every chance to make leaf of fine quality. Robertson County farmers can grow fine tobacco at a profit. We cannot produce common tobacco at a profit at present prices.

W. H. Simmons & Company

With buyers on all principal markets, W. H. Simmons & Company, Springfield, Tennessee, offer all grades of Tennessee and Kentucky tobaccos. They are packers, dealers and exporters, and were established forty years ago.

Cable address is "Wilsimmons," and the codes used are ABC, fifth edition improved, and Arnold's five and fifteen. To handle the increasing business at home and abroad W. H. Simmons & Company have just completed a new warehouse at Springfield, one of the largest in the district.

Mr. Simmons makes it a rule to go to Europe at least once every year, and he maintains very close relations with his customers everywhere. A branch at Hopkinsville takes care of the Kentucky business.

Kentucky Tobacco Situation Involved By Several Distinct Types

**Domestic Factories Use Burley Grown in Parts of Kentucky and Other States—
Western Kentucky and Tennessee Produce Dark Export Leaf—Conditions Vary
at Times Between Districts—Co-operative Plan Has Caused Some Criticism**

By O. B. JESNESS

Chief, Section of Markets, Kentucky Experiment Station

KENTUCKY'S tobacco situation, unlike some of the tobacco growing states, is complicated by the fact that this state is an important producer of several distinct types of tobacco. Central Kentucky, together with neighboring states such as Indiana, West Virginia and Tennessee, grow burley which is used almost entirely by domestic manufacturers. Western Kentucky Tennessee produce dark types which in measure look to foreign countries for the outlets. Considerable variation in these districts may exist at times because of differences in production and marketing conditions.

The 1925 Burley Crop Smaller

As far as the burley type is concerned, the crop was somewhat smaller than those of previous two or three years. The reason was due more to the season than to any curtailment. The government estimate point to a burley crop of about 271 million pounds last year as compared with an estimated production of 299 million pounds in 1924. The crop of 1923, which was the largest on record, was estimated at 329 million pounds and that of 1922 at 275 million pounds. These crops were considerably larger than those grown before 1920, and the question usually arises as to whether or not there is a sufficient increase in demand to take care of the enlarged output.

Stocks Held

Definite figures of consumption by types are not available. The reports of stocks held by manufacturers and dealers, as reported annually by the Census Bureau, throw some light on consumption when used in conjunction with the production estimates of the U. S. Department of Agriculture. A "disappearance" figure can be obtained by taking the figures reported on hand on October 1 of any year, adding thereto the estimated production for the year and subtracting from the total the stocks obtained the stocks reported on hand on October 1 of the year following.

201.....	267,789,489	315,259,000
21.....	324,351,157	220,849,000
22.....	280,856,317	275,601,000
23.....	342,884,760	329,504,000
24.....	428,332,006	299,200,000
25.....	459,087,228	271,154,000

The "disappearance" calculated from these figures points to an average consumption in recent years of approximately 250 million pounds. Production has averaged considerably above this amount and as a consequence stocks have accumulated as the preceding table indicates.

Price Should Rule Production

To what may this expansion in acreage and production be attributed? The answer is to be found in the matter of price. The prices obtained for burley leaf since the disastrous slump accompanying the sale of the 1920 crop, have been sufficiently attractive to stimulate production. Can such a situation be maintained as a permanent thing? Obviously not. The burley district can not go on piling up stocks. Either new outlets for the enlarged production must be found or else there must be a reduction in output. While expanding cigarette production provides some added demand, acreage must eventually be reduced so that production and consumption are brought back into balance.

Tobacco Used in Cigarettes and Other Products

The way cigarettes have caught the popular fancy in recent years has led some to conclude that this form of tobacco consumption gives definite assurance that there need be no fear of building up a surplus. Eighty billion cigarettes truly is an astounding number. This is more than four times the output of cigarettes in 1915. But the amount of tobacco in a cigarette, after all, is small. The reports of the Bureau of Internal Revenue indicate that about 220 million pounds of leaf tobacco was used for cigarette manufacture in 1924. Snuff and other manufactured tobacco during the same year took a little better than 300 million. These, therefore, still offer a more important outlet than cigarettes. Burley tobacco also must share the increase in demand for cigarette tobacco with other types, especially the flue-cured tobacco of the Carolinas.

Burley Prices Held Up Well

Prices for burley leaf on the loose leaf sales have held up well during the present sales season. The reports of the Kentucky Commissioner of Agriculture of the ware-

house sales in the State, show that the sales of burley leaf for growers in January, 1926, averaged \$19.73 a hundred pounds, as compared with \$21.87 for January, 1925. Reports from loose leaf markets during the latter part of this season suggest that there has been some weakening in the price.

As far as the dark types of tobacco of western Kentucky and Tennessee are concerned, the market situation in the sale of the 1925 crop has been much less satisfactory. The reports of sales issued by the Commissioner of Agriculture, show that in Kentucky dark fired tobacco sold for growers averaged \$8.93 in January of this year, as compared with \$13.06 in January a year ago. The Green River type averaged \$6.85 in January of this year, and \$12.15 a year ago. The One Sucker type averaged \$9.40 and \$11.71 respectively, for the same month of the two years.

Foreign Outlets for Dark Types

The production of the dark types has not expanded as rapidly as has been the case with burley acreage. The stocks on hand do not appear to be much larger than those of a few years ago. One big question with respect to dark tobacco has been the European demand. While the exports of burley are practically negligible, amounting to only about six million pounds during 1925, a large proportion of the dark types must find their outlets abroad. About 117 million pounds of dark-fired Kentucky and Tennessee were exported in 1925. In 1924, the total was about 170 million pounds. The explanations suggested for this drop are that supplies have been secured elsewhere and that some countries have stimulated their home production. Italy is especially pointed to as an example of the latter. A recent report of the U. S. Department of Agriculture, with regard to agricultural conditions in Italy, states that the tobacco acreage in Italy is nearly five times as great as it was before the war. The same report states that "Home production now entirely meets the requirements of the State Tobacco Monopoly for pipe tobacco, and 65 per cent of the requirements for cigarettes."

It is too early in the season to enable the drawing of any very definite conclusions as to the acreage which will be devoted to tobacco this year. Conditions call for some curtailment in acreage, particularly for burley. In view of the continuing favorable market conditions for burley it is probable that the

acreage reduction will not be as great as it ought to be in the light of existing stocks. In fact, there is considerable talk of the growing of burley leaf in some parts of the dark tobacco district. Such a shift may not be as extensive as early reports would indicate. There certainly is room for the observance of a considerable degree of caution in making any change of this nature at present. The large supplies of burley already available should not be overlooked. They suggest the possibility of a material reduction in burley prices at some time in the future. Burley leaf grown outside of the burley district may fail to measure up to quality standards, and, in the case of a break in the market, the low grades are apt to feel the result the most.

Dark Acreage May Be Cut

Expressions heard in the dark district suggest a very marked cut in acreage this season. This probably should be discounted somewhat, as past experience shows that acreages frequently are not reduced as much as dissatisfaction with market conditions might indicate. The low prices for the 1925 crop may be expected to result in some reduction. There appears to be considerable interest in some parts of west Kentucky in possible substitute crops and mention is heard of sweet potatoes, strawberries, tomatoes and other crops in this connection. The growers of dark tobacco will watch conditions in foreign markets with close interest. It may develop that the shift in foreign demands is not of a permanent character and that demand from that source will improve. Meanwhile the growers will do well to place emphasis on quality rather than quantity.

Mutual Marketing Brought New Factors

The establishment of cooperative marketing associations among the tobacco growers has brought new factors and methods into the market. Of the two large associations having headquarters in Kentucky, the Burley Growers' Cooperative Association has been the more successful up to the present time. The Dark Association found itself confronted with such a spirit of unrest among its membership that it decided it would be advisable to adopt the policy for the present season of not attempting to enforce its marketing contracts with its members. The unsatisfactory price situation has caused some change in attitudes but whether or not that is sufficient to place the present association on a permanent basis remains to be seen. The Burley Association's present contracts end with the crop of 1926 and a sign-up to renew the contract for another five year period probably will be undertaken some time during the year.

Room for Better Understanding

This is not the place to engage in any detailed consideration of these developments. It may not be out of order to suggest, however, that there still is need for a much more general understanding of what a cooperative marketing association really is, what its real possibilities are and wherein its limitations obtained from the sale of the 1920 crop. The lie. The Burley Association sprang into existence in response to a popular assumption that an association with a sufficient sign-up could compel the payment of a profitable price. As a matter of fact, the real purpose of a growers' marketing association is to perform marketing services for its members. It can not compel the market to take more of a product than the market wants. It can not for long hold prices at a level higher than warranted by market conditions. A price that is too high brings overproduction in its wake and over-

production eventually forces an adjustment.

The value of a marketing organization, like that of any other business institution, must be measured by the results it can and does obtain. The real possibilities lie in such services as the improvement of grade and quality; sale on the basis of standard grades; the obtaining of information regarding market conditions and the sale of products in line with those conditions, and the employment of bargaining power to obtain for the growers the true market value of the commodity. At the present time, a much better understanding of the real purposes of tobacco marketing associations is being obtained than was the case during the hey-day of organization enthusiasm. This is a favorable development because it will aid materially in placing these movements on a permanent basis.

A. R. Blanks

A. R. Blanks, President and Manager of A. R. Blanks Tobacco Co., Madisonville, Ky., is also the Mayor of his home city. He is fifty years of age, and has worked practically all his



A. R. BLANKS

President and Manager of A. R. Blanks Tobacco Co., Madisonville, Ky., and mayor of his city.

life in the tobacco business. He began in the factory when only eleven years of age, and has missed only three years since. Therefore, he has been actually engaged in the business thirty six years, and he knows the trade from every angle having handled tobacco for nearly every market abroad, as well as the home trade.

He began as office boy at the age of eleven and when only sixteen he was promoted to the position of buyer and receiver for one of the oldest export firms of his section. At the age of twenty three, he was manager for the late S. H. Holloman & Son, Madisonville, and had charge of all their export business. In the year 1900 he entered business on his own account, and has been continuously in business since. In 1902 he built his present factory, which is an up-to-date stemmery and rehandling plant. Mr. Blanks is well known in the tobacco trade and highly respected by all who know him.

He has always taken an active interest in all moral and civic affairs of his city and surrounding country. He served six years as a member of the Board of Education and during that time he helped to build two of the best school buildings in western Kentucky; he re-

signed this position last December, in order to qualify as Mayor of his city.

He is a Democrat in politics, but is well liked by all parties which was shown by the vote he received last November. He was nominated by the Democratic party without opposition, the Republicans also endorsed him and did not put out a candidate against him, and while the Democrats polled only 902 votes, Mayor Blanks received 1293 votes which shows that he is satisfactory to all parties.

Owen Tobacco Works, Inc.

The business of the E. B. Hart Tobacco Company, Inc., 1502 Clinton Street, Nashville, Tennessee, was sold January 12, 1926, to the Owen Tobacco Works, Inc., of Nashville, Tennessee. For fifty years this house has been making such brands as Banner Twist, Eagle Twist, Our Pride, and many other tobaccos. Management of the company is under the direction of U. J. Owen.

Purity is the only brand of real Brazilian leaf on the American market today. Eagle Twist is sold nine and one-half to the pound and each leaf going into this brand is guaranteed perfect, as the hands are untied, each leaf is inspected before manufacturing. It is a natural twist without flavoring of any kind.

Banner Twist is made eight and one-half to the pound, and Our Pride smoking offered in three ounce, eight ounce, and sixteen ounce packages. Purity is packed in two, eight, and sixteen ounce sizes.

Capitalization of this corporation is \$500,000, and the controlling interest is in the hands of Will Cheek, Leslie Cheek, E. B. Jarvis, J. G. Hart and Tom Jordan.

Rudolph Hach & Company, Inc.

At a recent meeting of the board of directors of Rudolph Hach & Company, Inc., of Clarksville, Tennessee, the present management of President Adolf Hach and Vice President Richard Dünzelmann was endorsed and they were continued in their official positions. Both Mr. Hach and Mr. Dünzelmann have a close and personal supervision over the business in all its branches and their frequent European trips put them in close touch with the foreign market.

Dark-fired broad-leaf tobaccos are the specialty of this house, and by confining its operations to this type the company is enabled to serve its rapidly expanding clientele. Proof of this service is to be found in the newly constructed packing plant at Springfield, Tennessee, which is modernly equipped in every way. Ample hanging space, ordering facilities are provided, and it is recognized that these tobaccos, kept in perfect condition, with the best fermentation requirements, meet with the approval of the entire trade.

Extensive improvements to the Rudolph Hach & Company packing plant at Clarksville, Tennessee, place the concern in the foremost position to serve its numerous clients, and the storage plants at both Clarksville and Springfield enable the corporation to offer adequate storage and inspection facilities under the direct supervision of the heads of the house.

All the plant managers are experienced men, and their assistants at Clarksville, Springfield and Murray, Kentucky, have been in the employment of the company for many years. It is the ideal of the management to retain these efficient men in the positions they occupy, and to constantly train young men for the increasing number of responsible positions developing in a concern of this character.

How Greeneville Became A World Famous Burley Tobacco Market

It is the Only Greeneville—Forty-Two Years Ago Tobacco Came to Greene County—Those Who Founded Industry—Nearly 74 Million Pounds Sold in Eight Years—Of Growing Industrial Importance — Standing In Our History

By O. N. LOOKER

GREENEVILLE, Tennessee, is named for George Washington's favorite and most capable officer, Nathanael Greene, the man who successfully closed the Revolution after a brilliant campaign culminating at Yorktown. And Greeneville is the only city or town in the United States so named, spelling its title with famous four ees.

One of the outstanding characteristics of Greeneville is the fact that it is the rapidly extending center of the culture and sale of burley tobacco. Its area extends from Abington, Virginia, to Cleveland, Tennessee, in the growth and marketing of burley. Nearly forty million pounds are grown in this field, and one-third of it is sold at Greeneville.

Increase Anticipated

Tennessee, as a state, is becoming a large producer of burley tobacco. Of course, during the season, the burley section encountered a severe run of extremely dry weather. Considering all adverse circumstances, however, the crop was most encouraging to the growers, and a large increase in acreage is expected this year.

The steady growth of this market is largely due not only to the enterprise, vision, and untiring labor of a small group of tobacco men, but also to the fact that they have been interested in its development, and to the high grade leaf that is produced on the soil in the Greeneville territory. It has qualities that are lacking in the burley raised in other territories, which make it wanted by manufacturers. It possesses a peculiar flavor and a waxy element that cause it to be in demand.

Great Future Predicted

Tobacco men from all over the United States, high officials in the large companies, who have been coming to Greeneville to visit the market during the season for the past few years, predict a wonderful future for the Greeneville market.

The interest in the raising of tobacco in Greene County dates back to the year 1884, one year ago. At that time there were markets at Abington, Va., Bristol, Tenn., and Asheville, N. C. Some flue-cured tobacco was raised in Greene County and shipped to the points for sale. The idea of establishing a market in Greeneville was advanced that year, and a company was formed among some of the prominent business men of that day including C. Austin, H. R. Brown, W. A. Allen, A. J. Frazer and others.

T. Adams came over from Del Rio, and opened a small warehouse on Depot street, which is still being operated. The high quality of tobacco raised in this county, and that immediately adjoining in North Carolina, gave this market a start and a permanent standing above the others, and it finally won out and became the leading tobacco center of this section. Asheville gradually gave way to Greeneville; and later on, Bristol succumbed in like manner.

Pioneers

The building of a tobacco market is a man's job and while the quality of the Greene County tobacco has had much to do with the permanence of this market, even that would not have saved it but for the indomitable will and determination and vision of the men who started it and carried it on. C. Austin was the leading spirit of the enterprise, and worked incessantly among the planters for larger and better crops.

Mr. Austin it was who first discovered that burley could be successfully grown in this section, starting it in a small way in his garden, and inducing the farmers to experiment with it until it has entirely replaced the other type of leaf here.

Col. Silas Bernard came to Greeneville, in the early days, and worked and sacrificed and held on even in the leanest years, and it is to Mr. Austin and his sons, Fred and Clyde Austin, and to Col. Bernard and his sons, Walter and John Bernard, that the credit for Greeneville's present flourishing tobacco market is due. In the past eight years 75,859,672 pounds have been sold here, bringing in to the farmers of this locality over seventeen million dollars.

Association Benefits

Another factor in developing the local market was the Greeneville Burley Association, an organization composed of Greeneville business men. Under the lead of its president, H. H. Gouchenour, splendid work was done for several years in backing up the warehousemen, assisting the farmers, and encouraging them to grow more and better tobacco. The people of the town have spent thousands of dollars in disseminating information as to how to raise tobacco, how to cure it, how to market it, and in furnishing seeds.

The marketing facilities in Greeneville are excellent, there being six large warehouses in the town and adequate pricing house room. Two sets of buyers handle the sales under the direction of a supervisor, the most modern and best approved system, and a splendid spirit of co-operation and good fellowship exists between the warehousemen and farmers.

The farmers of Greene County are prosperous and progressive, largely due to their persistent and long continued culture of tobacco. Fifteen or twenty years ago many of them were in debt, with heavy mortgages on their farms, and no visible means of liquidating their indebtedness.

The land they gave to burley tobacco brought them a greater monetary value than any other; and, today, prosperity is evident on every hand. Beautiful homes, school houses and churches dot almost every hill top, and Greene County is in a better financial condition than any other county in the state of Tennessee, with fewer mortgaged farms and better living conditions.

The statistics given out January 1, show Greene County to rank more than double that of any other east Tennessee County in crop aggregate, reaching almost six million dollars. While this is due in a great measure to tobacco, the farmers are wise enough not to confide themselves to tobacco alone, but raise corn, wheat, oats, fruits and vegetables. They also give time and attention to poultry and live stock.

Growth of Greeneville

In the brief span of three decades Greeneville has grown from a tiny hamlet, with one struggling warehouse, to a market that is well and favorably known throughout the tobacco world.

Population: The city has a population of 5,200 by local postal census; it is the county seat of Greene County which has a population of 40,000. The people are of Anglo-Saxon stock with no foreign element. The principle industry is agriculture, with such industrial labor as is now employed in the city drawn from the rural districts.

Labor: Labor supply develops to meet employment offered. An existing knitting mill, employing 200 operatives, at first had difficulty in securing operatives, as the people were not informed as to employment of this sort. Now their supply is ample, and the labor turnover is small. There are no organizations of labor. Most operatives are home owners, and are an active part of the resident city population. It is estimated that an industrial labor supply up to 5,000 can be developed from county territory.

Power: The local power company, operating a hydro-electric plant on the Nolachucky river, seven miles from the city, announces that it now has 7,000 horsepower available for new business. Two additional sites on the same stream are being surveyed. The new developments will add not less than 30,000 horsepower to the amount of power available.

Raw Material: Iron, manganese, clays, marble, building stone, lead, zinc, and high quality limestone are among the minerals available. Hardwoods, acid woods, chemical woods, walnut and cedar are to be had.

Churches—Schools: Churches of all the leading denominations. A system of graded and county high schools ranking the highest in the state covers the city and entire county.

Roads: Three hundred miles of rock surfaced roads radiate from the city. Two state highways are in process of construction, one east and west, and one north and south, through the county crossing at Greeneville. Their completion will give full traffic connection with all adjoining states.

Climate: Mild, seasonal weather is characteristic. Average low summer temperature, July, 66; high 79; average low winter temperature, January, 32, high 48. Average rainfall is 54 inches.

Jewel Town

Not only is the "Jewel town of the Mountains" a progressive and modern city, but it is wrapped around with a glorious cloud of tradition that gives the town an atmosphere of dignity and mellowness that is most unusual.

Home of the seventeenth President of the United States: Greeneville's chief claim to historical interest lies in the romantic career of Andrew Johnson, who rose from a humble tailor's bench to the highest office in the gift of the American people. When but a boy, Johnson came across the mountains and located in Greeneville. He had been a tailor's apprentice, and he opened a little shop where he plied his trade. When he was married he could neither read nor write, and his wife, who was Miss Eliza McCardle, taught him the rudiments of these two arts while he sewed.

Alderman and Mayor of Greeneville, Legislator, Congressman, and Governor of Tennessee, he was elected Vice-President with Abraham Lincoln, whose assassination made Andrew Johnson President of the United States. After his return to Tennessee he was elected to the United States Senate.

One of Greeneville's sun-kissed hill tops is crowned with a tall marble shaft that marks his last resting place. In the National Cemetery that surrounds his grave, sleep many soldiers.

The little, old weather-beaten tailor shop with its crude sign, "A. Johnson, Tailor," has been enclosed in a beautiful building by the State, and is the shrine each year for thousands of Americans.

First Capitol of the state of Franklin: When the men of the western side of the Appalachian

range decided to shake off the yoke of North Carolina, and form a state, they declared themselves "Franks" or "Freedmen," and called the first assembly of the new state of Franklin in Greenville. This city thus became the first capital of the vanished state which was the predecessor of the state of Tennessee.

First Abolition Paper Established at Greenville: The first abolition paper published in the United States was published in Greenville by Benjamin Lundy. It was called the *Emancipator*.

The Oldest College west of the Alleghanies: In 1794, when Tennessee was as yet almost a wilderness, Samuel Doak, a graduate of Princeton, came to Greenville and founded Tusculum College, which is the oldest higher institution of learning west of the Alleghanies. Many mountain boys have gone out from its doors during the past 150 years to become men prominent in the work of the world.

Birthplace of Davy Crockett: Within a few miles of Greenville is the spot where Davy Crockett, hero of the Alamo, was born. His immortal saying, "Be sure you're right, then go ahead," alone should entitle him to undying fame.

Market Report

Total Report of Burley Tobacco Sold on the Tennessee Markets, Including Abingdon, Va.

	Pounds	Average
Greenville, Tenn.	11,340,246	19.01
Knoxville, Tenn.	4,221,488	19.14
Johnson City, Tenn.	1,655,032	17.58
Hartsville, Tenn.	1,570,620	19.20
Morristown, Tenn.	1,560,018	19.13
Franklin, Tenn.	1,042,880	19.49
Gallatin, Tenn.	741,420	19.17
Carthage, Tenn.	552,165	18.64
Mt. Pleasant, Tenn.	508,960	21.08
Abingdon, Va.	2,900,860	18.04
Total	25,993,689	18.89

Greenville Facts

Three hundred houses were built in Greenville last year. A \$250,000 water system and filtration plant has been installed. A million dollars was spent for building and public improvement.

Greenville is on the main line of the Southern Railway between Memphis and New York. There are sixteen miles of asphalt paving in

Greenville, which is the best paved town in size in the South.

Greenville has a splendid athletic field, equipped with modern grandstand, municipally owned and is the smallest town in the world supporting organized baseball.

Greenville is a city of magnificent buildings and beautiful homes.

Greene County raises more wheat than any county in Tennessee.

Greene County gets \$2,000,000 from production of cattle and hogs annually.

Greene County has eight modern schools, and best school attendance of any county in the state.

Greene County has more than 2,000 automobiles registered.

Eighty-six per cent of Greene County are owners of their homes.

Greene County lands are especially adapted to the growing of fruit and berries.

The gateway to the fertile banks of the Clinch River, Lick Creek and the rich agricultural section of east Tennessee. The place of prosperity and health.

Greenville is the ONLY Greenville in the United States.

Hopkinsville Market Center of Stirring Events During Past Year

Decision of Directors Releasing Members of Dark Tobacco Growers' Association From Contract Caused Considerable Concern—Auction Warehouses Enlarged Marketing Facilities—Interesting Chapters in History of Market

By J. NORVAL BURCH



HOPKINSVILLE, Kentucky, has passed through some stirring times. The past year was one of eventful interest to everyone connected with the Hopkinsville Tobacco Market, which claims to be the largest

dark fired market in the world. Decision of the board of directors of the Dark Tobacco Growers' Cooperative Association to release its members from their contracts for one year, announced October 13, was the signal for the beginning of feverish activity on the loose floors.

The six floors that were then in operation were immediately improved. Floor space was widened, new skylights were added and other special features devised to attract the business of the "emancipated tobacco grower."

Marketing Facilities Improved

In addition to the six old floors, four large houses owned by the Association were leased by experienced loose floor men, improved and operated as two separate floors. A ninth then made its appearance when Douglas Hancock and W. D. Cooper, both experienced tobaccoists, built one of the largest and most elaborate floors in the Black Patch.

An advertising campaign to boost Hopkinsville as the best loose leaf tobacco market in the world was launched, with \$1,500 of the advertising fund supplied by the Hopkinsville Tobacco Board of Trade and an equal amount raised through popular subscription by the business interests of the city. Advertising was carried in every newspaper within a radius of fifty miles and in a number of magazines with rural circulation.

Market Opened With a Flourish

The business men's committee, appointed by the Hopkinsville Chamber of Commerce, to work with the tobacco men for a better market, arranged a mammoth parade that was held Tuesday, December 1, with every business in the city taking part, to mark the

opening of the loose leaf market for the season. A local garment factory was represented by more than 100 girls in uniform; executives and employees of banks, stores and offices carried banners and the march was led by a band and a troop of mounted cavalry, ending at the floor, where the first sale was held.

Opinions Differ

The exact effect of the parade has not been determined. Newspapers in different parts of Kentucky and Tennessee expressed their disapproval, interpreting the parade as a joyous celebration of the downfall of the association. This attitude, however, was denied by the Hopkinsville business men who promoted the affair, declaring the sole motive was to encourage farmers to bring their tobacco to Hopkinsville for marketing.

Prices Up to Expectations

Without analyzing the cause, it is well known that the prices have not held up on the local market as they were expected to do by the optimistic tobacco men and business leaders. The average price for dark tobacco at the opening and for a month or so afterward, held up around \$12 per hundred pounds. Then it began a steady decline and now stands at the lowest point since 1920. The average for last week was \$7.88 and one week before was \$7.63. The average price for the season now stands at \$9.84 per hundred.

Paints Picture of Sombre Hue

In the opinion of Herman Steen, secretary-treasurer of the Indiana Wheat Growers' Association, who recently made a study of the conditions in the Black Patch, the low prices are caused by the release of pool members. He says the waiving of the penalty clause in the pool contract, "turned loose upon the auction floors millions of pounds of

tobacco, knocked the bottom out of it and brought to Hopkinsville, in lieu of the boasted title of the 'World's Largest Tobacco Market,' the unflattering sobriquet of, 'The Darkest Tobacco Market in the World.'"

Season Sales to Date

Up to the present time the growers sold 21,486,040 pounds of dark weed, the nine loose floors of Hopkinsville, a total of \$2,114,226.33. The buyers insist the farmers received all their tobacco worth, but many growers have expressed belief that this amount of tobacco would have sold for more than three million dollars handled through the pool.

W. E. Williamson, secretary of the United States Farm Bureau, in reviewing the effect of the release of pool members of loose market, declared that tobacco grower his farm sold this year for less than the initial advance paid to him by the pool in the same grades last year.

New Burley Market

Recognizing the need for a loose leaf market in Hopkinsville for Burley tobacco, the Tobacco Board of Trade and bankers arranged to take care of the growers of lighter type of weed, many of whom have grown Burley for years and had shipped it to the Central Kentucky market where this type is handled exclusively.

The first sales of Burley over loose floors in Hopkinsville were held Saturday, December 12, and the farmers were delighted with the prices, the average being about \$17. Dealers immediately began urging the farmers to clear their acreage of dark tobacco, which had such a slump, and plant more Burley. Instead of less than two million pounds of Burley usually grown in the section around Hopkinsville, they asked for production of fifteen or twenty million pounds.

Up to the present time less than one million pounds has been handled over the local

(Continued on page 75)



CABLE ADDRESS
 "DIBUCO"
 CODES USED
 LEIBER'S 5 LETTER
 A.B.C. 5th EDITION



A. H. BUCHAN *President*

DIXON~BUCHAN TOBACCO COMPANY

Dealers and Exporters

VIRGINIA-CAROLINA TOBACCO

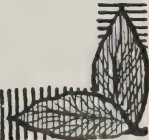
Located on the Largest Market of the
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BRIGHT CIGARETTE TOBACCO

— SAMPLES CHEERFULLY SUBMITTED —

MULLINS S. C.





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Sell your "Special" Packages the Year 'Round

THE products of the P. Lorillard Company are known everywhere for their high quality and attractive packaging. Through the addition of a wrap of crystal-clear, transparent Cellophane, the Lorillard packages for gifts met with enthusiastic acceptance on the part of the smoking public.

As a matter of fact, the use of Cellophane has gone far to solve for the manufacturer in many industries, the problem of year 'round sales of special packages. Sell your "special" packages the year 'round. Every day is a gift day—someone's birthday—an anniversary—and all that is needed to suggest cigarettes, tobacco or cigars as the proper offering is the gift appeal that Cellophane instantly bestows.

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Cellophane is a new wrapping material—unusual because it's absolutely transparent. It is strong, impervious to grease or dirt, and comes in many colors and embossed patterns.

**DU PONT
CELLOPHANE**

REG. U. S. PAT. OFF.

Hopkinsville Market

(Continued from page 72)

with a season average of \$15.31 per hundred. The last sale has been set for day, March 27. Poor season for hand-Burley is blamed for retarding deliver-

Establishment of Hopkinsville Market

The Hopkinsville tobacco market was established fifty-seven years ago, the first warehouse being built in 1869, and 2,476 hogsheads of tobacco were sold the first year. Methods of handling and selling tobacco are a national development and Hopkinsville's prestige has grown by leaps and bounds.

In honor of having grown and shipped the first hogshead of tobacco in Christian county is not undisputed. Some claim William Magin and Abraham Shelton shipped the hogshead from Eddyville to New Orleans by river, having hauled it by ox team to the Lyon county seat. Others claim the credit for Richard Gaines, who was a brother-in-law of the celebrated pioneer Methodist preacher, Peter Cartwright.

The loose floor method of selling is now familiar that the younger generation knows nothing of the system that formerly prevailed, when tobacco was prized by the farmer in the barn, hauled to a warehouse and sold in an auction room from a platform.

Early History of Market

Perrin's History of Christian county, the first H. G. Abernathy wrote the following on the early history of the Hopkinsville market:

"The Hopkinsville tobacco market may be called a creature of necessity. During the late war, (the Civil War), the tier counties in Kentucky consisting of Logan, Boone, Christian, Trigg, Caldwell and Lyon, together with portions of Muhlenberg and Adams, then known as a part of the Clarksville Tobacco District, found great difficulty for various causes in marketing their tobacco. The almost entire absence of railroads or turnpike facilities throughout this section forced the burden upon the farming community of hauling tobacco on wagons, a distance of twenty to forty miles over the most abominable mud roads. The inefficient means of transportation and the inconvenience of attending distant markets, prevented the masses from witnessing the sale of their product, and the dissatisfaction resulting from losses, accidental or otherwise, with excessive commission charges, induced our planters to adopt the method of selling privately at their barns, rather than to travel and fare worse. Enloe and Fattar together with Jessup, Dillara and the others bought freely, sweeping over the tobacco district, and the planter risking his tobacco in a distant market was the exception.

The First Tobacco Warehouse Established in Hopkinsville

"Acts like these, and many others that might be enumerated, suggested the necessity of an auction house at home, situated in the heart of one of the largest tobacco growing sections in the world. In the year 1869 the first tobacco warehouse in Hopkinsville was built by Carter L. Bradshaw, George W. Cayce and H. G. Abernathy. It was conducted under the firm name of Abernathy & Company, and sold 2,476 hogsheads of tobacco the first year it was in operation. The first sale was held on the 12th of January, 1871. The first hogshead sold was the

property of William West, an estimable planter of Christian County, and was bought by E. M. Hooper, one of our leading merchants. The principal buyers at the opening sale were Grant & Jessup, Thompson & Mills, Dr. J. D. Clardy, E. H. Hooper, S. T. Fox, E. S. Quisenberry and others. But a large board was soon formed, representing an extensive trade.

Proved a Success

"The doubt and uncertainty usually attendant upon all such enterprises soon vanished, and the market stood before the world a success. The second year, several additional warehouses opened and engaged in the business, bringing much ability, energy and enterprise to the trade, and a largely increased sale was made with the utmost satisfaction to the patrons of the market. Large European orders, together with the home demand, gave to Hopkinsville a commanding position in the eyes of the world."

Clarksville Foundry & Machine Works

In order to sterilize the soil and prevent all fungus growth, including the destruction of all injurious weeds, the Wyatt plant-bed furnace has been evolved by the Clarksville Foundry and Machine Works, Clarksville, Tennessee.

This device is a movable machine especially designed for burning the soil in tobacco beds, where it is absolutely essential to destroy all foreign growth to assist the most careful preparation.

Tobacco beds are of such importance that neither time nor labor should be spared in making the growing conditions first class. This preparation has often been neglected because of the expense in burning the old way.

Quantities of wood, too, are necessary in the former manner of sterilization. And all other methods have proven too costly for every day practical use. But, by the use of the Wyatt furnace this cost is reduced to a minimum. About one load of wood or two loads of brush or trash of any kind is all the fuel required to thoroughly burn one hundred square yards of beds.

This can be done in a day's time by two hands, and one man can operate it if necessary. It is provided with wheels, so it may be moved from place to place rapidly. Additional and detailed information about the Wyatt furnace will be supplied by the Clarksville Foundry and Machine Works, Clarksville, Tennessee, which has many direct and unsolicited testimonials about the Wyatt furnace from tobacco planters who are immensely pleased with its results.

S. B. Smith & Company

Nineteen years ago the firm of S. B. Smith & Company, of Mayfield, Kentucky, was established as a first hand source of leaf tobacco dealers and exporters.

Equipment is sufficient to handle all fire-cured dark grades in either natural or artificial drying processes, and to supply specialties in any quantity.

Efficient handling of export orders to any foreign port is guaranteed. Equipment coupled to excellent geographical location, enables the best of service and strictly first hand source quotations.

Cable address is "Smith," and codes used are Arnold's five and fifteen; ABC, improved fifth edition; Lieber's, and Western Union.

W. O. Smith & Co., Inc.

For fully sixty years W. O. Smith & Company, Inc., have been managing traffic for the tobacco trades. They are firmly established as leading tobacco shippers, and with their more than half a century of handling this material they are in position to offer something better than the ordinary in the way of domestic and foreign shipping.

All over the world the house of W. O. Smith & Company, Inc., has established representatives. This guarantees the tobacco shipper quickest transport and lowest disbursement. Main offices of the corporation are at 32 Water street, New York, and branch offices in the United States are John S. Connor, Marine Bank Building, Baltimore; W. O. Smith & Company, McKevitt Building, Norfolk, Va.; and Biddle W. Allen & Company, Whitney Central Bank Building, New Orleans, La.



Showing the methods employed in the day of inspection houses when samples were drawn from the hogsheads and the buyer based his price on the samples drawn.—H. H. Jones, County Agent of Montgomery County, Tennessee.

E. A. HAIL, PRESIDENT

M. R. COTTON
VICE PRESIDENT

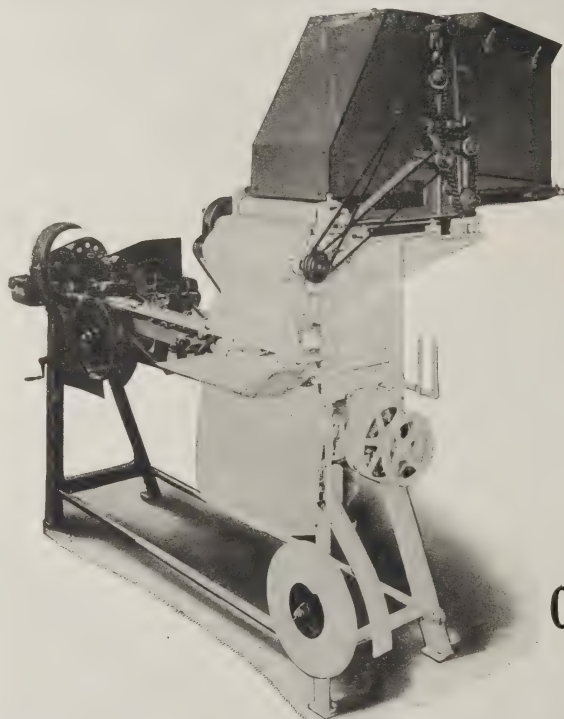
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Is a splendid economy for users of small hand-fed cigarette making machines, especially the "Chico," as it eliminates one operator, increases production from 20 to 40 per cent, and produces a much better cigarette, through the more even distribution of the tobacco, than is possible by hand-feeding.

This feeder is easy to install and operate. Any one can replace the hand-feeder with it by a few simple operations in a very short time. Shipped with all parts necessary for immediate operation.

Let us refer you to satisfied users.

Price f. o. b. Salem, U. S. A.

Securely packed for export

\$400.00

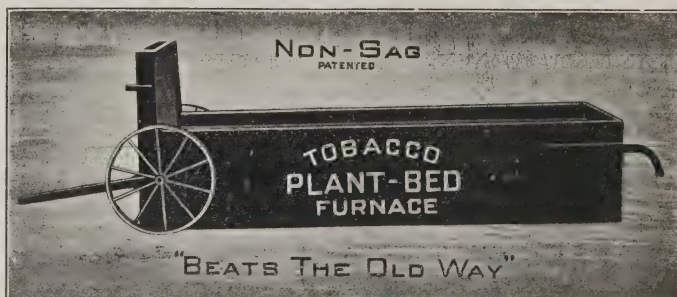
Comas Cigarette Machine Co., Inc.

Salem, Virginia, U. S. A.

THE WYATT NON-SAG TOBACCO PLANT-BED FURNACE

The preparation of the Tobacco Plant Bed is of the greatest importance

Write for our
Special Folder



This Furnace has many special features of interest to every grower of tobacco

Write for
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Clarksville Foundry & Machine Works

Clarksville, Tenn.

Mullins, South Carolina, The Leading Tobacco Market of the State

Railroads Offer Good Shipping Facilities—Fertile Lands Noted for Production of Bright Tobaccos—Leaf Eagerly Sought by Manufacturers—Town Founded in 1853—Tobacco Growing Introduced in 1893 — Pioneers Deserve Much Credit

By J. LEE PLATT
Editor of MULLINS ENTERPRISE

MULLINS, the leading tobacco market of South Carolina, is located on the main line of the Atlantic Coast Line Railroad between Wilmington, N. C., and Savannah, Georgia, and on the Seaboard Air Line between town, S. C., and Raleigh, N. C., and is part of the celebrated fertile land that the Bright tobaccos so eagerly sought manufacturers and exporters of the Mullins has more money invested in warehouses, stemmeries and redrying than all the other markets in the State. It is here that tobacco is handled direct to foreign countries.

Earliest History of Mullins

The earliest history of the town obtains back to 1853, when the town received in honor of the late Col. Mullins, who practically all the land around this section, who had hundreds of slaves to till the soil, which in those days was planted in cotton, corn and potatoes and abundantly.

Those earlier days Mullins was little and, in fact, it was not until 1893 when tobacco culture was introduced, that Mullins attracted first colonies of people from North and Virginia. These colonists, who experts in the culture and handling of tobacco, and the adaptability of the soil and land to investigate with the result that in years Mullins and Marion county were almost a new population. The new town once set to work acquiring lands and properties, built good homes, factories, and as the tobacco market grew, more

The government census of 1890 gave Mullins 100 inhabitants. Ten years later the population increased to more than two thousand. Just at the introduction of tobacco culture, the leading farmers and land owners in log houses, or small frame structures. Years after tobacco was introduced many of the modern homes could be seen throughout the general districts.

Before the advent of tobacco the farmers were handicapped on account of debt, liens and every other curse that was at that time to retard their progress. Today as their homes are free of debt and they have respectable balances in the bank to their credit, tobacco did it.

Soil Has Great Productivity

The land adjacent to Mullins, and particularly the adjoining counties, is not only peculiarly adapted to tobacco growing, but will produce a crop in abundance that grows in the country. It is the home of good cotton and while cotton is acknowledged "King" over Mullins, Mullins has the honor of being the Carolina birth place of the "Queen" of tobacco. These two elements have great things for Mullins. They have taken the country out of debt; and today, the well cultivated fields, rich in productivity, are almost covered by the outside world.

Notable Institutions

Mullins has two good banks—one a State bank and the other a National; six tobacco companies; four steam plants for rehandling and exporting tobacco; one of the largest saw mills in the coastal section of the state; a weekly newspaper, with a circulation of over 3,000

These, and many other smaller enterprises make up the busy life of the town.

As for the climate, it is unsurpassed. Health and prosperity is evident on every hand.

Situated, as it is, only thirty-five miles from tidewater, there is a delightful and cooling atmosphere, even in the warmest weather, and the winters are mild throughout.

The Mullins Tobacco Market has representatives from all the leading tobacco concerns of

tobacco and cotton, the soil is noted for truck growing, especially strawberries and early garden produce; this, on account of the very mild climate and winters.

But with all the side lines, such as cotton and truck, whatever eminence Mullins has attained, came largely through tobacco. It is the staple crop and the one universal dependence for money. It is true that Mullins has always been a good cotton market, but since the introduction of tobacco, the latter has always been regarded as the principal dependence for money, and the opening of the tobacco market in mid-summer is always regarded as the opening of the new business season.

Mullins is fortunate in having a good tobacco market, coming, as it does, just before the opening of the cotton market, which gives a continuous business season from July until January. Tobacco furnishes the money with which to harvest the later crops.

To compare Mullins and community of today with the town of a quarter of a century ago, is very interesting, and the change is traceable to tobacco.

In the early days, with cotton selling at three to five cents a pound, it was all the people could do to keep belt and tongue together, much less pay off mortgages and make improvements.

Before the introduction of tobacco, it was nothing unusual to see farmers coming to town in carts, some drawn by oxen, where today they ride in fine automobiles and have excellent homes.

A Physician Was Pioneer

The first tobacco planted in South Carolina, was in the corporate limits of the town of Mullins as an experiment, by Dr. C. T. Ford, a practicing physician. It grew so well that others took to the culture, and in a few years it became general. At first tobacco was cured and made ready for market, and then shipped or hauled to Danville, Va., where it was sold on the warehouse floors. This proved expensive, and as the industry grew, warehouses were built. First, the Old Planters warehouse, later followed by the Farmers' warehouse. These two warehouses sold millions of pounds, and as the market expanded, five others were added, three of them being of brick. The last two to be built were the Independent and the Liberty Warehouses, which are said to be the largest in the State; and last year, with all these running, five for the sale of tobacco at auction, and one as a receiving station for the Co-op., they could not take care of the business, and it is likely that one or two new houses will be built this season. That is rumor, at least. The market sold approximately 20,000,000 last year, and the indications are that more than thirty millions will be sold this year.

The 1925 crop of tobacco marketed in Mullins caused to be turned loose around \$4,000,000 exclusive of that to go through the pool. Not a bad item.

In addition to labor required in other pursuits, the tobacco industry in Mullins gives employment to thousands of hands, and many of these have to be imported from other sections. This labor employment lasts about six months in the year. The stemming is done, largely, by negro women and children. The negro men are employed in other departments of the industry, where heavy work is required, and they all receive good pay. In addition to the laboring class, Mullins is the permanent home of many of the buyers and all the warehousemen



Top, J. P. Sayle, Manager, Imperial Tobacco plant and children. Bottom, A. H. Buchan, of Dixon-Buchan Tobacco Co., and children, Mullins.

the country: The American Tobacco Company; Imperial Tobacco Company; Liggett & Myers Tobacco Company; Dibrell Brothers, Export Leaf Tobacco Company; R. J. Reynolds Tobacco Company; J. P. Taylor Company; E. B. Ficklin Tobacco Company; Dixon-Buchan Tobacco Company; and W. A. Gray & Company, resident buyers and exporters, besides many independent buyers and exporters.

Other Products, Too

The territory adjacent to Mullins sold last year ten to twelve thousand bales of cotton, and under excellent conditions. In addition to to-

are residents of the town, devoting their every energy to the business, exclusively.

Warehousemen

The following is the personnel of the different warehouses: Planters Warehouse—W. P. Clark and C. M. Jones; Brick Warehouse—Jas. R. Williams and A. M. Lewis; Star Ware-

Co-ops, may possibly be operated this season as a regular auction warehouse, same as the others. Just who will manage it, has not been stated, publicly. The owners, J. S. Neal and C. O. Dixon, conducted the business prior to the advent of the Co-operatives.

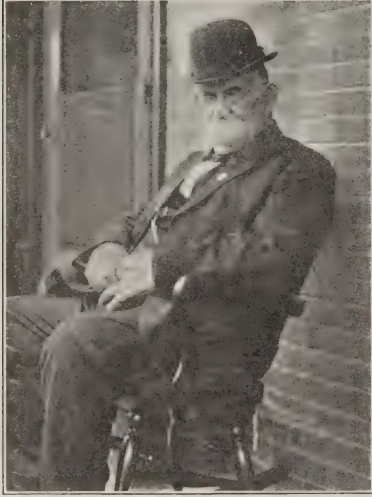
This narrative would be incomplete without having something to say about that honest, sturdy old pioneer that did so much for Mullins and the tobacco industry in general; who spent his money freely in order to build the Mullins tobacco market and give it a place on the tobacco map. We refer to the late W. H. Daniel, father of our William Henry Daniel, proprietor of Liberty Warehouse.

When tobacco was first introduced in this section, the senior Mr. Daniel was a merchant and farmer of this town, though a native of North Carolina. He knew what tobacco had done for the old belt, and being a man of broad vision, and having the interest of his fellow-farmers at heart, he encouraged the productions here by contributing largely to the experiment, both of his time and money; encouraging the new industry and planting liberally himself. In addition to building the first warehouse, and taking stock in other warehouses, he built the first prizery and steam plant and later took stock in a second plant. He was a successful merchant and planter, and wanted to see those around him succeed in farming.

First Tobacco Warehouse in Mullins

When Mr. Daniel decided to build a tobacco warehouse, he sent his bookkeeper and general manager, Geo. R. Reaves, over to Florence to have the plans drawn, and when they were received, they were turned over to R. J. Rogers, the village carpenter, who was well and favorably known in those days. Mr. Rogers and D. Kemp McDuffie made out the bill for the lumber, and the house was pushed to a rapid completion. A portion of the old house is still in use.

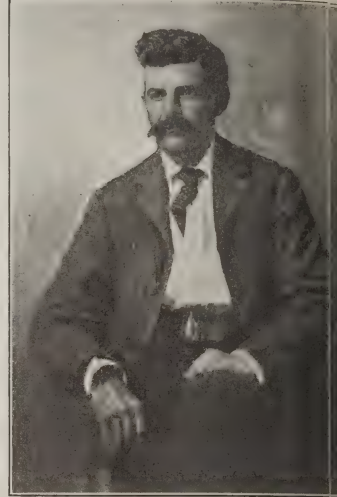
George Reaves and Kemp McDuffie deserve much credit for the part they played in the establishment of the early market and the careful care exercised over those who were interested in the culture of the weed. They worked in the warehouse, and later Mr. McDuffie established another house, the Farmers' Warehouse, and conducted it for a number of years.



W. H. DANIEL
Founder of Mullins Tobacco Market

house—Anderson Brothers, B. B. and Earnest; Independent Warehouse—A. B. Edwards and C. R. Heggie; Liberty Warehouse—W. H. Daniel and O'Dell Lewis.

It is rumored that Farmers' Warehouse, for four years used as a receiving station for the



E. O. ("BILLY") BANSFORD
First Warehouseman of Mullins

more or less success. Kemp McDuffie is a fine fellow, big, warm hearted and a real maker. Everybody was his friend and he utilized his friendship for all they could after many years hard work in the warehouse and as a farmer, he finally gave up ar-

All Grades of Leaf and Strip Put
Up by Latest Improved Process

Cable Address, "Wag"
Arnold's Code No.

W. A. GRAY

Leaf Tobacco Dealer

HOME AND EXPORT TRADE

MULLINS, S. C.

Dealer in Bright Tobacco of South Carolina and North Carolina and All Grades of Virginia and Kentucky

ns and entered other pursuits, where, we he learned to say "no" when asked for or for his endorsement to a note. Kemp ffie did not get all that belonged to him he decided to leave Mullins. His life one of personal effort and sacrifice, for tterment of agricultural interests of this n, and especially in the up-building of the is tobacco market.

Success Due to Mr. Daniel

most new enterprises, the experimental had to be gone through with, and the tobacco market in Mullins was not the

exception. It met with reverses and frequently vast sums of money had to be put up to keep it going and work to the goal of success. For years the original warehouse, of which Mr. Daniel was owner, operated at a loss, but he stuck to it and spent huge sums of money out of his own pocket in order to put the enterprise safely over, having faith in the future. Fortunately he lived to see his ideal realized, and no man took a keener interest in tobacco growing than he and the tobacco market of Mullins today is largely the result of his foresight.

Manager Got His "Price"

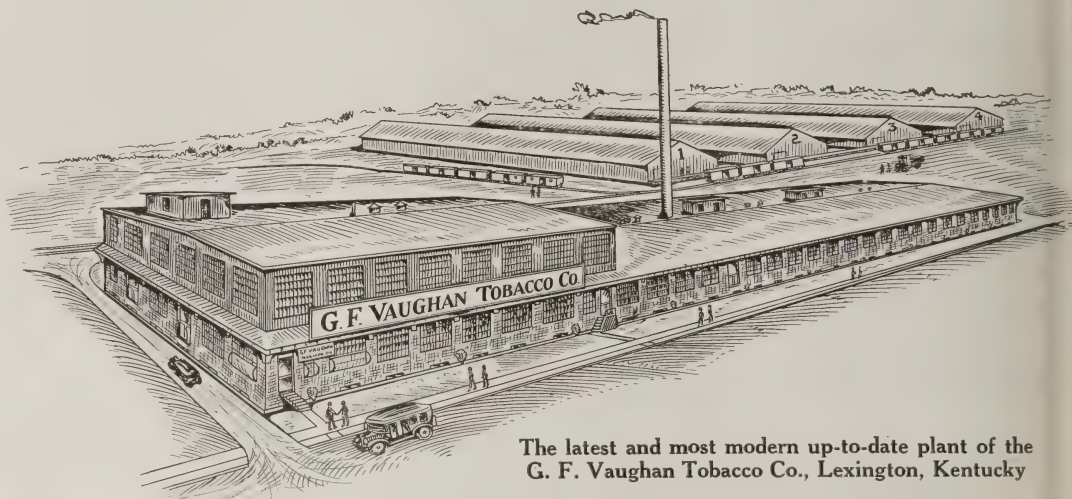
Just after the completion of the first tobacco warehouse in Mullins in May, 1893, Mr. Daniel cast around to find a suitable manager. Thomas Walker, a tobacconist of prominence, was in Mullins and Mr. Daniel asked him to recommend a man. Mr. Walker, after a few moments hesitancy, stated that he knew a man that would suit the place exactly, and that he was available, as he had recently lost his business in North Carolina by fire. He gave the name of Capt. John Hutchings. Mr. Daniel wrote him, offering the job, and asked that he



for the sales floor, Plant's Warehouse. 2—Gathering day field scene near Mullins. 3—Tying tobacco for barn on filling day. 4—Everybody works; filling barn. 5—W. A. Gray. 6—Imperial Tobacco Company plant, Mullins branch, J. P. Sales, manager.

G. F. Vaughan Tobacco Co.

LEXINGTON, KENTUCKY, U. S. A.



The latest and most modern up-to-date plant of the
G. F. Vaughan Tobacco Co., Lexington, Kentucky

OUR SPECIALTY: BURLEY TOBACCO

We buy from First Hands, Redry, Stem or Pack Green

Buyers on all Auction Markets and from Co-operative Associations

All Prices based on first cost plus packing charges

Large Volume at small margin is our policy

Write us about your requirements

Branch Plant
Danville, Ky.

G. F. VAUGHAN TOBACCO CO.
Lexington, Ky.

the price. Capt. Hutchings wired as follows: "Will accept position. Salary expected \$1 a month; all the good cigars I can smoke and all other expenses," to which Mr. Daniel agreed, telling Capt. Hutchings to go to the leading tobacco markets and get the tobacco men to promise to send buyers, and to draw him for all the money he needed.

Capt. Hutchings entered on the new job and the opening of the season in September, he had buyers in Mullins from many of the leading tobacco manufacturers of North Carolina and Virginia. Among the first tobacco men to arrive here were E. O. ("Billy") Bransford, O. H. Yarbboro, A. B. Edwards, O. F. Thornhill, J. C. Teasley, E. A. Beeson, John B. Boatright, S. H. Schoolfield, Dick Hester, Buck Pitt, W. A. Gray, and others.

"Billy" Bransford was soon made warehouse manager and continued the head of the Old Reliable Planters Warehouse for many years. He was frequently said that "Buck" Daniel's money, backed by the indomitable energies of Billy Bransford and Capt. Hutchings laid the foundation on which the Mullins tobacco market was built. For many years Planters Warehouse continued the leading auction house in the Pee Dee section, under "Billy" Bransford's management. He made fortunes and kept it free as water. Everybody was his friend and many took advantage of his big warm heart. He could not say "no," and when all was made on him for money or accommodations, of any nature, he seldom turned it down, if it were in his power to grant.

The man who did so much for the tobacco buyers and Mullins generally passed peacefully to the Great Beyond, leaving the sorrows and disappointments of an unappreciative world behind. The people, that is, the agriculturalists, of the tobacco belt of South Carolina, turned to the memory of E. O. "Billy" Bransford, to erect a monument to his memory. When the market in Mullins proved a success, the fame of the venture spread to adjoining counties of eastern South Carolina, and tobacco buyers became not only general but the leading money crop and brought prosperity to the eastern section of the State.

The beautiful little city of Mullins, with a population of 3,500 happy, carefree people, of whom there are no better on earth—owes its growth and prosperity to those early pioneers in the bright belts of North Carolina and Virginia who came here and introduced tobacco culture. When they came, the country was impoverished from the one money crop, cotton. The best land could be bought at from \$5 to \$1 an acre, and often for less. Some big farms were too poor to even pay taxes on their taxes and lost it. Conditions are different today and tobacco brought about the change.

Of the early buyers on the local market, W. A. Gray is the sole survivor. He owns and operates one of the large redrying plants and buys a large per cent on the daily sales. Mr. Gray owns a beautiful home here and a winter for Mullins 365 days in the year.

Speaking of the early days of the Mullins tobacco market, Mr. Gray stated to the writer that the year 1903 produced the best crop of tobacco up to that year, in the State. It was the cheapest crop, the average being around 6 cents, and 8,000,000 pounds was sold on the Mullins market. Mr. Gray stated that he bought over a million pounds at one and a half cents a pound. (The same grade would have brought 12c in 1925.)

The Mullins market has grown steadily from 20,000 pounds in 1903 to a 20,000,000 market in 1925. This in addition to the pool. The crop averaged 18 cents on the auction market. (Figures for that portion sold through the co-operatives are not available.)

Permanent Public Improvements

In 1925 Mullins voted a quarter of a million dollar bond issue for permanent improvements,

and now has four miles of street paving and seven miles of side walk, a "white way," and an abundant supply of pure, clear water and a healthy community.

Truly an "Enterprise"

In July, 1897, those interested in the tobacco market found that they needed a medium through which to advertise, and subscribed money for the purchase of a printing plant. It was a crude affair, but the territory was small and demanded light, and the old Washington hand press, with unlimited time and plenty of "elbow grease," sufficed for the run of 300 copies of a newspaper, christened, the Enterprise. It was a great paper in those days, and a novelty to this section. The people were loyal, and as the market expanded, the "patent outside" was discontinued. This was done in 1899, when the writer, a practical printer and newspaper man from Columbia, came over and assumed ownership. Of the success achieved, we will not boast, but will say that the Enterprise is equipped with motor driven presses and the latest model Mergenthaler linotype machines, and other improvements, and that the paper enjoys the confidence and respect of the town and community that it serves. During the twenty-seven years that we have edited and published the Enterprise, we have never missed an issue or failed to meet the pay roll. The circulation has increased from 300 in 1898, to upwards of 3,000 paid in advance subscribers in 1926. During all this time, we have enjoyed three square meals each day and can look every man square in the face. The Enterprise has been a "Booster for Mullins in season and out." Our motto, carried at the mast head, is "Pull for Mullins or Pull Out. There is No Room Here for Town Knockers."

Dixon-Buchan Tobacco Co.

In the South Carolina belt the largest tobacco market is at Mullins, and the Dixon-Buchan Tobacco Company is located right there. Bright cigarette tobacco is the foremost specialty of the Company, and it is a very large dealer and exporter of all Virginia and Carolina tobaccos.

A. H. Buchan is president of the Dixon-Buchan Tobacco Company, and he invariably gives his personal attention to all business either at home or abroad. Specimens of leaf are always supplied promptly and efficiently. The Company's cable address is "Dibuco," and the codes used are Leiber's five letter, and ABC, fifth edition.

The Winston Leaf Tobacco & Storage Company, Inc.

With a total storage capacity of six thousand hogsheads, the plant and stemmery of the Winston Leaf Tobacco & Storage Company, Inc., of Winston-Salem, North Carolina, is one of the leading tobacco houses of Dixieland.

It is thoroughly equipped to handle tobacco

in the most modern manner, and the corporation's staff invariably makes every effort to please its numerous customers. Old Belt tobaccos, with the famous eastern Carolina color, are the specialty of the concern, and all types of bright goods and burley is sold for cigarettes. Leaf, strips, scraps and stems are also handled in ever increasing quantities.

Business is solicited by the Winston Leaf Tobacco & Storage Company, Inc., on both order and contract. Samples are always available, and will be instantly submitted upon request. Cable address of the company is "Winleaf," Winston-Salem, N. C., and the codes are ABC, fourth and fifth editions, Western Union.

Randolph Meade & Company, Inc.

While the prosperity of the Piedmont and eastern sections of Virginia and the Carolinas is not entirely dependent upon tobacco, yet it plays the most important part, as it is the principal crop of the farmers, and furnishes employment for the industrial workers of the cities.

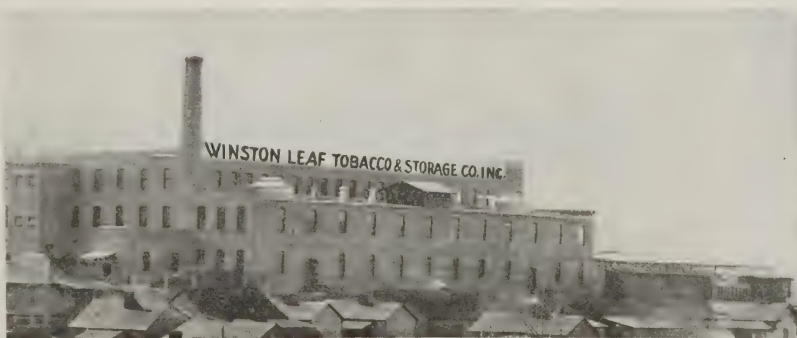
Therefore it is interesting to look backward to the time when the culture of tobacco was confined to a small section of this territory, follow the growth and expansion of the industry, and consider the factors that are responsible for the position that tobacco holds today in the world's trade.

Viewing the industry from this angle, our attention is attracted to the individual manufacturer and exporter who has, from year to year, consistently sought a market and supplied the demand for the products of the tobacco section. In this connection may be mentioned an enterprise conducted under the style of Randolph Meade & Company, Inc., with headquarters at Danville, Virginia., and operating through the entire bright tobacco belt.

Consistent quality of product and quality of service, have been the elements which have contributed to the past successes and prosperity of the Company, and it is merely giving credit where credit is due to say that Randolph Meade & Company, Inc., is one of the leading and best known concerns among the dealers and exporters of the bright section, whose deservedly high standing in the trade is the result of a successful past, and upon which foundation they plan a larger and wider future.

In making this brief reference, in line with our trade comments upon affairs of general business interest, we have done so with the especial view and purpose of congratulating the Company's management upon the attainment of its twenty-eighth anniversary of the founding of the business. Its active and successful career dates back to the year 1898, and it is gratifying to note that its business was never stronger and more flourishing than at the present time.

The individual members of the firm are men of wide training and experience, and they are to be complimented upon the substantial measure of success which has rewarded their intelligent and well applied efforts.



Plant of the Winston Leaf Tobacco Storage Co., Inc., Winston-Salem, N. C.

The Best Burley Tobacco In The World

Is in the hands of the Burley Tobacco Growers' Co-operative Association. We can furnish for immediate delivery, in practically any quantity and of almost any desired grade, tobacco of the 1923, 1924 and 1925 crops, re-dried in our own machines and stored in our own houses.

Every grade is guaranteed up to standard and we shall be glad to submit samples on application. All tobacco sold subject to inspection in our houses.

Our re-dried tobaccos are guaranteed to be in sweet deeping condition and if our customers are not able to provide storage in their own plants we shall be glad to store for them, at a very low rate, shipping the tobacco as it may be needed.

BURLEY TOBACCO GROWERS

JAMES C. STONE, President and General Manager,
620 South Broadway, Lexington, Kentucky, U. S. A.

Burley Tobacco For Export Trade

The Burley Tobacco Growers' Co-operative Association is prepared to fill without delay orders for export. For the convenience of the European trade, Mr. Thomas L. Hughes, formerly chief of the Tobacco Section, United States Department of Commerce, now located at 115 Rue Royale, Brussels, Belgium, is our representative and will give prompt attention to any orders that may be entrusted to him.

During our receiving season we sell tobacco in winter order to those who desire to re-dry it themselves and we have our own re-drying plants in which we can re-dry the requirements of any of our customers at reasonable rates.

To those manufacturers who may wish to anticipate their requirements we are willing to sell upon terms that will enable them to pay for the tobaccos when shipped, plus cost of carriage from date of sale until shipment.

CO-OPERATIVE ASSOCIATION

THOMAS L. HUGHES, European Representative
115 Rue Royale, Brussels, Belgium

We bought

“out of hand”

out of last week's Am-
sterdam offerings, a fine
first parcel containing

817 bales

of

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E. Rosenwald & Bro.

Interesting Steps in Building Up the Tobacco Industry in Georgia

New Comer Does Not Have to Crowd Out Other Enterprises to Prosper—Must Make Room for Self—Bright Tobacco Proven Rightful Place in Georgia's Agricultural Domain—Experiments Aid Progress — Growers Have Good Chance

By E. C. WESTBROOK

Tobacco Specialist, Division of Agronomy, State College of Agriculture, University of Georgia

INTERESTING always, it is, to see the birth of a new industry and to watch it grow and develop and to see it finally take its place among the established enterprises. When a new industry is introduced into a section, it must be able to compete successfully with many old and well established enterprises if it is to succeed. It must prove its right to existence in that section; the skeptical must be made to see, the jealous to concede its worthiness. A new industry does not have to crowd out other enterprises to be able to prosper, but if the industry is to reach great proportions it must be capable of winning some of the other enterprises sufficiently to make room for itself.

Bright tobacco has proven that it has a place in Georgia's agriculture, it has proven its worthiness as a profitable enterprise, and has demonstrated its ability to compete successfully with the older producing sections. It has become an established industry.

The production of bright tobacco in Georgia in 1917 was less than half a million pounds, in 1918 it was a little more than three million pounds. The accompanying table shows in a graphic way how the production has seen-sawed back and forth during the last seven years. The production jumped from little more than three million in 1918 to over ten million pounds in 1919. It fell from little less than ten million in 1920 to five million in 1921 and to three and a half million in 1922. Since 1922, production has increased by leaps and bounds and reached almost 50,000,000 pounds last year.

It is a legitimate question to ask whether this growth is too rapid for healthy development? In 1924, ten tobacco markets were operated; in 1925, tobacco was sold on 23 Georgia markets. Production in the old section was not only increased, but a great deal

of new territory was invaded by the golden weed. A large part of this new territory was in the southwestern section of the state. Seven of the thirteen new markets were in this territory. It can be seen from the map of the state that tobacco has spread over a wide stretch of territory in the southern part of Georgia. By comparing the markets in the production table, some idea can be gained of the extent of the development around the various markets.

Just how successful these new areas will be is difficult to foretell. Some will succeed, others will not. It can be seen from the production table that some of the strongest markets in 1919 declined rapidly and went out of business in a few years. Abbeville is a good example. In 1919, 2,314,000 pounds were sold on that market. The two years following the sales dropped off at the rate of about a million pounds each year, and for the last three years that market has been closed. Some markets that were fairly strong in 1919 declined rapidly after that year and finally were forced to close, but have come back for the last two years. Fitzgerald is a good illustration of this, and we believe Fitzgerald is back to stay. There are other markets that soon went out of business and no doubt some of them are out to stay.

Cotton is tobacco's strongest competitor in Georgia. Tobacco has had its greatest and most successful development in sections that are least suited to cotton growing and it is likely that these areas have the greatest possibilities for future development. Before the advent of the boll weevil, large areas in south central and southeastern Georgia were devoted to the production of Sea Island cotton. Sea Island cotton grew over a long period, was late in maturing and, therefore, was unsuited to production under boll weevil conditions. Its production since the advent of the boll weevil became so unprofitable that it has been abandoned.

The Sea Island cotton soils for the most part are low, flat, sandy areas that are not well adapted to the production of short staple cotton under boll weevil conditions. However, these Sea Island cotton soils have produced a very fine quality of bright tobacco. The growth is uniform and the leaf has a fine silky texture. It is likely that the tobacco

Market	1919	1920	1921	1922	1923	1924	1925
Adkinshear	825,000	915,826	1,259,369	1,277,630	3,309,467	7,429,284	6,036,578
Augusta	2,400,000	2,040,000	1,140,021	741,751	1,120,954	5,006,462	7,825,934
Abbeville	2,314,202	1,432,306	570,052	73,816	No Sales	No Sales	No Sales
Asheville	1,276,092	1,210,070	760,075	510,055	1,691,458	5,107,630	6,371,845
Atlanta	539,735	1,157,360	784,116	449,662	701,403	2,791,862	4,611,243
Fitzgerald	900,000	586,951	182,904	44,450	No Sales	650,655	1,017,434
Waycross	1,051,729	407,581	No Sales	No Sales	No Sales	No Sales	No Sales
Waycross	800,920	576,578	441,780	No Sales	488,794	1,494,975	2,524,008
Waycross	No Sales	No Sales	No Sales	153,180	350,968	1,032,834	1,392,526
Waycross					1,270,334	3,224,112	2,253,836
Waycross					70,179	No Sales	No Sales
Waycross						2,132,064	4,231,544
Waycross						1,074,620	1,193,808
Waycross							25,052
Waycross							1,114,428
Waycross							1,054,081
Waycross							1,359,814
Waycross							907,752
Waycross							377,812
Waycross							364,640
Waycross							645,769
Waycross							1,101,596
Waycross							1,650,795
Waycross							1,021,039
Waycross							1,041,082
Waycross							1,220,552
Total	10,327,000	9,677,000	5,139,000	3,255,000	9,100,000	30,024,502	49,443,178
Price Averages	\$14.73	\$23.19	\$10.00	\$24.00	\$25.70	\$21.82	\$14.39



Left, an excellent field of tobacco in Coffee County, Ga. Right, farmers inspecting tobacco experiments at the Coastal Plains Experimental Station, Tifton, Ga.

CABLE

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INCORPORATED

AFRICAN BRANCH

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 Manufacturers of all Grades of
 African and Black Fat Leaf Tobacco



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(Formerly called Ross-Vaughan Tobacco Company)
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Buyers, Rehandlers and Redryers of
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Buyers on all Hogshead and Loose
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Owensboro, Ky. Sebree, Ky. Erin, Tenn

stry in Georgia will be restricted largely these areas. It is doubtful if the industry be able to push itself much further north in southwest and south central Georgia, to the fact that these areas are well suited to the production of cotton. The industry easily extend farther north in southeast Georgia.

is estimated that the tobacco acreage Georgia this year will be from 20 to 25 percent less than it was in 1925. This is due to the unfavorable season for tobacco last year and partly due to the successful cotton crop in that section the same. The season was very favorable for cotton but was very unfavorable for tobacco. Doubt this switching from tobacco to cotton and cotton to tobacco will continue to a great extent for sometime to come. The tobacco plants are in good shape this year, but the plants are small, due to cold, wet weather. That many plants will be ready to set in the field by the latter part of March or the first of April. This is an encouraging sign, for our early tobacco is usually our best. The farmers are picking their tobacco land carefully this year and are preparing it well. An effort is being made to increase quality rather than quantity.

One of the big factors in the building of a tobacco industry in Georgia has been the experimental work that has been conducted to determine the best methods of fertilization, cultivation, the best varieties, and the suitable crop for tobacco to follow. This work has been done at the Coastal Plains



A good example of tobacco expansion in Ben Hill County, Georgia. Three new barns were added in 1925, where only two existed in 1924.

Experiment Station at Tifton, Ga., in cooperation with the United States Office of Tobacco Investigations and the Georgia State College of Agriculture. J. C. Hart was in direct charge of the work until last October,

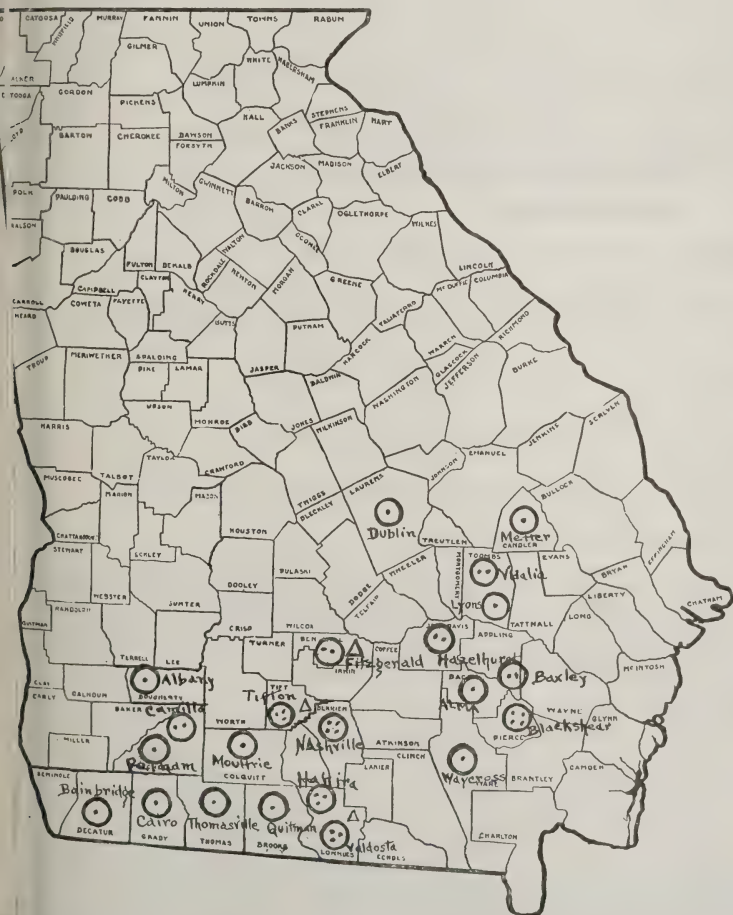
when he signed up with the Export Tobacco Company, to go to South America to assist that company with tobacco production in Brazil. J. M. Carr, from Virginia, has been engaged to take Mr. Hart's place. He is an experienced tobacco man and comes highly recommended. R. C. Thomas has been experimenting at the station about a year on tobacco diseases, and is making some encouraging progress in this field.

A large amount of the effectiveness of the information obtained from the tobacco experiments is due S. H. Starr, Director of the Tifton Station. It has been largely through Mr. Starr's efforts that our Annual Tobacco Conference is held at Tifton in January of each year, to give the growers the latest and most complete information on tobacco growing. Another conference is held in June to observe and study the tobacco experiments at about the time the crop is mature. These conferences have been largely attended by tobacco farmers from all parts of the tobacco section. Delegations of farmers visit these experiments throughout the season to find out how they can increase their profits on tobacco. In January of this year a county agent and a delegation of farmers drove 250 miles to attend the Tobacco Conference. These farmers express themselves as being well paid for the trip. If the Georgia tobacco growers continue to show a willingness to learn and improve their practices, they can build a tobacco industry that will be capable of competing successfully with any section.

Glass-Staples Tobacco Co.

The Glass-Staples Tobacco Company is one of the leading organizations of Smithfield, N. C. This concern specializes in bright cigarette tobacco of the South Carolina and eastern North Carolina belts, and carries a stock of these tobaccos on hand at all times. They have an up to date steam redrying plant equipped with the latest Proctor machinery. W. G. Glass and G. S. Staples, the owners and operators of this concern, have a long and varied experience in the leaf tobacco business, with an organization of capable and efficient men, and with ample facilities for handling leaf tobacco, assure their customers the best possible service.

Enquiries for samples and quotations are solicited, and will receive prompt attention.



The above map shows the location of the 1925 Georgia tobacco markets. The dots in the circles indicate the number of warehouses. The triangles indicate location of redrying plants.



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 Burley, Darks
 Virginia and Carolina
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Cable Address

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Outlines Features Of Tobacco Culture In Tift County, Georgia

One of the Newest Tobacco Growing Counties in Coastal Plain Section Has Made Rapid Gains in Production of Cash Crop—Tifton Market First Opened in 1919—Experiment Station Located in the County—Short Interesting Story

By HENRY H. TIFT

President of Tift County (Georgia) Board of Trade

ACCOMPLISHMENTS and the many distinguishing features and interesting phases of the tobacco industry in Tift County, Georgia, must, in a necessarily limited story, merely touch on the demonstrated performance and the many possibilities of the industry section. In 1919, the first year a market was established, the area of tobacco in the county was approximately 200 acres, with a total production of 160,000 pounds. In 1921, despite unfavorable weather conditions, there was a record in Tifton more than 425,000 pounds of tobacco, averaging approximately 24½ pounds per acre.

In 1923 the sales increased to 760,000 pounds, while in 1925, the sixth year of the industry in Tifton, three warehouses sold almost 1,000,000 pounds.

One may see from these brief figures the rapid growth of the industry which now stands second only to cotton in the county.

Tift County has tobacco taken its place in Tifton but it is now being grown in sixty-four counties throughout the coastal plain section of Georgia, and in 1925 there were not fewer than 60,000 growers on 67,000 acres. In spite of the apparent remarkable increase of acreage, it must be borne in mind that in the sixty-four counties mentioned above, there are more than 1,000,000 acres of land adapted to the growing of tobacco.

From these facts it may readily be perceived that the possibilities of the industry are practically unlimited.

One of the facts that tobacco is a new crop for this section, and the farmers have been faced with problems with which they were unfamiliar, Tift County is especially fortunate in having located within its borders, the Coastal Plain Experiment Station. This is the State institution working on the problems of the tobacco grower and it has constantly been called upon to furnish information concerning proper fertilization, the best varieties, the best methods of curing, and the results, and other problems affecting the production of good quality tobacco. The station has solved many problems through experimentation and is visited yearly by many thousands of farmers who are furnished valuable information by its efficient corps of experts.

The station has built and supports three tobacco

warehouses with combined floor space of 120,000 square feet, the largest in the State of Georgia, and the market in 1925 ranked third in the State despite the fact that Tift County took up the growing of tobacco several years later than many neighboring counties. The remarkable growth in this County is largely due to the added interest given by the establishment in Tifton of the immense stemmery and redrying plant of the Imperial Tobacco Company, the only plant in the State at this time. The British company demonstrated its confidence in the industry in south Georgia and in Tifton by expending over a half million dollars in a plant which last year exported three and three-quarter million pounds of tobacco. The com-

pany has three hundred dollars per acre when handled by ordinary farm methods. This has been of tremendous importance to the agricultural development of this county as well as the whole of south Georgia. The development of the industry came at the time when re-adjustments in farm management were necessary.

Tobacco has taken the place altogether of Sea Island cotton and, at the same time, has served to reduce the acreage in short staple cotton which was made necessary by boll weevil conditions and in this manner has furnished an additional cash crop, the success of which is reflected in better economic conditions.

Tift County's mild climate, productive soil types, splendid highways and educational advantages, offer to prospective tobacco growers many wonderful opportunities. Tifton, the County site, is recognized as the center of the



Young farmers learning how to grow tobacco, Coastal Plains Experiment Station, Tifton, Ga., 1925.

pany already has plans in the hands of contractors for an addition to its factory which will nearly double its present capacity.

The production of bright leaf or cigarette tobacco is essentially a family enterprise. The farm labor of the county is well adapted to handle this crop. For this reason it fits in well with the established system of diversified farming. While at the beginning there were problems to overcome the industry is now firmly established and the growers who are getting out a leaf of good quality are making money.

It is not uncommon to realize from two to

three hundred dollars per acre when handled by ordinary farm methods. This has been of tremendous importance to the agricultural development of this county as well as the whole of south Georgia. The development of the industry came at the time when re-adjustments in farm management were necessary.

The Tift County Board of Trade, which has the hearty co-operation of both industrial and farming interests of the entire County, will gladly furnish information to anyone interested in this short story of the industry which has brought about the slogan, "Tifton, Georgia's Tobacco Center."



Left, Elijah Metz, Willacoochee, Ga., 4 acres, 1280 pounds, \$327.65 per acre, 1925. Right, G. W. Sizemore, Glory, Ga., no record.

Cable Address: "Bohlen"

Code: Arnold's Cipher No. 1

"From the Packing-Plant to the
Manufacturer"

Bohlen & Company

DEALERS AND EXPORTERS

122 South Ninth St., LOUISVILLE, KY., U. S. A.



AMERICAN LEAF TOBACCOS, All Grades

Clarksville and Springfield Tobaccos a Specialty

GUARANTEED PACKING

Delivery to European Customers can be made directly from our Bremen Warehouse

DEPENDABLE
PACKING

ALL TOBACCOS
GUARANTEED
AS PER SAMPLE

A.F. MORELAND B.L. WITHERS E.B. HICKS
MORELAND, WITHERS & HICKS

Successors to J.S. PHELON Owensboro Ky.

**LEAF TOBACCO BROKERS, DEALERS
AND RE-HANDLERS**

On Order or Commission

Special Attention Green Rivers and Burleys

OWENSBORO. KY.

ORDERS GIVEN
CAREFUL PERSONAL
ATTENTION

CABLE ADDRESS
"MORELAND"
Branch
HENDERSON, A.

A. C. Monk & Company

With its own agents in various parts of the world, A. C. Monk & Company, Farmville, N. C., is in a prime position to execute all orders for bright Virginia, Kentucky burley, and Kentucky dark tobaccos, stems and scraps. Buyers of the firm are always present on the Virginia and Carolina markets, and the large redrying storage facilities of the company at Wilson, North Carolina and New Bern, N. C., guarantee ample facilities for the best service.

Tobaccos are purchased on order, shipping in green or redried, and to be stemmed, and the strips in any manner desired. Orders are handled in volume, and the house of A. C. Monk & Company is one of the best handlers

in the trade. Upon extremely short notice A. C. Monk & Company can fill any call made upon them for all the grades and types of Virginia tobaccos.

Attorney General Seymour's Opinion on Tobacco

In a historical sketch of the College of William and Mary the following version of its establishment is given:

"Queen Mary, to whom Mr. Blair first unfolded the object of his visit, was well pleased with the noble design, and zealously espoused it. William concurred with her, and they gave out of the quit-rents two thousand

pounds towards the building. Mr. Blair was directed to convey to Seymour, the Attorney General, the royal commands to issue the charter. Seymour remonstrated against this liberality, upon the ground that the nation was engaged in an expensive war; that the money was wanted for better purposes, and that he did not see the slightest occasion for a college in Virginia. The Rev. Mr. Blair represented to him that its intention was to educate and qualify young men to be ministers of the Gospel, and begged that Mr. Attorney would consider that the people of Virginia had souls to be saved as well as the people of England. "Souls!" exclaimed the imperious Seymour; "damn your souls, make tobacco."

Root-Rot Resistant Found After Exhaustive Experimentation

Wildfire, Rust and Other Tobacco Diseases Eradicated—Department of Agriculture Solves Age-Old Mystery—Twenty-Six Strains Tested For Infections—Growers Varieties Mixed—Seed Processes Described — Experiment Stations Success

By J. V. SHIPP

QUIETLY and insidiously, serious losses have resulted from wildfire, rust and other leaf ailments in the tobacco fields of the country. These diseases have caused the search for remedies, but a far more destructive force has been silently working havoc among the plants. Observation has shown that many plants do not make practically no growth at all through the greater portion of the summer, yet when a rainy season came along they automatically and magically started to make full growth. Some plants, however, would grow very rapid-

ly, while others remained unduly small and stunted.

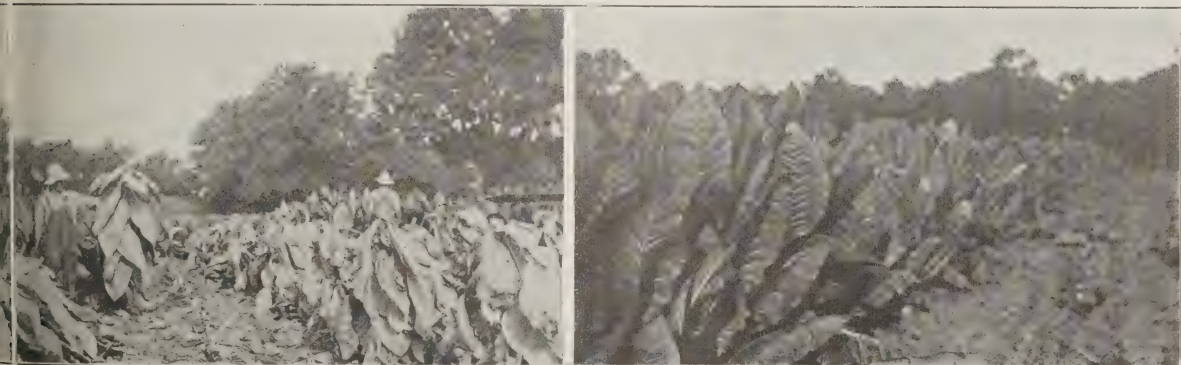
In some cases, where tobacco had been planted on land the preceding year, the season's crop would be practically a complete failure. These conditions were commonly attributed to shortage of moisture, low soil fertility, or to tobacco being "hard" on the land, and they have been accepted as a matter of course.

Department Results

It remained for the U. S. Department of Agriculture to solve the mystery. They went

to the source of all plant life—the roots—and here they discovered an interesting and vital fact. The root system of the thrifty plants were large, widespread and of a natural, healthy color. Those of the dwarfed plants were short, stubby and black. The trouble had been found. It was diagnosed as black root-rot.

Investigation revealed that black root-rot is a fungus which is introduced into the soil by the planting of tobacco already infected with the disease. It exists in almost every piece of land where tobacco has been grown. In many instances it has been observed in new land, also in land unplowed for many years. The source



These pictures show the Cutting of tobacco crop of Shipp's Root-Rot Resistant Stand-up White Burley Tobacco at Midway, Ky. This crop averaged 32 pounds per acre and received an advance of \$21.50 per hundred or a total advance of \$219.00 per acre on the 24 acres. Tobacco was delivered to the Burley Co-operative Association, Lexington, Ky.





*Plant at
Owensboro, Ky.*



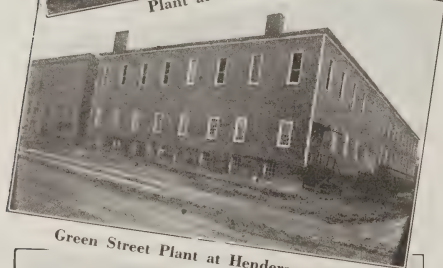
Plant at Paducah, Ky.



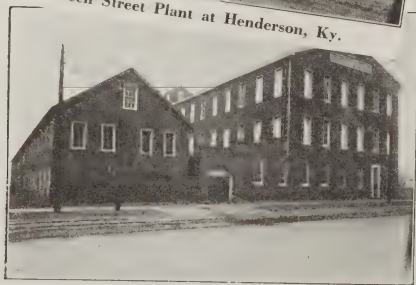
Plant at Slaughtersville, Ky.



Plant at Madisonville, Ky.



Green Street Plant at Henderson, Ky.



*Largest Dryer in the World
in this Plant
208 Feet Long*

Buyers on all western **MARKETS**

— *PACKERS* —

LEAF, STRIPS, SCRAPS, & STEMS
Natural or Artificial Seasons

HODGE **TOBACCO CO.**

OF KENTUCKY, INC.

Head Office : Henderson, Ky. U.S.A

Branches in Kentucky

Henderson, Ky. Madisonville, Ky. Louisville, Ky.
Paducah, Ky. Slaughtersville, Ky. Greenville, Ky.
Owensboro, Ky. Hopkinsville, Ky. Lexington, Ky.
Bowling Green, Ky.

Branch in Tennessee
Clarksville, Tenn.

fection in many of these cases was traced to blight from an old tobacco field. A quick, inexpensive way was (or has been) proved to rid infected soil of the disease. Very little, therefore, was to develop in of tobacco resistant or immune to the disease of black root-rot.

James Johnson (University of Wisconsin) made some disease resistant selections in Maryland fields of Canada, and, in 1916, sent them to Kentucky for experimental purposes. Although their resistant features were admirably, the plants were not adapted to the soil of this section and did not cure well. They were therefore dropped from the tests.

Native Varieties Sought

H. Milton (formerly of the University of Kentucky), then sought native varieties to which he discovered some excellent standbys which were resistant to the disease which also cured up as well as any variety. In 1920, under the direction of Dr. W. D. H. H. the Kentucky Agricultural Experiment Station began a series of selective tests to develop a strain resistant to black root-rot. According to their circular Number twenty-eight (page 9): "The method used *** consisted in finding a severely diseased field in which a few plants are developing normally (surrounded by severely diseased plants). The seed heads of such plants are selected in order to prevent crossing. The seed of the original mother plant is sown separately the following year, and the plants set in individual rows on land known to be susceptible varieties are set along side so comparisons can be made between the seed, and the check rows, to determine resistance, and between the various selections to determine those of highest quality. The most resistant selections of the high quality are retained for further testing and selection. During the first season's work the diseased plot the most desirable plants are selected from the best strains and bagged for seed."

Twenty-Six Strains

In the first twenty-six resistant strains were tested in the first two seasons by planting them in the field infected with black root-rot organisms. These were picked from two of the best varieties—sixteen from one and ten from the other. Fifteen out of the sixteen selections of the first variety proved resistant, and ten of the other variety also proved resistant.

The results obtained from the first test were being from several viewpoints. Again from circular twenty-eight (page 11) it showed "quite clearly that our varieties of white burley tobacco are not in the true sense of the word, but are a mixture of strains. *** At stripping a considerable difference in color and quality is apparent between the strains. The leaf types produced the roughest, poorest quality leaf. Because of undesirable field characteristics and quality as shown at stripping the best of the original sixteen strains have been discarded."

In the last five years, the Experiment Station has been making these exhaustive tests in an endeavor to perfect a strain that is truly the best of the choice." By their process of elimination, they are weeding out all of the undesirable qualities heretofore existing in the time favorites, and at the same time developing those characteristics invaluable to the grower—resistance to black root-rot and uniformity of type.

Growers Uncertain

The Experiment Station does not know, in the variety from which the original selections were made, because the growers were often uncertain. But selec-

tions have been made from the Kelly and Judy Type, Viomont-Kelly, Red Burley and Twist Bud.

All these varieties are very susceptible to root-rot, but an occasional plant may be found from which a root-rot resistant strain may be developed. New root-rot strains are constantly being sought and tested in comparison with the older strains. When something better is found, it is sent out. As a burley tobacco seedman it has been my policy to send out the best strains that the Experiment Station has found for quality, weight and color.

Our process insures only "the survival of the fittest". After being hulled, the seeds are threshed through a special machine made exclusively for the purpose. This latest improved type of machinery is so accurate that it makes five distinct separations in the single operation of threshing out the first class seed from the small, inferior, second-grade seed, cull seed, trash, etc.

All seeds are thrown away that do not register first-class. These first-class seed, free of all foreign material, were then taken to the Kentucky Experiment Station at Lexington Ky., and there subjected to tests for specific weight per bushel, and for germination. They tested 95% germination. By testing 35.4 pounds per bushel, they more than met the standard test as to specific weight for strictly first-class tobacco seed—thirty-five pounds per bushel.

Recleaned Seed

Since uncleaned seed generally test from twenty to twenty-five pounds per bushel, the advantages of recleaned seed are evident. Only pure high-tested seed, free from all foreign material, make up the ounce of recleaned seed. This uniformity makes such an ounce go further, and can be depended upon to make an even, rather than a scattered, stand of plants.

After meeting the tests of the Experiment Station, the seed were then carefully weighed, sealed in patented sift-proof seed bags, stored in a clean, dry place, and are ready for your plant bed.

Besides the usual work ordinarily required in raising the mother plants, we took *twelve additional measures* to secure pure, virile seed not taken by the average farmer who saves his own seed. These cultural practices, disease precautions and selective processes were made at no little expense and labor.

However, we realize fully that, after all, "the seed is the thing" when it comes to producing a good tobacco crop, and we take pride in marketing only quality seed regardless of the cost of production.

The Kentucky & Virginia Leaf Tobacco Co., Inc.

In the nine years since the Kentucky & Virginia Leaf Tobacco Company was organized and incorporated, it has achieved an international reputation. President J. M. Vaughan has immediate charge of the business at Owensboro, Kentucky, where the main plant is located.

His brother, J. W. Vaughan, vice-president, has active charge of the business at Louisville, Kentucky, where the company operates offices, buying, trading and selling tobacco by contract and on order.

For generations the family of the Vaughans has been in the tobacco business, and the present heads of the corporation have also been in the tobacco business all their lives. Broad experience and thorough knowledge, therefore, are guaranteed to the customers of the Kentucky & Virginia Leaf Tobacco Company.

At the Owensboro plant the equipment is probably one of the largest and finest of any in the country, and there is a total floor space of 188,000 square feet. One department for drying contains two improved stick and apron

steam drying machines. Each of these machines is 170 feet long, with a daily capacity of 200,000 pounds of leaf tobacco.

In addition to the operating plant the company has its own storage warehouse with space for 4,000 hogsheads, and a railroad switch at its door. Customers of the Kentucky & Virginia Tobacco Company, Inc., include many of the largest manufacturers in the United States, in England and the European countries.

Moreland, Withers & Hicks

When J. S. Phelon retired from the tobacco business, he was succeeded by the present firm of Moreland, Withers & Hicks. This is a most progressive house at Owensboro, Kentucky, and it is a leaf tobacco brokerage, dealer and re-handler.

Associated with the organization is A. F. Moreland, who had been with Mr. Phelon from the time he established the business in 1913. Both B. L. Withers and E. B. Hicks are also with the company, and they joined the Phelon house a year or so after its establishment.

All three gentlemen are therefore excellently versed in the business policies which made Mr. Phelon a success. All of them have been connected with the tobacco industry for many years, and they have obtained the confidence and respect of the Owensboro district, and the entire trade.

Several tobacco handling plants are operated by Moreland, Withers & Hicks, and they are buying and re-handling orders for the best known American and Canadian houses.

Many customers, who had always depended upon Mr. Phelon for his good service, are now continuing with his successors. New accounts are also being opened constantly, and the youthful firm has every assurance of ultimate success and prosperity.

W. R. Nagel & Company

With factories at Paducah, Murray, Mayfield and general offices at Paducah, Kentucky, W. R. Nagel & Company is a large handler of leaf tobacco. Dark fired tobaccos of western districts, Clarksville and Springfield, Tennessee, and air cured tobacco, burley and Maryland leaf is sold in quantity in the Company's European department.

Agencies are located at Antwerp, Rotterdam, Stockholm, Marseilles, Canary Islands, Bremen, Hamburg, Algiers, Tunis and Georgetown, British Guiana.

Tobacco of all qualities, natural and prepared, in hogsheads, tierces, cases and bales are prepared for the African department. Agents for this section are William Garson & Sons, 8A Rumford Place, Liverpool; Friedy, Grave & Company, Langenstrasse 70, Bremen; Erich Ed Bintz, Ferdinandstrasse 29, Hamburg; Charles Boilneau, 8 Cours Georges Clemenceau, Bordeaux; E. Van Driesche, 43 Rue Charles de Grona, Brussels; Theodor Federer, 83 Rue St. Jacques, Marseilles; Manuel Suarez, Dominquez, Las Palmas, and P. Davey, 88 Calle Alfonso XIII, Santa Cruz de Tenerife, Canary Islands.

Cable address is "Rudnagel," and the codes are Arnold's 5815, Lieber's and Bentley's.

Bohlen & Company

Without any unnecessary links in the chain of commercial activities of Bohlen & Company, 122 South Ninth street, Louisville, Kentucky, their famous slogan "from the packing plant to the manufacturer," is known now all over the world.

All grades of American leaf tobaccos are sold by Bohlen & Company, but Clarksville and Springfield tobaccos are their specialty. All packings are guaranteed. Delivery to European customers can be made directly from their Bremen warehouses. Cable address is "Bohlen," and the code is Arnold's cipher No. 5.

Cable address: "Jarvis" Henderson, Ky.

Code: Western Union



Strips and Leaf Tobacco

Air Drying and Special Artificial
Drying and Conditioning (Ageing & Sweetening) Process

HENDERSON, KENTUCKY

MAYFIELD, KENTUCKY

Cable: "Blanks"

A. R. BLANKS TOBACCO CO.

Madisonville, Kentucky, U. S. A.

Specializing in DARK FIRED TOBACCO

Also Air-Cured and One Sucker

Leaf and Strips handled on order or contract. Orders and contracts solicited.



The well equipped factory of A. R. Blanks Tobacco Co. and some of the employees—Mr. Blanks at extreme right.

Revenue Figures Indicate The Greatness Of Tobacco Industries

Internal Revenue Receipts From Tobacco Have Risen From \$3,097,620.46 in 1863 to \$345,247,210.96 in 1925—Dixie First to Produce Tobacco in Commercial Way—The United States Now Has Eleven Important Countries as Competitors

By Dr. ARTHUR SELWYN BROWN

REVENUE receipts from tobacco products since 1862, form an interesting feature of the tobacco industry and Dixie was the first commercial tobacco area in the world. In the early colonial times it was the tobacco district where commercial crops were grown and these were so valuable that tobacco, for long periods, was the only product of America to be used in international trade, and for the settlement of international trade balances.

Since the founding of the British colonies in the southland, tobacco crops have been among the leading sources of wealth. Even today when the tobacco products of the south are more valuable than ever before when measured in dollars and cents, there are no adequate statistics recorded, and the reliable indexes regarding the real economic details of Dixie tobacco localities' variations are the same conditions apply in all the tobacco states, and when estimates of progress of this great industry are made we are compelled to arrive at them only by revenue statistics supplied by the Government.

The neglect of accurate and timely statistics has long surprised the trade in other countries. There are no foreign competitors in the tobacco industry, including India, Cuba, the Dutch Indies, Northern Caucasia, Brazil and

Germany. These countries have a greater appreciation of the value of timely statistics than we have, as their Governmental year books clearly show.

Taking the tobacco revenue receipts as our guide to the development and prosperity of the American tobacco industries, we find that from a total income of \$3,097,630 received by the government in 1862, there was a revenue of \$345,247,210.96 obtained in 1925. Here we find that the tobacco revenues of our government have over one hundred fold in a little more than sixty years. The tabulated returns show there was a perceptible increase in all forms of tobacco almost each year.

The increases since 1916 are extraordinary. The revenue in 1916 was almost double that of 1908 or 1909. The revenue in the fiscal year 1925, reached the phenomenal total of \$345,247,981.14. This is the largest return in the country's industry, and shows the wonderful prosperity of the country's tobacco business, which is also confirmed by the various tobacco companies' annual reports of receipts and dividends. No other country in the world approaches such phenomenal tobacco revenue returns. These statistics show that our tobacco trades have little to complain about in the extent and value of their business operations.

The steadiest revenues are obtained from

tobacco in manufactured forms. In 1863, this revenue amounted to \$2,578,972. It was \$33,477,244 in 1900 and \$66,922,388 in 1925. Last year's returns were double those in 1900 and since 1922 these figures have shown that manufactured tobacco has taken another pronounced step forward in consumption. Detailed studies of these figures indicate that the consumption of snuff, chewing, plug and smoking tobacco has progressed steadily with the population which is now about 115,000,000, and with our general commercial prosperity.

Cigarette consumption has lately made remarkable strides. They are now enjoying a world-wide popularity. The American consumption of cigarettes is such that only a wealthy and prosperous nation could support. The revenue collected on cigarettes in 1925 was \$225,142,225 as compared with \$90,630,155 in 1919. Here we see the remarkable increase of two hundred and fifty per cent in the short period of six years. What other American industry can show an increase like this?

Cigar statistics do not show the same buoyancy as cigarettes. The cigarette companies have built up their great business by expert salesmanship, and world-wide advertising. Cigar makers have been content to follow less aggressive tactics and the results are plainly brought out by the comparative statistics.

The statistical table presented herewith gives much interesting matter for reflections:

Table Showing Revenue Derived from Tobacco and Tobacco Products Since 1862

Manufactured Tobacco			Cigars.		Small Cigars		All Tobacco Cigarettes.		Cigarettes.		Snuff.		Special Taxes.		Total Collections from Sources.	
Aggregate Collections.	Pounds Tax Paid	Aggregate Collections.	Number Tax Paid	Aggregate Collections.	Number Tax Paid	Aggregate Collections.	Number Tax Paid	Aggregate Collections.	Number Tax Paid	Aggregate Collections.	Pounds Tax Paid.	Aggregate Collections.	Pounds Tax Paid.	Aggregate Collections.		
\$2,578,972.42	23,680,056	\$476,589.29	199,288,284	7,086,684.74	63,372,426	1,255,424.79	492,780,000	8,017,020.63	36,339,023	\$12,951.94	15,988	\$12,951.94	19,153,566	281,351.92	1,002,802	1,179,004
7,086,684.74	63,372,426	1,255,424.79	492,780,000	8,017,020.63	36,339,023	\$12,951.94	15,988	12,951.94	19,153,566	281,351.92	1,002,802	1,179,004	1,171,739	\$3,097,620.46	23,680,056	\$476,589.29
15,245,477.81	45,335,882	\$3,661,984.39	*483,806,456	14,947,107.53	44,900,879	2,951,675.26	591,335,052	16,845,479.77	62,662,576	4,957,679.67	1,139,470,774	25,326,608.90	89,120,005	5,697,553.87	1,319,470,774	25,326,608.90
25,133,521.71	91,801,073	5,697,553.87	1,319,470,774	25,073,683.10	93,655,005	7,535,074.61	1,507,014,922	28,833,989.62	112,407,010	8,199,724.78	2,279,879,596	30,900,509.67	104,502,348	9,289,896.49	2,879,797,298	30,900,509.67
35,130,726.48	116,101,396	10,140,384.11	1,926,661,780	35,694,312.56	107,063,516	10,969,787.28	1,828,807,396	40,833,989.62	127,002,060	11,407,248.05	3,455,619,017	42,130,158.08	116,101,396	11,407,248.05	3,455,619,017	42,130,158.08
45,130,726.48	116,101,396	10,140,384.11	1,926,661,780	45,694,312.56	107,063,516	10,969,787.28	1,828,807,396	45,833,989.62	127,002,060	11,407,248.05	3,455,619,017	45,130,158.08	116,101,396	11,407,248.05	3,455,619,017	45,130,158.08
55,130,726.48	116,101,396	10,140,384.11	1,926,661,780	55,694,312.56	107,063,516	10,969,787.28	1,828,807,396	55,833,989.62	127,002,060	11,407,248.05	3,455,619,017	55,130,158.08	116,101,396	11,407,248.05	3,455,619,017	55,130,158.08
65,130,726.48	116,101,396	10,140,384.11	1,926,661,780	65,694,312.56	107,063,516	10,969,787.28	1,828,807,396	65,833,989.62	127,002,060	11,407,248.05	3,455,619,017	65,130,158.08	116,101,396	11,407,248.05	3,455,619,017	65,130,158.08
75,130,726.48	116,101,396	10,140,384.11	1,926,661,780	75,694,312.56	107,063,516	10,969,787.28	1,828,807,396	75,833,989.62	127,002,060	11,407,248.05	3,455,619,017	75,130,158.08	116,101,396	11,407,248.05	3,455,619,017	75,130,158.08
85,130,726.48	116,101,396	10,140,384.11	1,926,661,780	85,694,312.56	107,063,516	10,969,787.28	1,828,807,396	85,833,989.62	127,002,060	11,407,248.05	3,455,619,017	85,130,158.08	116,101,396	11,407,248.05	3,455,619,017	85,130,158.08
95,130,726.48	116,101,396	10,140,384.11	1,926,661,780	95,694,312.56	107,063,516	10,969,787.28	1,828,807,396	95,833,989.62	127,002,060	11,407,248.05	3,455,619,017	95,130,158.08	116,101,396	11,407,248.05	3,455,619,017	95,130,158.08
105,130,726.48	116,101,396	10,140,384.11	1,926,661,780	105,694,312.56	107,063,516	10,969,787.28	1,828,807,396	105,833,989.62	127,002,060	11,407,248.05	3,455,619,017	105,130,158.08	116,101,396	11,407,248.05	3,455,619,017	105,130,158.08
115,130,726.48	116,101,396	10,140,384.11	1,926,661,780	115,694,312.56	107,063,516	10,969,787.28	1,828,807,396	115,833,989.62	127,002,060	11,407,248.05	3,455,619,017	115,130,158.08	116,101,396	11,407,248.05	3,455,619,017	115,130,158.08
125,130,726.48	116,101,396	10,140,384.11	1,926,661,780	125,694,312.56	107,063,516	10,969,787.28	1,828,807,396	125,833,989.62	127,002,060	11,407,248.05	3,455,619,017	125,130,158.08	116,101,396	11,407,248.05	3,455,619,017	125,130,158.08
135,130,726.48	116,101,396	10,140,384.11	1,926,661,780	135,694,312.56	107,063,516	10,969,787.28	1,828,807,396	135,833,989.62	127,002,060	11,407,248.05	3,455,619,017	135,130,158.08	116,101,396	11,407,248.05	3,455,619,017	135,130,158.08
145,130,726.48	116,101,396	10,140,384.11	1,926,661,780	145,694,312.56	107,063,516	10,969,787.28	1,828,807,396	145,833,989.62	127,002,060	11,407,248.05	3,455,619,017	145,130,158.08	116,101,396	11,407,248.05	3,455,619,017	145,130,158.08
155,130,726.48	116,101,396	10,140,384.11	1,926,661,780	155,694,312.56	107,063,516	10,969,787.28	1,828,807,396	155,833,989.62	127,002,060	11,407,248.05	3,455,619,017	155,130,158.08	116,101,396	11,407,248.05	3,455,619,017	155,130,158.08
165,130,726.48	116,101,396	10,140,384.11	1,926,661,780	165,694,312.56	107,063,516	10,969,787.28	1,828,807,396	165,833,989.62	127,002,060	11,407,248.05	3,455,619,017	165,130,158.08	116,101,396	11,407,248.05	3,455,619,017	165,130,158.08
175,130,726.48	116,101,396	10,140,384.11	1,926,661,780	175,694,312.56	107,063,516	10,969,787.28	1,828,807,396	175,833,989.62	127,002,060	11,407,248.05	3,455,619,017	175,130,158.08	116,101,396	11,407,248.05	3,455,619,017	175,130,158.08
185,130,726.48	116,101,396	10,140,384.11	1,926,661,780	185,694,312.56	107,063,516	10,969,787.28	1,828,807,396	185,833,989.62	127,002,060	11,407,248.05	3,455,619,017	185,130,158.08	116,101,396	11,407,248.05	3,455,619,017	185,130,158.08
195,130,726.48	116,101,396	10,140,384.11	1,926,661,780	195,694,312.56	107,063,516	10,969,787.28	1,828,807,396	195,833,989.62	127,002,060	11,407,248.05	3,455,619,017	195,130,158.08	116,101,396	11,407,248.05	3,455,619,017	195,130,158.08
205,130,726.48	116,101,396	10,140,384.11	1,926,661,780	205,694,312.56	107,063,516	10,969,787.28	1,828,807,396	205,833,989.62	127,002,060	11,407,248.05	3,455,619,017	205,130,158.08	116,101,396	11,407,248.05	3,455,619,017	205,130,158.08
215,130,726.48	116,101,396	10,140,384.11	1,926,661,780	215,694,312.56	107,063,516	10,969,787.28	1,828,807,396	215,833,989.62	127,002,060	11,407,248.05	3,455,619,017	215,130,158.08	116,101,396	11,407,248.05	3,455,619,017	215,130,158.08
225,130,726.48	116,101,396	10,140,384.11	1,926,661,780	225,694,312.56	107,063,516	10,969,787.28	1,828,807,396	225,833,989.62	127,002,060	11,407,248.05	3,455,619,017	225,130,158.08	116,101,396	11,407,248.05	3,455,619,017	225,130,158.08
235,130,726.48	116,101,396	10,140,384.11	1,926,661,780	235,694,312.56	107,063,516	10,969,787.28	1,828,807,396	235,833,989.62	127,002,060	11,407,248.05	3,455,619,017	235,130,158.08	116,101,396	11,407,248.05	3,455,619,017	235,130,158.08
245,130,726.48	116,101,396	10,140,384.11	1,926,661,780	245,694,312.56	107,063,516	10,969,787.28	1,828,807,396	245,833,989.62	127,002,060	11,407,248.05	3,455,619,017	245,130,158.08	116,101,396	11,407,248.05	3,455,619,017	245,130,158.08
255,130,726.48	116,101,396	10,140,384.11	1,926,661,780	255,694,312.56	107,063,516	10,969,787.28	1,828,807,396	255,833,989.62	127,002,060	11,407,248.05	3,455,619,017	255,130,158.08	116,101,396	11,407,248.05	3,455,619,017	255,130,158.08
265,130,726.48	116,101,396	10,140,384.11	1,926,661,780	265,694,312.56	107,063,516	10,969,787.28	1,828,807,396	265,833,989.62	127,002,060	11,407,248.05	3,455,619,017	265,130,158.08	116,101,396	11,407,248.05	3,455,619,017	265,130,158.08
275,130,726.48	116,101,396	10,140,384.11	1,926,661,780	275,694,312.56	107,063,516	10,969,787.28	1,828,807,396	275,833,989.62	127,002,060	11,407,248.05	3,455,619,017	275,130,158.08	116,101,396	11,407,248.05	3,455,619,017	275,130,158.08
285,130,726.48	116,101,396	10,140,384.11	1,926,661,780	285,694,312.56	107,063,516	10,969,787.28	1,828,807,396	285,833,989.62	127,002,060	11,407,248.05	3,455,619,017	285,130,158.08	116,101,396	11,407,248.05	3,455,619,017	285,130,158.08
295,130,726.48	116,101,396	10,140,384.11	1,926,661,780	295,694,312.56	107,063,516	10,969,787.28	1,828,807,396	295,833,989.62	127,002,060	11,407,248.05	3,455,619,017	295,130,158.08	116,101,396	11,407,248.05	3,455,619,017	295,130,158.08
305,130,726.48	116,101,396	10,140,384.11	1,926,661,780	305,694,312.56	107,063,516	10,969,787.28	1,828,807,396	305,833,989.62	127,002,060	11,407,248.05	3,455,619,017	305,130,158.08	116,101,396	11,407,248.05	3,455,619,017	305,130,158.08
315,130,726.48	116,101,396	10,140,384.11	1,926,661,780	315,694,312.56	107,063,516	10,969,787.28	1,828,807,396	315,833,989.62	127,002,060	11,407,248.05	3,455,619,017	315,130,158.08	116,101,396	11,407,248.05	3,455,619,017	315,130,158.08
325,130,726.48	116,101,396	10,140,384.11	1,926,661,780	325,694,312.56	107,063,516	10,969,787.28	1,828,807,396	325,833,989.62	127,002,060	11,407,248.05	3,455,619,017	325,130,158.08	116,101,396	11,407,248.05	3,455,619,017	325,130,158.08
335,130,726.48	116,101,396	10,140,384.11	1,926,661,780	335,694,312.56	107,063,516	10,969,787.28	1,828,807,396	335,833,989.62	127,002,060	11,407,248.05	3,455,619,017	335,130,158.08	116,101,396	11,407,248.05	3,455,619,017	335,130,158.08
345,130,726.48	116,101,396	10,140,384.11	1,926,661,780	345,694,312.56	107,063,516	10,969,787.28	1,828,807,396	345,833,989.62	127,002,060	11,407,248.05	3,455,619,017	345,130,158.08	116,101,396	11,407,248.05	3,455,619,017	345,130,158.08
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375,130,726.48	116,101,396	10,140,384.11	1,926,661,780	375,694,312.56	107,063,516	10,969,787.28	1,828,807,396	375,833,989.62	127,002,060	11,407,248.05	3,455,619,017	375,130,158.08	116,101,396	11,407,248.05	3,455,619,017	375,130,158.08
385,130,726.48	116,101,396	10,140,384.11	1,926,661,780	385,694,312.56	107,063,516	10,969,787.28	1,828,807,396	385,833,989.62	127,002,060	11,407,248.05	3,455,619,017	385,130,158.08	116,101,396	11,407,248.05	3,455,619,017	385,130,158.08
395,130,726.48	116,101,396	10														



Hanging and Redrying Room



Section of Cooper Shop

W. R. NAGEL & COMPANY

LEAF TOBACCO

Codes:

Arnolds 5815

Liebers,

Bentleys

A.B.C., 5th Edition

FACTORIES: Paducah, Murray, Mayfield, Kentucky
General Office, Paducah, Ky., U. S. A.

Cable Address
Rudnagel



Section of Tying Room



Section of Packing Room



Marking and Shipping Room



Loading on Track on Side of Factory

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Tobacco of all qualities, Natural and Prepared, in Hogsheads, Tierces, Cases and Bales

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BRISBEN—Friedr. Grave & Co.

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BORDEAUX—Charles Boinet

8 Cours Georges Clemenceau

MARSEILLES—Theodor Federer

33 Rue St. Jacques

PARIS—A. Chalard, 42 Rue de

Fénelon

BRUSSELS—J. Van Drischo

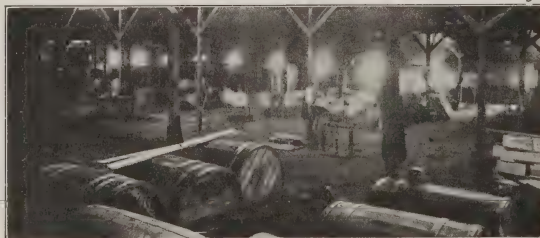
43 Rue Charles de Grona

LAS PALMAS (Canary Islands)—

Manuel Suarez Dominguez

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Partial View of Main Floor

EUROPEAN DEPT.

Dark fired tobacco of Western District, Clarksville and Springfield, Tenn. Air cured tobacco, Burley and Maryland Tobacco.

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Production of Tobacco at Profitable Prices Is Serious Problem

Law of Supply and Demand Holds Its Grip on Every Salable Article of Commerce—Tobacco Growers and Others Confronted by Perplexities of the Industry—European Situation Offers Much Food for Thought—Some Timely Suggestions

By T. M. CARRINGTON

LEGISLATIVE laws change, but fundamental facts prove that the law of supply and demand governs the price of every salable article and it is as immutable as the laws of nature. It applies most forcibly to the tobacco trade, dealers, manufacturers, exporters and producers, whose welfare is vitally involved in the proper proportion of the crop of tobacco being produced to meet the demand at prices that are equitable to the producer and at the same time not so excessive as to injure the consumers or drive away foreign business.

It is a very difficult proportion to solve for many reasons. Possibly the leading one is the production of tobacco in other countries than the United States. Approximately one-third of the world's tobacco is grown in Europe, Africa, and Asia, as is grown in this country. The factors entering into it is that Great Britain gives preferential consideration to tobacco grown in her provinces, and this applies to the products of Canada, India, Africa and British India, and it is estimated that twenty per cent of the tobacco manufactured in England comes from these provinces.

In the bright tobacco, with Japan producing millions of pounds, there is comparatively small quantities of bright tobacco used from other countries.

China, possibly the biggest receiver of our tobacco, the government estimates, uses anywhere from 500,000 to 1,000,000 pounds, which, no doubt, is very much less, like everything else in China, but occasional failure in tobacco in China is a considerable factor in the demand for our tobacco.

The Turkish tobacco, raised in a good many other places besides Turkey in good and uncertain quantities, but certain considerable quantities, is the chief substitute for our high grade, bright cigarettes in Europe. The lower grades manufactured in Europe are made from tobacco from Germany, Austria, Hungary, Bulgaria and other countries.

In the case of tobacco, the foreign demand has in the past few years most decidedly increased. Italy, in past years, would take 3 to 40 million pounds of dark southern tobacco, Tennessee and Virginia tobacco, and not only takes a few million pounds. But Italian production has increased in a pronounced way. This being what is known as a Regie Country, (that is, the government buys, manufactures and sells the manufactured article itself), of course has absolute control over everything under its control and consumers have to take what is given them.

This also applies to France, which takes mostly a low grade tobacco.

In Germany the laws are very much in favor of the home production and cheap tobacco, and they are producing, (according to latest reports), around 80 million pounds of tobacco. These are but examples of existing conditions in Europe.

The most important part of the whole proposition is the producers' standpoint. Some one said, "deliver me from my fool friends and I will take care of my enemies," and the farmers have certainly been used for all sorts of motives, some ulterior, some honest and some foolish to the limit.

The farmer, on account of his isolated mode of life, is of a rather independent nature, and while very frequently stampeded into coordinate action, his whole impulses are those of thinking things out for himself and acting accordingly. For these reasons it is very hard to get any concert of action among them. The only remedy that appears feasible is for the farmers to apply the same principles that business does; that is, when the product is low in price, apply their best energies to producing at the lowest cost possible.

Unfortunately, in the dark tobacco section, tobacco is the only monied crop. This also applies to some extent in the bright section, and the price of cotton, whenever that can be raised in sections where the bulk of bright tobacco is produced, is very low. Therefore it has a bearing on tobacco planting, and, furthermore, it looks as if the farmer should do what he can to produce a crop of tobacco that will cost him as little as possible.

If seasons are bad, general production will be smaller and prices will be advanced. If seasons are good, the weight will, to a considerable degree, take care of the lower prices.

The solution must lie in the producers' only planting such a crop as their regular labor can take care of, and then there will be plenty of time to care for a comparatively small crop, and therefore spend as little money for fertilizer as is necessary. The farmer should select the land better, take care of it in the most careful way, which certainly enhances its value.

Another big factor lies in making a better grade, especially in the bright section. By intelligently fertilizing and selecting the land tobacco can be produced with better burning qualities. The old fashioned new-ground, or second year ground, produces the best tobacco for burning qualities that was ever grown. This is due greatly to the potash contained in the woody earth of the new ground. Making a small crop of tobacco means that the farmer will have more time and opportunity

to produce his own home necessities, and while occasionally he may miss, as he may think, by not having a larger crop, in the long run, year in and year out, he will be better off.

A comparatively small crop of dark tobacco of good quality may develop trade in the old or new places that we cannot see now, but one thing is certain, and it has been apparent for some time, our producers cannot compete with the low grade tobaccos of other countries.

Leon L. Strause Company

One of the oldest and best known firms in the bright leaf tobacco business is that of Leon L. Strause Company, 4 Shockoe Slip, Richmond, Virginia. It is composed of Leon L. Strause, who established the concern in 1875, and Philip E. Strause. Some of the largest foreign and domestic buyers have been supplied for a generation by the Strause Company, and their universal and careful effort to maintain a standard of uniformity in the packing of their tobaccos has merited this support. It is evidenced by a business continuously growing to enormous proportions.

Kinston Tobacco Company

The Kinston Tobacco Company, successors to the well and favorably known C. R. Dodson Company, is one of the oldest buyers and exporters of leaf tobacco in operation at Kinston.

It has every modern facility for handling tobacco, and its plants and storages comprise as much floor space as any there.

Its organization comprises one of the strongest corps of buyers on the Kinston market; and, as a whole, it is an important factor on its market, and throughout the bright leaf belt.

E. Y. Speed is president, with W. H. Armistead and R. P. Watson, as vice presidents, these gentlemen are well and favorably known to the trade, having had long experience in the buying and handling of leaf tobacco.

T. B. Johnson

The firm of T. B. Johnson, main office, Richmond, Va., branch office, South Boston, Va., is well and favorably known with the tobacco trade both at home and abroad. Mr. Johnson was raised on a tobacco farm, and it is said of him that he knows tobacco from the plant bed up. He gives his personal attention to all of the details of buying, grading and packing, and any business entrusted to him is sure to get his prompt and personal attention, his motto being "Once a customer, always a customer." With his experience and knowledge of tobacco, facilities for buying, grading and packing, the trade can count on his offerings being fully up to every expectation, regardless of quantity or kind.

Cable Address: "Geyereco."

Established 1855.

ED. C. GEYER & Co.

TOBACCO EXPORTERS.

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*Cable Address "Teecco"**World Wide
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Solicited***IMPORTERS - EXPORTERS**

An Ancient And Honorable Industry Is The Manufacture Of Snuff

First Snuff Mill in 1760—But Tobacconists Individually Ground Snuff for Generations—World Famous Men and Women Used Snuff—Boxes Elaborate and Varied—An Old Shop Still Exists—Fashion Once Again Dictating Snuff Taking

By REUBEN R. THOMPSON

YEARLY there are tons and tons of snuff used in various ways and in various countries. There is no doubt that even wholesalers and retailers in the trade are frequently surprised to know of the quantity of snuff used in the United States. In markets the native population has been using in volume for years, this is not the fact, many other markets where snuff is not only established, it is of considerable importance for the dealers to know something about this important industry.

The American concern, and its successors, George W. Helme Company, was originally established in the snuff business 166 years ago. It was in 1760 that the first mill for the

the palate and taste of the lady or gentleman who desired the product, and carried away by the customer in the miniature snuff box of milady's reticule or the master's somewhat larger snuff box, almost invariably placed in the waistcoat or vest pocket of the fancy flowered costumes of the period.

In 1825—just more than a century ago—another important link of the George W. Helme Company was inaugurated. This was the now famous Railroad Mills department of the business. All these former small plants are now concentrated in the factories at Helmetta, N. J., and Yorklyn, Del. And the immense snuff factory at Helmetta is the largest single snuff plant in the world.

Original Location

It is located on the original site of the first Railroad Mills factory, and it is here that the entire organization of the old established Lorillard snuff brands produce their remarkable goods, first made three generations ago.

Gail & Ax snuffs are also made at Helmetta, and these brands are likewise of an old order—first made 72 years ago. And it is a wonderful fact that these brands are still selling all over their former territory, with an actually enlarged sale in the wider fields of expansion, made possible by the growth of the United States.

In the earlier colonial days, and the pre-continental era of historical lore, it was the

also a tobacconist, compounded snuffs with his prescription business. Masses of these old formulas and prescriptions yellowed with age, are still exhibited in a show case, and the store to this day still persists in ignoring the trend of the times toward the modern sale of drug store nostrums.

It sells, instead, only what the proprietor, one with the rather rollicking name of Tommy Joyce, prepares for his old-time trade, and it absolutely ignores the demand for patent preparations, or so called popular brands, of ordinary drug store display.

Here, too, the Hamilton and the Burr era was lived through and passed to future generations, even as both Hamilton and Burr themselves were in the constant habit of patronizing this store for its snuffs and cough syrups of the formidable white pine, honey and tar of age-old lineage.



No. 1

al of Benjamin Franklin (lower)—Snuff boxes now in Museum of Art, New York City. The simplicity of the Colonial boxes compared with the European boxes following

Mementos of George Washington, the father of our country



No. 2

production of snuff was started in what is now Bronx Park, New York City—the premier snuff factory of the then American colonies.

Snuff to Order

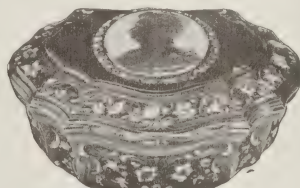
Snuff, previously had always been made to order by each individual tobacconist to supply



No. 3

Snuff box presented by Catherine II of Russia to the Genoese Ambassador, Stephen Rivarola. Enamel and gold; set with pearls, surmounted by her crest in diamonds—an incomparable specimen of untold value.

demands of his particular customer. To then, was purchased in bulk by the dealer and it was flailed by hand, flavored to please



No. 8

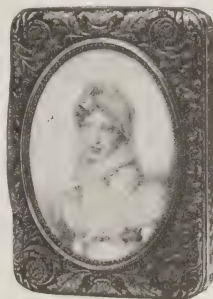
Good Queen Anne of England is the subject of the profile on this beautiful and oddly shaped snuff box of gold, enamel and diamonds.

daily habit of kings, princes, church dignitaries, military men, diplomats, great merchants, explorers and other noted persons to possess their private blends of snuff. These snuffs were then made and bought in quantity, but carried upon the person in the most artistic small snuff boxes.

Ye Olde Shoppe

Such men, for instance, as George Washington, Benjamin Franklin, John Adams, John Hancock, James Monroe, Thomas Jefferson, Alexander Hamilton, Aaron Burr were all consumers of snuff.

There is in existence, to this day, an ancient store in New York, in the neighborhood of St. Paul's church, where a pharmacist, who was



No. 4

Engraved, gold snuff box, once the property of the Great Napoleon. The portrait of Marie Louise shown, is released by a hidden spring disclosing two smaller portraits. Massive embossing on solid gold.



No. 5

Delicately engraved gold snuff box with portrait of King Henry VIII—once the property of King George IV of England.

And the very rafters of this shop are still held in place with the hand wrought nails of a past century, which, if the story was fully told, would undoubtedly relate many a tale of the stirring politics of those early days of this nation, when a pinch of snuff always prevailed

(Continued on page 101)

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CHARLES T. W. ARGUE COMPANY, Inc.

Leaf and Strips for Home and Export Trade

Henderson, Ky., U. S. A.

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, MAR. 25, 1926

Down in Dixie

Years ago, in speaking or thinking of the south, it was the habit of those in the tobacco trade to mention the tremendous productive area devoted to tobacco—and let it go at that.

Today, however, when one speaks or thinks of the southern section of the United States, he also mentions that, to the planted fields of tobacco, there have been added the manufacturing developments of some of the largest tobacco and cigarette factories in the country.

Recently, too, there have been established, in several southern centers, some of the greatest and finest cigar plants in the country. Others have been located throughout Florida, for instance, for many, many years, and the tendency seems to be toward a combination of the growing crops with the production units of the industry as a whole.

Shipping facilities in the south have been vastly improved, too. Factories now dispatch their goods to any part of the world with just as quick service as though they were located at the famous coastal ports where tide-water meets railroad.

Industrial life all over the south has quickened the pulse of this nation. Tobacco, as always, is an important crop. Tobacco manufacturers are increasing vastly.

More mention of figures simply indicates statistical growth. But the planning and construction of enormous modern factories makes clear to the eye the actual establishment of tobacco as a source of power, wealth and prestige.

This is good for the industry everywhere, but it is particularly good for the south. And no portion of the country is more entitled to the support of the tobacco trade than the south.

Preparations are now being made to greatly increase the productive capacity of southern plants. Ambitious schedules call for enlarged facilities almost everywhere. Business is good—and it is getting better.

Planters, packers, warehousemen, exporters are all sharing in the demands for tobacco. Dixie is secure in the knowledge that tobacco is a superior staple crop to almost anything which may be planted and raised in the south.

Its average price does not so widely fluctuate as many other products of the soil. Planters of other crops are not so prosperous, as a rule, as these southern tobacco men.

And the tobacco men are beginning to realize that tobacco is a world staple, in both good times and bad, and that the supply of southern leaf will be used, eventually, for that which gives to man his most pleasurable luxury.

To the south, then—to Dixie—the tobacco and cigarette consumer of the country must always look for his—or her—best product. And

the southern manufacturer is wise enough to know that the continued support of his brands is consequent on two fundamental requirements—quality and publicity—'tis enough.

Flapping on Fifth Avenue

Easter styles are now prevalent, of course, on Fifth avenue, New York, and window shopping shows some of these smoking devices for women.

Gold trousers are a feature of the gorgeous new smoking suits for women. One such outfit from a Paris designer is sumptuous enough for an Oriental queen, says the New York Sun.

It is a three piece suit, with long accordion pleated trousers of gold lace. Straps fastened to the sides of the trousers extend under the instep and add a special touch of "bizarrie" to the model. The Tuxedo coat of tinsel brocade in gold and Paisley colors opens over a waistcoat of gold lace. A vestee of flesh colored chiffon gives a feminine note to the ensemble. Jeweled buttons fasten the waistcoat.

Just a little less gorgeous are the smoking or lounge suits, with gold lace trousers and black satin coats. The coat may also be of colored satin embroidered or printed in gold.

How to make the masculine vice of smoking a distinctly feminine gesture is shown in some of the new French imports. It's all part of the new movement in clothes—a French movement which is putting women into more frills and fripperies than has been the case since about 1914 or earlier. And which, one suspects, may be a means of retaliation on the part of those who resent having to pay the war debt. They'll collect it back from America via the feminine back, it seems.

Among these new fripperies are cigarette cases inclosed in a flower, perhaps a large rose or chrysanthemum of silk ribbon or chiffon, to be worn on an elastic about the wrist with the dance frock. These cigarette cases are sometimes inclosed in the flower on the shoulder or girdle, or it dangles on a stem that resembles a real rose stem, thorns and everything.

One of these flowers, in the heart of which lodged the receptacle for the iniquitous nicotine, also had a match box concealed in a bud. Others have powder puffs and vanities concealed under their gay petals. A clever conceit in this line is the rose with a tiny bottle of perfume in its heart. The cork is left off and the perfume leaks through an almost imperceptible hole in the bottle.

Name and Fame

Much ado has been made recently about a certain cigar manufacturing concern using the title of Mlle. Jeritza for a title on its cigars.

So much has been said upon the subject that the trade is already familiar with the details, no doubt, but the New York Sun had an editorial, the other evening, upon the desirability of such an occurrence from the plaintiff's standpoint. And they said:

"More than one promoter of publicity is shaking his head ominously today over the impetuous action of Marie Popper Podhrogy Jeritza. The prima donna has begun proceedings against a firm of tobaccoists which without her consent has attached her name to a cigar. She resents the notoriety and ignores the example of all the Italian opera singers who have been for years securely enshrined in that hall of fame which is roofed by the top of a cigar box. Not all of them are equally renowned in this country, but the lyric stages of the Latin countries know them.

Did not peche Melba do nearly as much as the silvery tones of the Australian soprano to make her name known the world over? Lillian Russell was a dominating favorite in the days of the five cent cigar. It may not have been described as "generously good," since that phrase was used for another product of the art, but there was no better known smoke. It

was not alone the fact that the tenor had thirty pounds by living on its succulent notation that made spaghetti Caruso famous. Nor did the chicken livers in the sauce do more than distinguish it from spaghetti Tetrizzini, nor had breast of chicken in their place and covered with a thin layer of baked cheese. The livers imparted their own flavor to the dish.

Toast Patti dates from an earlier period, long ago a Fifth avenue hotel had daily, a menu, cerises Sembrich. Then there was Marcella waisted to increase the pride of Polish soprano. The eminent Mme. N. not only lent her name to a reduction cream but had the more solid satisfaction of owning. The composers had their share of culinary fame. It may have been chiefly in the matter of eggs, but to this day oeufs Rossini and lette Meyerbeer hold their place in the cuisine of France.

Thus the puff of the cigar often serves as a puff for the prima donna, although Jeritza seems to have overlooked the fact that the importance that may come from being the godmother of an American "two for" of men on the lips of men."

All of which is quite true. So true, in fact, that most public people realize the advantage of the circumstance, and, as said, rather come it.

Why not? Tons of absolutely good money are spent upon the publicity of a celebrity, what harm—rather, much good—can come from a name upon a cigar box?

Name and fame are closely linked with what the public sees and hears about a person in the limelight. And, if the name of that person upon the box of cigars is detrimental, a peculiar commentary upon the condition of the cigar business. Any other commercial enterprise surely can benefit a luminary no more than the cigar industry, which frequently turns a mere name into a flame of fame.

The Bulge

One of the country's larger restaurant chains always had an enormous expense in broken glassware. Losses of this sort are customary in the restaurant business, of course, but this concern cast about for a method of reducing the costs here.

And one of the supply houses made the suggestion that, in the drinking glasses, especially, a small bulge for the finger to grasp near the very top of each glass would prevent the usual slipping of the hand on the wet surface.

Some glassware embracing this idea was manufactured. It has already resulted in savings to the company. Both customers and employees are thus saved the annoyance of breaking this material to a considerable extent.

This gives the restaurant firm a considerable advantage in two ways, as a distinct saving and as a notable feature of service, frequently commented upon by its customers. In other words, it is a bulge which is a bulge—a business bulge.

In searching around for a simple way to prevent the repeated breakage of wrapping when his boxes of cigars were opened by a casual dealer or smoker, with the use of an ordinary box opener or knife, a certain manufacturer devised an aluminum protection shield which he had inserted in front of each box.

Just this little idea saved the cigars from the tempers of many customers, and it gave that manufacturer a bit of a bulge which was made for him friends and money!

Things like these, in every business, are the trade. They not only give the bulge to the individual manufacturer or inventor, they likewise give the entire business a bulge—an advantage which the consumer, the customer, is quick to note.

An Ancient and Honorable Industry

(Continued from page 99)

re sociability and conversation—not to say p—was current.

Kings and Conquerors

Europe, too such men as George IV of



No. 6

heavy gold, jewel encrusted snuff box represent- re of the custom of royalty of presenting boxes h striking likenesses of the donors done in miniature.

and, Napoleon Bonaparte, King Louis A of France, the Duke of Wellington, Ad- Nelson and Lafayette, were all notable devotees.



No. 7

A very elaborate snuff box of gold and enamel, of erisite painting, inlay and engraving, surmounted w hand painted miniature of Empress Maria T res of Austria and presented by her to Countess w Stroganoff.



No. 9

lry and gold snuff box decorated with head of Ge Washington—Wonderfully beautiful in its sinicity of style and finish.



No. 10

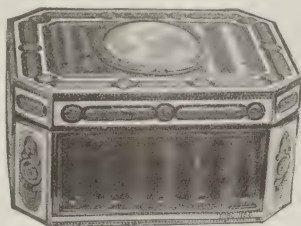
lavy gold box beautifully engraved, decorated with the portrait of King Louis XV of France, the me famous of this line of kings.

Se of their snuff boxes, and other elabor- eptacles of the period, are in the mag- nificent collection of the Metropolitan Museum

of Art, New York, and they are reproduced, with permission, upon these pages.

In England and Continental Europe there is a considerable revival in the fashionable habit of using snuff. It is even upon the point of spreading to the United States, it is said. And, if so, it may not be unusual soon to see a lady of quality with a dainty box in her vanity bag, along with her cigarettes and powder puff.

Gentlemen too, may again resume the cus-



No. 11

A large and impressive gold and enamel snuff box with portrait of King Louis XVI of France.



No. 12

Engraved, heavy gold snuff box, decorated with portrait of Mme. Elizabeth, sister of the above King Louis XVI of France.

tom of the past century and indulge in an occasional pinch of snuff for the sake of sociability and pleasure. At any rate, many of the following opinions upon snuff are from centers



No. 13

A plain, rich gold box, decorated with portrait of the beautiful Marchioness of Donegal, whose face made any other ornament unnecessary.

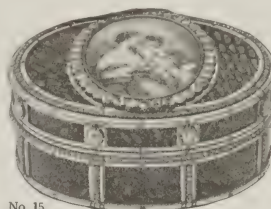


No. 14

Ebony and gold snuff box with miniature of Lafayette, America's friend. Typical of the plain taste of the American colonists.

Fashion's Dictates

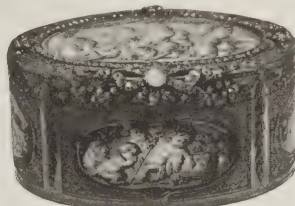
This one, from London, is a sample: London society is using snuff—an acquaintance of mine



No. 15

Gold—Set with 8 very large diamonds, 40 lesser size surrounding hand painted miniature and 310 smaller ones. Intrinsically, probably the most valuable Snuff box in the world—original ownership in doubt.

sees men in the subway exchanging snuff—the world is ready for snuff—chewing gum and smoking are old stories. If we take to snuff we shall have several snuff-box millionaires before the year is ended—we note that in 1724, in England, there were "The makers of snuff



No. 16

A notable example of relief work on gold—note size of the diamond in centre of the diamond-studded knot-cluster.

who employed by far the greatest number of hands of any manufacturer in the Kingdom"—after using snuff, Americans might become brilliant talkers—in the eighteenth century, that time of satirists and snuff, the taverns and coffee houses were crowded with brilliant talk-



No. 17

A splendid example of hand painting on gold.

ers—they made epigrams easily—what will the world be like a few years hence if snuff comes back into its own?—theatres will have their snuffrooms—perhaps, there will be a Snuff-Box Revue, and the stage will be enriched with plots



No. 18

The art of engraving on gold in its perfection—a sublimely beautiful specimen.

and jokes about snuff—once we get up to snuff there will be no stopping us.

Fashion's eternal swing around the circle is shown by this newest fad in the form of snuff-taking.

Tobacconists report a definite increase in the consumption of snuff.

(To be continued)

of population and fashion which dictate their customs to the world.

H. Duys & Company and L. Schmid & Company Secure 20,000 Bales of Sumatra

AMSTERDAM, Holland, March 17.—Probably the most notable Sumatra sale of the season occurred today when 20,000 bales of the entire 1925 crop of Tabak My Arendsbach was sold out of hand to H. Duys & Company and L. Schmid & Company, of New York.

About 4,400 bales of this tobacco are to be offered to buyers a week from today. But all the footleaf and the usual continental grades have been sold. This crop was to have been sold at the Rotterdam inscriptions on April 30 and June 23, but these dates have now been cancelled. Among the Arendsbach marks are PvdA/H, PvdA/K/Deli, DCM Deli, DCM/M, Mandi Angin Deli and Tandjong Poetoes Deli, all of which are especially desirable for the American market, which has sought these markings for years.

Nearly seven and one-half million guilders, or about three million dollars, were involved in the sale. This represents the largest single turnover ever made in the Holland market. American buyers are eagerly awaiting the opportunity of bidding upon the goods offered March 24.

Senembah Sumatra for Rosenwalds

AMSTERDAM, Holland, March 17.—Samuel H. Bijur, of E. Rosenwald & Brother, New York, today purchased 817 bales of Senembah My/K, of the finest footleaf parcel. This tobacco was bought out of hand by Mr. Bijur, and is the very first Senembah ever sold in this manner. Many light undermarks are contained in this lot, and it is an extremely desirable stock of tobacco for the cigar manufacturers of the United States.

Mr. Bijur is highly gratified with the tobacco, and he obtained the lot through personal negotiation with the Senembah My. Further purchases by E. Rosenwald & Brother of 250 bales Deli My/Q B, and undermarks of other parcels, are reported. These sales give Mr. Bijur and the Rosenwald firm the honor of carrying to America some of the very

finest Sumatra to enter the country in many years.

Herzog & Sarluy Get 169 Bales of Sumatra

Purchasing for the American market at the second inscription in Amsterdam last week, Herzog & Sarluy secured 169 bales of good marks. It is estimated that all the United States buyers have obtained a total of some three to four thousand bales in this sale, and quotations are rather high.

Willing Buys 146 Bales

Second inscription purchases at the Amsterdam sale last week totaled some 3,700 bales for American importers and manufacturers, of which James Willing Company purchased 146 bales of some of the finest Sumatra offered this year.

Incline Your Ear to the Interesting News Regarding Trade Events

ST. LOUIS, Mo., March 20.—R. J. Seidenberg Company, J. R. Frame, agent, 1810 Boatmen's Bank Building, has been incorporated with capital of \$8,443.24 by J. R. Frame et al, to deal in cigars and tobaccos.

DAYTON, O., March 20.—Houseman's Cigar Store, 202 Brown street, has purchased the cigar business of Delia Remch.

PHILADELPHIA, Pa., March 22.—Kennard & Lumley, Inc., care C. J. Lumley, 210 North Thirty-third street, has been incorporated with capital of \$40,000 to deal in tobacco, etc.

SEATTLE, Wash., March 13.—Lun On Company, 121½ West Main street, is to open a cigar and confectionery business here very soon.

ADAMS, Mass., March 22.—W. H. Parkhurst, 34 Howland avenue, has opened a cigar and confectionery business here.

ROCKWELL CITY, La., March 18.—W. F. Randall has purchased the cigar and lunch business of J. E. Burton and J. J. Panek.

PHILADELPHIA, March 22.—Herbert Whitehouse, 5500 Greenway avenue, has purchased the cigar and confectionery business of Joseph and Edward Lalor.

BINGHAMTON, N. Y., March 22.—C. E. Sibley, 367-9 Chenango street, suffered a loss by fire in his cigar and lunch stock last Thursday.

STORM LAKE, Ia., March 19.—R. M. Martin has purchased the cigar and cafe business of C. M. Stevenson.

LEESBURG, Fla., March 18.—Alfred Chesshyre has opened a cigar and lunch business in the Wiley-Coulson Building.

MARYSVILLE, Cal., March 14.—Hamilton & Rossi are to open a cigar and lunch business in the Marysville Hotel Building.

PORTAGE, Pa., March 22.—Huary Siddicki, 735 Main street, has opened a cigar and confectionery business here.

ST. JOSEPH, Mo., March 19.—Max Zalken, 511 Edmond street, has purchased the business of the F. S. Edwards Tobacco Company.

AVERNE, L. I., March 22.—Samuel Blum, 352 Beach Seventieth street, has leased premises at northeast corner Boulevard and Beach Forty-third street, Edgemere, N. Y., and is to take possession with a cigar and confectionery business in about one month.

MARION, Ark., March 18.—Smith Johnson is to open a cigar and lunch business here in about two weeks.

PEKIN, Ill., March 18.—Gerhard Y. Janssen, 343 Court street, has purchased the cigar and confectionery business of A. C. Johannes.

COCOA, Fla., March 18.—W. B. Cornwell has opened a cigar and drug store on Harrison street.

DAYTON, O., March 18.—James Frich, 1250 West Third street, has opened a cigar and lunch business here.

SHARON, Pa., March 19.—John Machris, State street and South Main avenue, has purchased the cigar and confection-

ery business of William and Theodore Maharas.

WILMINGTON, O., March 18.—Oak Cigar Store, North South street, succeeds to the business of Thomas Burnett.

UTICA, N. Y., March 22.—Edward C. Madden, 524 Columbia street, in the cigar and confectionery business at this address, has leased the store at 2022 Genesee street, and is to open there in about two weeks.

BURBANK, Cal., March 14.—Edward Lasagna and W. L. Connett, 234 East San Fernando Boulevard, have purchased the cigar and cafe business of William LeDuc and Edward Farrell.

ATLANTA, Ga., March 18.—C. D. Harris Company, Citizen's & Southern Bank Building, is to move its cigar and cafe business to Glenn Building, Marietta street, in about three weeks.

ALBERT LEA, Minn., March 18.—Lloyd Blakely has purchased the cigar business of Bertina Hauge.

TRENTON, N. J., March 22.—Frank R. Kelly, Brunswick avenue and Southern street, has purchased the cigar and confectionery business of John Lowney.

CEDAR RAPIDS, Ia., March 18.—Ranney & Sellers, in the cigar and confectionery business here, are reported to have filed an involuntary petition in bankruptcy.

SCRANTON, Pa., March 22.—E. Soahill, 22 W. Market street, in the cigar and confectionery business here, is reported going out of business in about two weeks.

DAYTON, O., March 20.—Frank A. Lang, 1030 Brown street, has purchased the cigar and confectionery business of George J. Gerwels.

DANBURY, Conn., March 22.—George Matthews, 57 River street, has purchased the cigar and provision business of Heelan & Dimyan.

BELLINGHAM, Wash., March 14.—Roy Stanton, William McAllister and Charles Bornstein, Holly and Railroad streets, are to open a cigar and confectionery business as soon as alterations are completed here.

SALAMANCA, N. Y., March 22.—Joseph Oliverio, 188 Main street, suffered a fire loss estimated at \$500 to his cigar and provision stock last Monday.

GALVESTON, Tex., March 17.—J. Duco and J. Marrero, 421 Tremont street, have purchased the cigar and lunch business of the Ideal Buffet.

ROXBURY, Mass., March 22.—Warren Spa, 63-71 Warren street, was damaged by fire in its cigar and confectionery stock last week.

TOLEDO, O., March 18.—Robert Blacklock, 417 Huron street, has purchased the cigar and cafe business of Robert Blacklock and Jacob Strine.

WAYLAND, N. Y., March 22.—Harvey Roberts, in the cigar and billiard business here, suffered a loss of \$5,500 by fire. He also owns the building.

MOLINE, Ill., March 18.—L. C. Oakley, 1418 5th avenue, is to open a cigar and news business here very shortly.

DANBURY, Conn., March 22.—Patrick Delmonico, 69 White street, has purchased the cigar business of James Delmonico.

DAYTON, O., March 19.—H. R. T. son, 205 South Jefferson street, opened a cigar and lunch business here.

SEATTLE, Wash., March 15.—Coffee Shop, 814 Third avenue, has opened a cigar and lunch business here.

BROADWATER, Neb., March 16.—Vicky has purchased the cigar and cafe business of L. C. Phillips.

GLENDAL, Cal., March 14.—Lynn, 118 West Broadway, has a cigar and cafe business here.

Fischer's Park Ave., Inc., care Edolph A. Fischer, 4000 Rombouts avenue, New York, has been incorporated with five hundred shares of preferred stock and one thousand shares of common stock, to deal in cigars and restaurants. Attorneys are Delafield, Taylor & Burleigh, 27 Cedar street, New York.

CHICAGO, Ill., March 20.—Julius A. 608 West Monroe street, in the cigar business here, is to erect six-story office and store building at Madison and LaPlaines streets, to cost \$75,000.

Asks Miltiades Receiver

A petition for the appointment of a receiver for Miltiades Melachroinou, Inc., manufacturers of Miltiades cigarettes, was filed yesterday in the United States District Court by John J. Allen of Montclair, N. J., who stated that he holds 27,500 of the 50,000 shares of the capital stock of the corporation.

Through Osborne & Ettinger, attorneys, Mr. Allen set forth in his petition that the corporation was unable to meet its obligations now falling due, which included \$25,000 due to his loans made between October, 1925, and January, 1926. He said that the liabilities total about \$100,000 and declared that the concern was unable to meet them, although it owns a factory worth \$300,000 and assets aggregating about \$400,000.

The corporation's sales have risen high as \$200,000 annually, the petition declared, and its temporary embarrassment is alleged to have been caused by advertising drives and necessary by keen competition.

The attorneys said Miltiades Melachroinou formerly manufactured Miltiades chrinio cigarettes, but sold his interest in them several years ago and does not call his product by that name today.

Sheller with Bayul

Announcement was made yesterday that Vernon G. Sheller of Indianapolis has been appointed district manager for the Bayul cigar manufacturer, Philadelphia, Pa.

Until his appointment Mr. Sheller was vice president of the E. L. Dunhue Cigar Company, 21 East Huron street. He has been connected with the Dunhue company twelve years.

Mr. Sheller will have his new business office temporarily in the rear of East Ohio street and will seek a permanent location soon. He will have a staff of salesmen that will cover Indianapolis and surrounding territory.

Mr. Sheller is drill master of the Shrine patrol, a member of the Traffic Club, Elks Club and Phi Gamma Delta. He has been active in various affairs.

Universal Leaf Dividend

The regular quarterly dividend of 2% on the preferred stock of Universal Leaf Tobacco Company, Inc., has been declared payable April 1, 1926, to preferred stockholders.

ESTABLISHED 1854

THE JOHN BERGER & SON CO

PACKERS OF
LEAF TOBACCO

MAIN OFFICE
315 MAIN STREET
CINCINNATI, O.

WAREHOUSES
Germantown, O.
Lancaster, Pa.
South Windsor, Conn.
Havana, Cuba.

IMPORTERS OF
HAVANA and
SUMATRA

CIGARETTE PAPERS

IN BOBBINS, REAMS AND BOOKLETS

ALSO CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS

MAX SPIEGEL & SONS CO., Inc., 34 West 17th St., New York



"The fragrance of pipe tobacco makes me wish I were a man"..... *Phil Daniels*



Guaranteed by
The American Tobacco Co.
INCORPORATED

NOW
12¢

WARR & BOND

Blackstone CIGAR

Extremely

Mild

GARCIA SMOKERS

A New Standard of Excellence in a Cigar at

5 cts.



Packed only in GREEN cans
Jobbing accounts solicited

C. A. KILDOW

BETHESDA, OHIO

JOHN H. COLLINS 69 West Washington St., Chicago, Ill.

Chicago's Cigar Business Now Active

**Pumila Brings Back Lucius De Luxe—Fox Fax Educational
Thirty-Sixth Cigar Stand for Raklios—Clarence D
Returns From Cuba—Seckbach Still With Rosa y Yo**

CHICAGO, March 20.—A visit to the country, some forty years ago, would pretty surely have brought into view the old time tinware peddler, with his shining utensils in a rude cabinet wagon drawn by a lean, shaggy, and somewhat spirited horse. Then there was also the pack peddler, traveling on foot, who spread out his bundle of varied notions on the door step. The attractions of improved and more accessible retail stores proved too much for the peddlers, and for many years, except for the alley criers of fruits and vegetables, very little was heard of house to house selling.

But now the peddlers and "bell ringers" are again gaining ground in the contest with the retail storekeepers. In late years selling by the house to house method has made tremendous growth. Silk stockings, brushes, tea, coffee, spices and other things are being sold in increasing quantities by those "Is-the-lady-of-the-house-ins" who apply at the front door. A leader in this branch of merchandising estimates that its sales, in 1925, amounted to \$900,000.00.

Peddler and Retailer

The peddler has the same right to earn his living by canvassing as the storekeeper at his station behind the counter. But the latter assumes certain responsibilities to the community that the house to house seeker after trade escapes. The storekeeper pays taxes that support the local government, schools, good roads, etc., and he pays store rents, part of which the landlord spends in taxes. The peddlers' business provides little or no local taxes, and except for his commissions his receipts go to the "home office" elsewhere.

Garcia Grande, in all sizes, moves right along for Ruhstrat-Christian Company. The five cent Baby Grande size is in much demand.

Anderson & Thorson, at 54 East Monroe street, feature Don Julian cigars in several sizes. At present, displayed in their window, is Journalist smoking mixture, made by Major, Drapkin & Company, of London, branch of the United Kingdom Tobacco Company, Ltd.

Fox Fax Facts

"All men are not liars," says the March issue of Fox Fax, the clever booklet that Nathan Fox & Company, local jobbers, send to their trade monthly.

Records and Profits, How to Take Care of Invoices, Ideas to Limber Up the Cash Register, The Smoker's Reverie, Income Tax, Tell Him Something About Pipes, Business Chances, Warning to the Cigar Dealers, The Meanest Man, and the Short Filler column all carry important facts to the reader.

F. Garcia & Brothers, clear Havana cigars are seen in many cases. New sizes and oily wrappers are swinging a number of clear Havana smokers to this Tampa brand.

John Raklios & Company are to open their 36th cafe shortly at 8-10 East Randolph street. The lease calls for \$550,000. Raklios are large handlers of popular brands of cigars.

Traveling 20 Men

The Pipe House of Chicago recommends pipe sales promoter assortment number 3,000, which consists of six dozen assorted Nuvo pipes in a glass display case. The total value taken in is \$72 and the dealer's cost is \$48 for

this assortment. Twenty salesmen now on the road traveling this west for this live house.

"Mid-Made Good" and showing actual major ten cent and major ten cent sizes of La Palma are shown in large newspaper advertisements this week. The Congress Company, Inc., with headquarters at North Wells Street, report and demand for this Java wrapped cigars.

George Askegaard, who has his headquarters in Fargo, North Dakota, visited Iwan Ries & Company last week. He reports that pipe smoking is showing a big increase all over the territory.

Among Those Mentioned

Harvey Levy wishes to be mentioned. We will tell our readers that 10 cigars are placed in all the boxes of Celestino Vega & Company a congratulatory.

Don Alexander, at 130 South State Street, the other day surprised customers with several sizes of Sumatra wrapped cigars, made by Popper & Company, of New York, carries perhaps as big a line of known brands as any dealer in the city.

Home From Cuba

Had the pleasure of meeting John Dolan, Jr., of the Dolan Segal at Washington and Dearborn Street the other day. John is a child of the old block; and, like his father, his day was widely known for his judgment, only hands out the cigars to his customers. Clarence D. the firm with headquarters at 130 State Street store, has returned from a trip to Cuba and Tampa.

No, Adolph Seckbach is not in New York. The Fourth cigars, as the New York trade paper announced in a Chicago news letter. Adolph is still in the market and wishes us through the column, to deny the report that has changed.

Popular Stand Owned

One of the busy building stores in the loop is John L. Mollers, who operates the inside stand at Mollers Building, at 5 South State Avenue. John is an old time game, and, while his space is large one, he manages to show a line of well known brands.

Always aiming to please has a large following for this pipe dealer, and his register rings time morning till he closes at night. A smile and a thank you is his motto in serving his trade.

William Rosenfeld, who owns Chicago's smallest cigar store, at 57 East Jackson Boulevard, is business holding its own. Billy Charles the Great and Perfect in many sizes. His candy dealer shows quite an increase, due to the fact that he is next door to the Theatre.

Lucius Back Again

Credit should be given to Pumila who is manufacturing de Luxe cigars. Lucius de Luxe Havana cigar, had many friends when the Ryan & Raphael Cigar company handled it. With the sale of this house the brand was off the market and only recently Pumila took it back.

Fine tobaccos, expert work and hard efforts on his part, has put Lucius de Luxe back on the market.

HOYO de MONTERREY

The Aristocrat of

Imported Cigars

VALERIANO CIUTERREZ, Representative

82 Wall Street

New York

ket. The brand is distributed through the Lucius Cigar Company, headquarters in the Steger Build-

11 Board of Trade Court is one of the busiest stores in Chicago. L. and Schubert are the owners. The firm lists of Isidor Rubovits and Joseph Rosed, who is widely known to the throughout the United States. Their sales force is George Hutt and has a large box following. This also operates the Rubo Cigar Company at 138 West Van Buren Street. They have been noted, for years, as sellers of only the finest merchandise, carried in many sizes in their large store. They are Lozano, Medalist, Haddon Ottina, Pancho Arango, La Perla nola, Iguacio Haya, M. Bustillo, Venta, Lord Byron, La Venga, nelo, Cortez, Optimo, Nottingham, naga, Sanchez & Haya, Don Julian, y the Fourth, Charles the Great a full line of imported cigars.

Schulte Feature

ults stores featured all week, with signs on their windows, Perfecto a favorita size, a three for fifty seller, at a special price. A limited ity was allowed to each customer. announcement of this sale caused a stir, as Perfecto Garcia is the clear Havana seller in Chicago. cio Garcia & Brothers announce did not sell these goods to the te stores as they had closed their

account with them last December when Schulte "slashed" the price of Perfecto Garcia cigars.

Half page Murad cigarette advertisements attract the attention of the newspaper reader these days.

The United Cigar Stores are featuring large window displays of English Oval cigarettes. This twenty for twenty-five cent seller is in big demand locally.

Jack Rosenberg, back from his Henry the Fourth campaign in St. Paul and Minneapolis, remained only two days at his Chicago office, and is now in St. Louis on a Henry the Fourth clean up. These are busy days with Jack, and he is keeping the Tampa factory busy rushing out orders to his jobbers.

Emil Block, of S. M. Frank & Company, the New York pipe house, has been in Chicago for several days.

The Boston Store ran Tom Moore and El Roi Tan ten cent cigars at a special price last week.

Jake Hoffman, president of the Continental Tobacco Company, New York, came in from St. Louis after a tour that took him to the Pacific coast. After spending two days here with Robert Brunton, his middle west representative, Jake left for his New York headquarters.

T. C. Gales, of the Henry Clay, Bock & Company, and M. Valle & Company, was a welcome visitor. He reports business very good in all the cities he has visited. H. L. H.

Cleveland's Business Is Now Off Again

ter Weather Holds Back Usual Spring Rush—Burrows Ill
—Lowe Estate Clear—Salesmen Meet at Allendorf—Feldman Engaged—Goetz Busy—What Car Did Kirtz Buy?

CLEVELAND, Ohio, March 20.—Once again it is this correspondent's painful task to write of poor conditions in the trade. Business seems to be variable and very spotty, to say the least. Whether it is the unusually inclement weather or what not, the fact is that the average dealer is not getting his usual share. For March we have been having typical December weather. Snow has been the piece de resistance, mingled and varied here and there with a little rain and sleet. If there is anything to do with business there are many who say that it is a business barometer, then it is under that business has been so poor.

Conditions in the city are at a low ebb, too. Never have there been so many bankruptcies in the local trade. Sales are very slow; it is lamentable how many dealers are complaining. Poor conditions are not limited to the tobacco trade. With Easter only a few weeks away, and snow on the ground, the retail clothing stores are as far from a picnic. The same conditions seem to prevail in all lines of retail business. With better weather a weather an opposite story should be written.

Harry Burrows Sick

Harry Burrows, our old friend, is in bed this week along with many other sufferers in the local epidemic. Harry sells Barking Dog and cigarettes, and the fine way with these brands are selling has no small measure due to his popularity. It is sincerely hoped that he is up and better; that he will be with us very soon.

Lowe Estate Cleared

Lowe, whose store and business at 420 Broadway avenue, went into the hands of a receiver, has been cleared up. The fixtures have been placed at public auction Wednesday. Every dollar went to cover taxes and exemptions allowed.

A New Car for Eddie

Kirtz blossomed forth the other day in a new roadster. He care to mention the name of the machine because the Chrysler people are paying for their advertising, and it is certainly a beauty. We are going on record as predicting

a big increase in business for Eddie from now on. It might be apropos to mention, at this time, the new Sedan, that Jack Mendelsohn, of the Cleveland Pipe and Novelty Company, drives. I must be that Nuvo pipes are going across in fine shape.

A Nice Meeting

The local chapter of the Tobacco Salesmen's Association enjoyed a nice meeting and dinner at the Allendorf Friday night. The dinner was excellent, and, to top it all off, Judge Sawicki of the local Municipal Court, a real fellow and a good sport, rendered a short talk. Those few who missed the doings Friday missed a real time.

Busy Ben

Ben Goetz, easily deserves the sobriquet of "Busy" Ben. Here is a live wire for you.

His store, at West Sixth and St. Clair streets, is one of the busiest in the city. There is a smile, a "howdy" and an expression of appreciation for every purchaser or would be purchaser. With a line of the best it is no wonder that this store continues to do a volume business.

Feldman Engagement

It is with happiness and pleasure that we write of the engagement of Baruch Feldman, the once self inflicted bachelor, to Miss Sarah Gage. That it came as a surprise goes without saying, but only because of the many and repeated avowals to bachelordom made by Baruch. The truth of the saying "When they fall, they fall hard" never struck so near home.—HERB.

Horn Arrives From Coast

One of the visitors to the New York and the eastern trade last week was A. Horn, of San Francisco. He looked at considerable leaf in the hands of brokers and packers.

Block Travels West

New lines of pipes from the house of S. M. Frank & Company, New York, caused Emil Block to travel westward. He was last seen in Chicago, and was working around the loop.



IN El Producto, quality blends character with mildness to produce real enjoyment. And El Producto never varies because the quality never varies.

Bouquet
10c straight

What size please?

Prices range from 10 to 30c.

G. H. P. Cigar Co., Inc.
Phila., Pa.

Puritano
Fino
13c or 2 for 25c

Distinctive Character

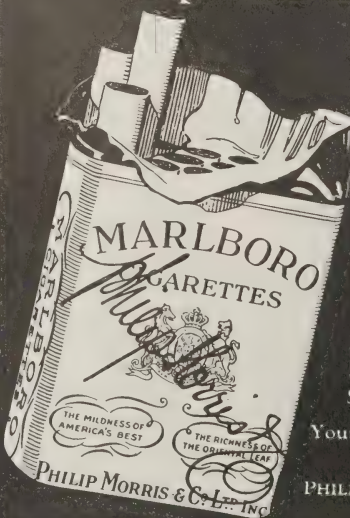
for real enjoyment

EL PRODUCTO

MARLBORO CIGARETTES

Gaining in Popularity by Leaps and Bounds

Breaking All Sales Records



If you haven't stocked Marlboro Cigarettes—do so at once.

No other cigarette on the market like it.

Mild as May—
Pleasant as June—
Snappy as December—

Your jobber can supply you

PHILIP MORRIS & CO., LTD., INC.
NEW YORK

EST. 1879

Quality First

TOM PALMER

World's Greatest
Clear Havana Cigar

WENGLER & MANDELL, INC.

CHICAGO — TAMPA

Mat. Wengler, President

EST. 1879

January Sales and the General Outlook

WASHINGTON, D. C., March 22.—Sales of tobacco in the Virginia and Carolina markets were seasonally smaller in January than in December, but were larger for all types of tobacco than in January, 1925, according to the Federal Reserve Board. Prices received by the growers for the tobacco sold during the month were generally lower than last year, those for Virginia bright tobacco averaging about 6 cents a pound lower, those for Virginia dark tobacco 3 2/3 cents lower, and those in North Carolina about 2 1/2 cents lower.

In Kentucky sales of Burley showed the usual increase in January over December, but sales were less than in January, 1925, largely in consequence of the reduction in the size of the crop. Marketing of dark tobacco in the Kentucky and Tennessee areas was larger in January than in December and sales were considerably larger than in January, 1925.

Cigar Types Come Second

In commenting on the conditions in the tobacco industry, the Department of Agriculture points out in the General Agricultural Outlook for 1926 that cigarette types of tobacco "are relatively in the most favorable situation of the various classes of tobacco, with cigar types second, and the smoking, chewing, and dark export types last." Increased output of cigarettes in recent years has resulted in a growth in the demand for types of tobacco that enter into their manufacture, but the demand for other types of tobacco has declined, and in reference to the chewing, smoking, and snuff types, the department states that growers should keep two objectives in mind in 1926—"to readjust their total production in accordance with the undoubted decrease in demand, and strive for betterment of quality."

Manufacturing Industry

In the tobacco-manufacturing industry production of cigarettes and manufactured tobacco in January exceeded that in December, while the output of cigars was less. When compared with earlier years the output of cigars and manufactured tobacco products was less than for any January since 1922. Production of cigarettes, on the other hand, continues to increase, amounting to 6,943,815,000 in January, as compared with 6,652,475,000 in 1925, 6,256,784,000 in 1924, and 5,349,771,000 in 1923.—L.A.M.M.

T. M. A. Issues Bulletin

The Tobacco Merchants Association issued the following special bulletin Tuesday regarding the Parcel Post Bill:

According to the most recent indications, the subcommittee headed by Congressman Bacharach of New Jersey, will soon submit its report on the Cuban Parcel Post Bill to the full Committee on Ways and Means.

It appears that the supporters of this measure have been carrying on most vigorous activities calculated to secure the enactment of this bill. And we are advised too that the State Department has joined the Post Office and the Treasury Departments in recommending this legislation, so that there is a real danger that the committee may act favorably on this bill.

We cannot, therefore, too strongly stress the importance of sending protests from the trade in large numbers to the Chairman of the Ways and Means Committee as well as to the members thereof.

It is hardly necessary to again emphasize what competition of Cuban cigars under the mail order system would mean to our cigar industry. The American cigar manufacturer must, of course, continue to reach the consumer through jobbers and retailers allowing both a reasonable margin of profit, whereas, the Cuban manufacturer would be selling direct to the consumer and would save the importer's and retailer's margins of profit which amounts to much more than

the existing tariff imposed on imported cigars for the protection of the American manufacturer.

That such competition would seriously hurt American cigars is particularly those selling at 2 for 25 upwards, no one can fail to see.

Let us, therefore, register an emphatic protest against this in overwhelming numbers, please write or wire at once, suggested.

We earnestly hope that those who have not already communicated protests against this bill will do so at once by wire or mail.

DUSHKIND, Managing Director

May Report Favorable on Parcel Post Bill

WASHINGTON, D. C., March 22.—It was reported here today that the committee of the Ways and Means of the House, which has been holding hearings in connection with the proposed importation of cigars from Cuba, would probably make a favorable report to the full committee. It has yet been taken because of the death of the mother of Representative Bacharach of New Jersey, chairman of the subcommittee.—L.A.M.M.

From Mold to Cigar

I've made cigars for thirty years. And I have always paid attention to the things that count. When good cigars are made. In using molds to make cigars. You sure save more or less. On filler, binders, wrappers; Those reasons are the best. For instance, with the use of molds I guess you all have found. You save some coin on Java. When it costs four bucks a pound. Some more good points in using molds. As sure as you were born, Molds make good time work. And make goods uniform. And when you roll a mold made cigar, I'm sure you all will find. The fact that wrappers fit on perfectly. Insuring better burn. Mold made cigars will smoke as good as hand work, if they're made. By any one who makes cigars. If they have learned their trade. Molds are best for those who roll. Are sure best for the boss. Good molds will spell efficiency. A saving, not a loss. So if you want some first class cigars. To make your work look neat. You'll find such molds today. By Miller, Dubrul & Peters. —ALEX WALLACE, Stevens Point, Wis.

Mary Garden Likes Europe But Dislikes Smokes

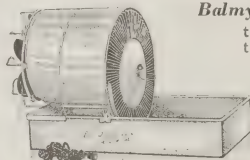
Mary Garden believes that smoking a five cent cigar, with the picture of a beautiful woman on the wrapper, is just as much pleasure as getting just as much pleasure out of the man smoking a dollar cigar. "However," she said as she left Europe on the *Acquintania* yesterday, for her annual sun bathing in Riviera, "as far as I am concerned a five cent cigar is similar to a dollar cigar in one respect—both smoke." Miss Garden was commenting on the suit brought by Jeritza, mezzo-soprano, against a cigar company using her picture on cigar boxes.

Eighty-One and Sixty-Two Cigars

The claim of Pat Poyntz, Boston soldier, that he is the most active soldier in the army, is being challenged by James H. Johnson, 81, field quartermaster's store at Fort Ord, Calif. "I'm in the army for 37 years, but I can't be retired," says Johnson. He spent sixty-seven years of his life in the service, and who says he's as hearty because he smokes 81 cigars a day.

Balmy, Moist Atmosphere

to prevent the leaf from drying out—
to keep cigars fresh—



The American Portable Humidifier

For Ten Years

used by the leading Cigar MANUFACTURERS in all departments where humidity helps production. CIGAR JOBBERS and RETAILERS find it THE humidifier best suited for use in humidors and stock rooms, large or small.

No mist, no spray, no noise.

Humidity evenly distributed and regulated.

40% of total sales are repeat orders

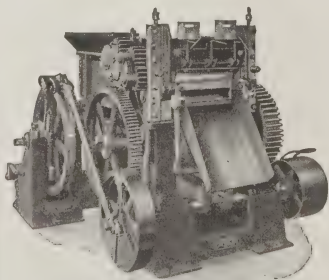
AMERICAN AIR PURIFIER CORPORATION
165 East 35th Street New York City

"ADT" Tobacco Machinery

The "ADT" Tobacco Cutter

Class B—Model No. 1
for cutting all kinds
of Tobacco

Large Capacity
Precision Cutting



The Machine with the
Crankshaft below
the Knife

Our Catalog No. 50 contains full details and illustrations of 88 Tobacco Machines. We will be pleased to send you a copy.

The John B. Adt Co.,
Established 1865

BALTIMORE
MD. U. S. A.

Philadelphia Factories Are Now Rushed

Reduction Brings Business Flood—Quality Rules Before Price—Kennard & Lumly Open—Bayuk Factory Ready n July—El Grito Comes to Town—Cinco Unchanged.

PHILADELPHIA, March 22.—Hopefully the revival of cigar smoking is old time popularity, now that relief has enabled the manufacturer to give quality and better service to the public, the producers are preparing the broadening of manufacture coming Spring months. While the needs of the distributors and the public are ample to take care of all that can be turned out at the moment, there is every indication of growth and as soon as the outdoor season begins, all parts of the nation there are turning to the Philadelphia manufacturer for heavy orders for floor stocking and preparation of increased business as the tax measure becomes effective. The plants report a growing inventory of cigars for Spring stocking, and are fairly well booked with orders to take care of all orders for several weeks to come.

Quality Paramount

A main concern of the manufacturer is to provide the public with better quality rather than discounts of the past. Except for the few advances which were forthcoming in the past week or so there have been no further changes reported in the local brands. Quaker City manufacturers believe that they should adhere to the promises made before the Senate committee, which investigated the reduction of taxes, and to the fact that it was for the purpose of providing better cigars that the relief of higher revenues was imperative. So quality is the factor that has been turned into the manufacture of the new and nationally advertised brands as well as the less popular makes after cigar shops.

This report a continued demand for high grade cigars, and with the cold weather the central city has been well patronized. The manufacturers are beginning to share the prosperity which has been holding the cigar class shops ever since the war began. The nickel cigar is still favored of smokers as the selections broaden with the addition of new brands in this class, introduced, or which appeared in the present year.

New Cigar House

The doors of the newly organized shop, jobbing and retail firm of Kennard & Lumly were thrown open at 1207 Walnut street during the week, the firm showed a highly complete line of cigars, cigarettes, and smoking accessories, and well equipped counters and well furnished rooms. Having provided a special products in cigars, the new firm has incorporated the feature of private brands. The first cigar made by E. Kleiner of New York, the Wallcourt, manufactured by the Morgan Cigar Company, and producers of the brand, these will be distributed with the Marie Antoinette, the Kleiner brand.

Other well known brands of cigars have been on the market distributed through the Kennard & Lumly Company. They are the brand made by the H. C. Nolan of Sellersville, Pa., and the brand, a clear Havana cigar, which has a broad popularity in the city, and is produced in

other brands under the Kenly name especially made for the market in the Kenly mixture produced by the Continental Tobacco Company, and the Kenly cigarettes in sizes for both ladies and

imported tobaccos, have been stocked, including the Orlik, Dunhill, Peterson and Frank pipes and the John Cotton and Hudson's Bay tobaccos. With Benjamin C. Lumly, as vice president and manager, the new business began its career in the Philadelphia trade. He has, as his assistant, John Flanigan, who, until recently, was associated with the M. J. Dalton Company. The sales force will be increased within the next week when several well known cigar salesmen will be added to the staff.

Bayuk Factory Progress

Work on the mammoth new cigar factory and executive offices of Bayuk Cigars, Inc., is so rapid that the new structure now stands at the seventh floor, and with but three more stories to be added it is expected that such progress will be made that the new home will be ready for occupancy by July. The ten story building will be devoted to the most modern of cigar factories, and will provide every facility for the production of quality cigars.

The Bayuk firm has not announced any changes in its prices as result of the tax reforms, but is concentrating on quality, as promised in the hearing before the Senate Committee at the time the cigar manufacturers made their appeal for tax relief measures. In the new home this phase of quality and service will be the keynote of the enlarged business for the manufacturers of the Philadelphia Hand Made, Havana Ribbons, Prince Hamlet and other Bayuk brands.

Having made a swing around the cities of Washington, Richmond and Baltimore E. Popper, whose Ace and Otina have long enjoyed a large Philadelphia following, stopped over to call on the local dealers handling his brands, enroute to Atlantic City. He will remain in the seashore resort for the week, and then another call on the local retailers before returning to the Metropolitan and the Popper headquarters.

Watson Returns

A hand of hearty welcome was extended to George I. Watson, an old time Philadelphia associate, and for many years engaged in the cigar manufacturing business in this city as a partner in the Sig C. Mayer Company, and later in the Associated Cigar Manufacturers Company, and now affiliated with the H. C. Nolan Company, of Sellersville, Pa., manufacturers of the Rose Aroma and the long established Rey Omega cigars. Mr. Watson called on the newly organized Kennard & Lumly Company, which will wholesale the Rose Aroma.

When Edward Ackerman, of the Cuesta Rey Cigar Company, Tampa, stopped over in the Quaker City last week he introduced the newest addition to his line, the Cu-Rey brand. This is a shade grown proposition which will become the big 1926 offer to the trade, and it already has been successfully launched in the New York territory and headquarters of the popular representative of the Cuesta Rey cigars. Another cigar, which has been an old time popular seller locally, and which was featured in the recent visit, was the El Rey Del Mundo, the Havana line of the Ackerman cigars.

El Grito Appears

Although Julian Rosencrans for many years has been welcomed by the Philadelphia trade as the representative of E. Kleiner & Co., Inc., and the long established Marie Antoinette, his visit in the past week was chiefly to attend the opening of the new distribution center of the brand which is to be featured by the Kennard & Lumly Company. Like many manufacturers, in recent days, a new cigar was offered from the Kleiner factory in the El Grito, a clear Havana

EL TREBOW

"None Better at Twice the Price"



Made in 6 sizes. Sumatra wrapped and a filler blend of all imported tobaccos. An all satisfying cigar.

TREBOW CIGAR CO.

121 NORTH 5th STREET

PHILADELPHIA

CORTEZ CIGAR CO.

Cortez CIGARS

KEY WEST

Read Tobacco Week!

Established 1898

Cable Address Randolph

RANDOLPH MEADE & COMPANY

INCORPORATED

Leaf Tobacco Dealers


We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.

Correspondence solicited. Satisfaction guaranteed.

Samples sent on request.


DANVILLE

VIRGINIA



Charles Denby 2 for 15c

They satisfy the smoker because they are good, and the merchant because they sell.



LA FENDRICH

10c. to 3 for 50c.

H. FENDRICH, Inc.
EVANSVILLE, IND.—ESTABLISHED 1850

ROBERT EMMET

Fresh Cigars Kept Fresh in Airtight Tins

One Size,
One Grade,
One Price.

10c

Packed in Airtight Tins

The Big Seller
Wherever You Go

SPITZ CIGAR CO. LIMITED, Manufacturers
Harper & Seneca Sts., Detroit, Mich.





LA PALINA CIGAR


If you want a fast moving number, stock up on

TOPIC CIGARS

"Good from End to End"

In all sizes -- shapes and colors

Bobrow Bros. Inc., Mfrs.
Philadelphia, U.S.A.
Makers of Bold - La Tosella - Recall



cigar of excellent quality which upholds the reputation of the manufacturers as producers of high grade smokes.

With the arrival of Samuel Frank in the city last week, the trade was treated to a view of one of the most attractive offerings of pipes which have been shown so far this year. There have been numerous new designs in pipes in the 1926 offerings, and the Frank line contained a wide range in pipe ideas of entirely original sources. The dealers also bought heavily of the new offerings in smoking accessories, as well as the standard pipes and smoking requisites in preparation for a big year, as result of the coming Sesqui-Centennial Exposition celebration.

Cinco Still 2 for 15c

Just returned from a tour of the Pittsburgh distribution headquarters of the Cinco and the Henrietta, the brands of Otto Eisenlohr & Brother, 932 Market street, Vice President F. Gallagher was highly gratified with the prospects for the smokes in that section of the country as reported by the distributors, Leonard Wagner & Company.

The Eisenlohr cigars have been making rapid headway in increased sales in the Pittsburgh territory under the energetic campaigns of the Wagner interests in promotion of the brands. In the return trip to the Quaker City headquarters, Vice President Gallagher deputed to Washington, D. C., to talk over the Eisenlohr distribution plans for the District of Columbia, with the representatives of the Capital City, and then called on the two Baltimore distributors before the homeward journey. While the cost of Cinco has been reduced \$2 per thousand to the dealers, the price over the counter will remain two for fifteen cents.

Assistant Secretary George M. Lex, of the Congress Cigar Company, is sojourning at Atlantic City, accompanied by Mrs. Lex, in a brief holiday rest. He will return to his desk at headquarters in the modern Congress Building at Third and Spruce streets in the coming week.—LIBERTY BELL

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent.

Parity of exchange is given as reported by the United States Mint, except in countries with a silver standard, where parity fluctuates with the price of silver. STERLING—Par \$4.86½ per sovereign.

Closing Rates Tuesday

Demand...	4.85½	Cables...	4.86¼
FRANCE—Par	19.3 cents per franc.		
Demand...	3.50½	Cables...	3.50¾
ITALY—Par	19.3 cents per lira.		
Demand...	4.02½	Cables...	4.02½
BELGIUM—Par	19.3 cents per franc.		
Demand...	4.01¼	Cables...	4.01¾
GERMANY—Par	23.8 cents per mark.		
Demand...	23.81	Cables...	23.81
AUSTRIA—Par	14.07 cents per schilling.		
Demand...	14.125	Cables...	14.125
DENMARK—Par	26.8 cents per krone.		
Demand...	26.18	Cables...	26.20
GREECE—Par	19.3 cents per drachma.		
Demand...	1.34½	Cables...	1.35
HOLLAND—Par	40.2 cents per florin.		
Demand...	40.06	Cables...	40.08
HUNGARY—Par	20.3 cents per crown.		
Demand...	.0014½	Cables...	.0014½
NORWAY—Par	26.8 cents per krone.		
Demand...	21.28	Cables...	21.30
POLAND—Par	19.3 cents per zloty.		
Demand...	13.00	Cables...	13.00
RUMANIA—Par	19.3 cents per leu.		
Demand...	.42	Cables...	.42
SPAIN—Par	19.3 cents per peseta.		
Demand...	14.08½	Cables...	14.09½
SWEDEN—Par	26.8 cents per krone.		
Demand...	26.81	Cables...	26.83
SWITZERLAND—Par	19.3 cents per franc.		
Demand...	19.25	Cables...	19.26
CHINA—Cents per silver dollar for Hongkong; per tael for Shanghai and Peking.			
Hongkong—			
Demand...	56.38	Cables...	56.50
Peking—			
Demand...	77.50		
Shanghai—			
Demand...	72.75	Cables...	72.875

PHILIPPINE ISLANDS—Manila; cents per silver peso.		
Demand...	49.75	Cables...
JAVA—Par 40.2 cents per florin.		
Demand...	40.125	
JAPAN—Par 49.8 cents per yen.		
Demand...	45.38	Cables...
ARGENTINA—Par 42.44 cents per fine paper dollar.		
Demand...	38.87	Cables...
BRAZIL—Par 32.45 cents per reis.		
Demand...	14.43	Cables...

Liverpool Transac During January

LIVERPOOL, Eng., March 6.—Following figures and comments from the regular monthly report issued by Edwards, Company:

Virginia	
Stock, Jan. 31, 1926	88.09
Imported in Feb., 1926	5.11
Delivered in February	94.00
Stock, Jan. 31, 1926	90.42
As against 1925	89.8
As against 1924	92.65
As against 1923	95.44

Western

Stock January 31	10.8
Imported in January	3.3

Delivered in January	11.1
Stock January 31	10.8
As against 1925	8.8
As against 1924	11.9
As against 1923	10.5

Market Comment

There is nothing of particular to report as having transpired in month of February, and their queries have been for fine cured land tobaccos with a little color.

Latest cabled reports advise per cent of the Western crop marketed, and that tobaccos will be in strictly limited supply.

ROOTS The Foundation Your Tobacco Crop

Would you dare erect a home several thousand dollars, upon a weak foundation? Of course not. Then why risk the success of your tobacco crop—probably worth \$100,000—upon a common variety of roots which is susceptible to Root-rotting off the roots of your plants? Their nutrition is reduced where the plants either die or seriously stunted. A poor yield.

SHIPP'S

Root-rot Resistant Up White Burley Seed

is the remedy for Root-rot which about 60% of all old tobacco bacco grown from them is resistant to this disease, enabling the planter to raise full growth.

Tennessee Average \$485.00 to the Acre

Mr. R. W. Johnson, of Sevier County, Tennessee, of the Tennessee Seed and Planting Department, makes the report on his 1925 tobacco crop from Shipp's Seed: 9-10 on produced 1472 lbs., an average of 147.2 pounds to a full acre, which was an average of almost \$30.00 per acre and \$485.00 to the full acre. This tobacco Mr. Johnson won prizes at the Knoxville Tobacco Show in November, receiving four prizes in the general show.

It pays to plant Shipp's Seed years TODAY.

Price \$1.50 per 1000

J. V. SHIPP

Midway, Kentucky

"In the Heart of the District"

Outlook for Tobacco Production in 1926

ports to U. S. Department of Agriculture Indicate Increase in Some Instances, and Decrease in Other Sections—Cigar Leaf Sections Show Tendency to Cut Acreage

WASHINGTON, D. C., March 22.—An attempt to increase the acreage of the types of tobacco and decrease in returns received by the Department of Agriculture in its report of intentions to plant.

The most important prospective increase, if present intentions are adhered to in Burley. In recognized Burley this amounts to slightly more than 18%, which would carry the total yield acreage to about 368,600 acres. The average yield per acre in 1925 was estimated at 800 pounds, resulting in a total production of about 271 million pounds. The 10-year average yield per acre in 1916-1925 was 893. Such a yield on 368,600 acres would amount to nearly 330 million pounds, approximately 18% more than was produced in 1925. In the face of the already large acreage of Burley leaf in the hands of growers and manufacturers, the market for such a crop would present grave difficulties. The situation is further complicated by the apparent tendency to plant Burley tobacco in the traditional dark fired territory. The extent of this tendency to shift types has not as yet been measured and no allowance for it is made in the above figures.

Conflicting Situation

Reports from the dark fired sections present a conflicting situation. In the eastern or Paducah district of Kentucky and Tennessee the tendency to decrease is pronounced and consistent; in the western or Clarksville and Hopkinsville section the tendency is to increase.

How much of this intended increase is represented by a shift from dark fired to Burley is unknown at this time. On the face of the returns it would seem that growers have not been entirely disheartened by the trend of prices during the past three months, or have not correctly interpreted the situation. The decline in price in both sections has been steady from the opening of the marketing season to the present time. In the western district it has ranged from two to three dollars per hundred pounds; in the eastern district the decline has been even more severe, amounting to nearly six dollars per hundred pounds at some markets. These losses may be attributed primarily to the changing outlook in the export situation. Foreign production has increased rapidly in recent years, and aided by cheap labor and preferential import duties has been enabled to compete successfully with American production. The need for readjusting domestic production to conform to the changing outlook is clearly apparent.

The same remarks apply in a general way to Henderson stemming, Green River, and One Sucker. Reductions in acreage of 10 to 15% appear probable in all three types.

Virginia Dark and Virginia Sun Cured have enjoyed a favorable marketing season and are responding with a 3% increase in acreage. Bright flue cured shows a tendency to increase slightly, though decreases in portions of the New Belt are apparent. This is particularly true of Georgia and Florida where the 1925 crop was marketed at a time when the Chinese situation with respect to tobacco imports was having

its most serious effect. The modest increase indicated in this type as a whole is about in line with the present trend of consumption demands.

Cigar Leaf Sections Show Tendency to Curtail

A general tendency to curtail acreage is apparent in the cigar leaf sections. The Connecticut Valley expects to plant about 19% less than last year, Pennsylvania 20% less, Miami Valley and the Georgia-Florida districts about 11% less. These decreases appear to be a recognition of the present surplus of cigar leaf tobacco in the hands of dealers and manufacturers and if adhered to should have a beneficial effect on marketing conditions in the areas concerned.

It is pointed out in connection with all these figures that they represent only farmers' intentions expressed as of March 1. They are in no sense a forecast of the acreage that will actually be planted.

February Production Figures

WASHINGTON, D. C., March 22.—The following comparative data of tax-paid products indicated by monthly sales of stamps are obtained from the statement of Internal Revenue collections for the month of February, 1926, and are issued by the Bureau. (Figures for February, 1926, are subject to revision until published in the annual report.)

Products	Feb. 1925 Number	Feb. 1926 Number
Cigars (large)		
Class A ...	194,143,295	197,368,860
Class B ...	83,372,057	65,284,643
Class C ...	162,906,540	177,421,124
Class D ...	9,009,263	9,546,443
Class E ...	2,131,123	1,583,077
Total	451,562,278	451,204,147
Cigars (Small)	34,682,140	18,109,360
Cigarettes (Large)	660,401	718,000
Cigarettes (Small)	5,681,227,300	6,240,141,951

	Pounds	Pounds
Snuff, mfd. ...	3,692,904	3,789,074
Tobacco, mfd. ...	29,479,348	30,265,059
	Packs	Packs
Playing cards	3,612,606	4,666,391

NOTE.—The above statement does not include tax-paid products from Porto Rico and the Philippine Islands. This information is shown in supplemental statement, as follows:

Tax-paid Products from Porto Rico for the Month of February

Products	Feb. 1925 Number	Feb. 1926 Number
Cigars (large)		
Class A ...	10,135,080	7,342,855
Class B ...	472,450	98,360
Class C ...	798,240	860,380
Class D ...	9,550	100

Total 11,415,320 8,301,695

Tax-paid Products from the Philippine Islands for the Month of February

Products	Feb. 1925 Number	Feb. 1926 Number
Cigars (large)		
Class A ...	14,164,313	15,528,975
Class B ...	263,440	223,860
Class C ...	109,694	175,840
Class D ...	1,283	1,150
Class E ...	85	10

Total 14,538,815 15,929,835

Tobacco, mfd.

Products	Feb. 1925 Pounds	Feb. 1926 Pounds
Cigars (large)		
Class A ...	14,164,313	15,528,975
Class B ...	263,440	223,860
Class C ...	109,694	175,840
Class D ...	1,283	1,150
Class E ...	85	10

Total 14,538,815 15,929,835

Cigarettes (Small)

Products	Feb. 1925 Pounds	Feb. 1926 Pounds
Cigarettes (Small)	84,250	103,826

NOTE.—Quantities of tax-paid products shown in above statement are indicated by stamp sales reported for the month.

Helmerichs From St. Louis

From Missouri came J. C. Helmerichs, of St. Louis, last week to New York and Hartford to examine the Connecticut offerings in the hands of the packers.

After all nothing satisfies like a good cigar.

LESCHHEY-MYERS-CIGAR BOX CO.

CIGAR BOX MANUFACTURERS

YORK-HANOVER-EPHrata-PENNSBURG-PHILADELPHIA

The Best Cigars are packed in Wooden Boxes.

MENENDEZ & CO.

Leaf Dealers, Packers and Exporters
OF

TOBACCO

Cable Parra 87 Amistad St., HABANA, CUBA

HINSDALE, SMITH & CO., Inc.

Established 1846

Importers of Sumatra and Havana and Packers of
Connecticut Leaf Tobacco
SPRINGFIELD, MASS.

125 Maiden Lane
Cable Address "Nargil"

New York
Telephone 901 John

Compania de Abraham Haas

ESCOGIDAS Escogedor de Tabaco CAMAJUANI
SANCTI En Rama SANCTI

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Cable ANTERO

Havana Has Very Lively Week of Trade

Echevarria & Perez Heavy Buyers—Sutter Buys Pure
Semi-Vueltas—Pantin Exporting Leaf—Pollack Exports
Vuelta—Koop Arrives—Government Guarantee Free

HAVANA, Cuba, March 18.—The last week was somewhat livelier than the week before. Echevarria & Perez were undoubtedly the heaviest buyers, having been busy several days to register 912 bales of Remedios first and second caps in the warehouse of Gonzalez y Hno., and 1130 bales of the same grades they bought from Angel Prieto. From the country this firm received little over 100 bales. Walter Sutter Company finally convinced Don Pepe Puente, who recently arrived from Spain, that it is about time to get rid of last year's tobaccos, and bought from this gentleman nearly 600 bales of semi Vuelta 14as.

Although Leslie Pantin & Son are not buying lately, they are nevertheless very busy with their different large stripping plants, exporting a good number of barrels and bales with every steamer.

Pollack Gets Vuelta

Mark A. Pollack also seemed to have done most of his buying during the latter part of last year, having acquired only a lot of high grade Vuelta Abajo this week in the warehouses of Sobr. de A. Gonzalez. This latter firm sold also to local manufacturers a few lots of wrappers, same as Iglesias y Garcia, who delivered wrappers to the Credito factory.

The cigarette factories seem to need further material for cutting purposes, as Calixto Lopez bought from the Sobrinos de A. Gonzalez 550 bales of V. A. Puntillas, and the Gloria Cubana from Foyo & Rodriguez 88 bales of the same grade.

Villamil, Santalla & Company, and Torres, Gener y Hno. were buying Vuelta Abajo low grades and stripping scraps.

A few days ago Leadio Tejero, of Tejero y Garcia, arrived from Tampa in order to buy material for their factory.

The weather continues to be excellent, that is dry and cool, and while the many tourists arriving from the north are having a great time seeing sights of Havana and its beautiful surroundings, the farmers in the Partido section are anxiously waiting for warmer, and, possibly, wet weather in order to be able to put their tobaccos in pile.

Koop in Havana

Mr. Koop accompanied by Mrs. K., spent part of this week in Havana, where Mr. K. had to settle some matters with the Government. Readers will know Mr. Koop very well as the largest owner of farms and land in the celebrated Hoyo de Manicaragua. Besides his own farms, Mr. K. has rented a good number of farms to experienced tobacco men, and he reports that all of them have at least three times as much tobacco as last year.

The tobacco is well developed, absolutely clean in leaf, and will bring a large proportion of upper grades. Readers will remember that, first of all, the Manicaragua section was favored by rain just at the right time. The reports from all other sections are unchanged, that is, everything looks bright, and if, after all, the prices come down, enabling also poor mother Europe to buy plenty of low grades, things will look brighter still.

Good news was published by the Asociacion de Almacénistas, that the "Comision de Propaganda y Defensa

del Tabaco," in accordance with the law passed by the Cuban Government, is willing to put on every tobacco the "Guarantee of its origin as Cuban product," free of charge, further proof of the good will of the present Government in its trade and its protection.

Listed Tobacco Stocks

Closing Prices Monday
Reported by Marketwire

American Snuff	139
American Snuff, Pfd.	137
American Sumatra	12
American Sumatra Pfd.	12
American Tobacco	115
American Tobacco Pfd.	108
American Tobacco "B"	113
Consolidated Cigar	58
General Cigar new	53
General Cigar old	107
General Cigar Pfd.	111
General Cigar Deb. Pfd.	111
Liggett & Myers	76
Liggett & Myers "B"	75
Liggett & Myers Pfd.	120
Lorillard, P.	385 1/2
Lorillard, P. Pfd.	110
Reynolds, R. J. Co. Pfd.	125
Reynolds, R. J. Co. "B"	92
Tobacco Products "A"	101 1/2
Tobacco Products "B"	107
United Cigar Stores	93 1/2
United Cigar Stores Pfd.	117 1/2
U. S. Tobacco Co.	59 1/2
U. S. Tobacco Co. Pfd.	110 1/2
Consolidated Cigar Pfd.	94

Otto Eisenlohr & Brother Earnings in 1925

Report of Otto Eisenlohr & Brother, Inc., for year ended December 31, 1925, shows net profit of \$369,293 before federal taxes, equivalent payment of preferred dividends of approximately \$158,000 to 88 cents (par \$25) earned on 240,000 shares of common stock. This compares with net profit of \$149,537 before taxes, or \$6.63 a share on 22,543 outstanding shares of 7% preferred stock. Consolidated income account for 1925 compares as follows:

Gross profit	\$1,526,977
Selling and general expenses	1,084,506
Operating profit	\$442,471
Misc. chgs, less other inc.	73,178
Net profit before federal taxes	\$369,293

Rosencrans With Quaker

To attend the opening of the new plant of the Quaker City Cigar Co. in Philadelphia last week, Julian Rosencrans, of Kleiner & Company, Inc., went to the Quaker City, and incidentally a kind word here and there for Antoinette and El Grito, that new Kleiner cigar productions.

EDUARDO H. GATO



Established Since 1871
BOUQUET de GATO—MI PREFERIDA—CRESIDA
E. H. GATO CIGAR CO., Factories and Office, Key West, Fla.

San Francisco Cheered By The Outlook

Jobbers and Retailers Happy—Salesmen Active—Goss Gets Out New Display Case—Three Million Manilas From La Insular Factory—Van Camp to Start Campaign.

SAN FRANCISCO, Cal., March 16.—With prospects of trade growing ever better as the year progresses, there is a manifest itself a positive spirit of activity among jobbers and men, and the encouragement to keep the road is strong enough.

There is Chas. H. Knuble, with his lines, who dropped in a few days from a three weeks' trip through the southern part of the state, only to be the highway, as soon as possible, to the remainder of the territory.

Ed Monroe Falkenstein is ready for a new year ahead for the new sizes which are appearing.

Dallman, the pipe veteran, is in a hurry, for he is so busy that everything is beginning to smoke. He says that through all the smoke he sees a fair year ahead.

New Goss Case

Goss & Company are after more for the simple reason that they want to satisfy. The fact is they just passed through a splendid year. But believing it best to always have the best, they have now designed a cigar case, with a cigar moistening arrangement, which they supply to those who display their goods.

The United Stores are now making a small size display case, for conveniently displaying several special boxes of cigars.

De Acuna, distributor in the United States for the La Insular Cigar Co., reports the arrival, during the month, of three million cigars. The feature of the Manila cigar trade, now, is the fact that dealers are beginning to inquire as to the quality of the cigars offered to the standing of the cigars offering goods on the American market. This simply means that the cigar business is beginning to see the American cigar business, of a matter of brands, and less a matter of price appeal. That there are cigars and Manila cigars has been demonstrated a fact.

More Effort on Van Camp

T. Jos. Rinaldo Cigar Company is working for a heavier campaign than on their Van Camp cigar, which the list in popularity in San Francisco. They are also giving some special on in co-operation with the El and follow up the helpful line of using that has been pursued by the same people. They say their cigars are all moving well, and feel very good of a heavy year ahead.

Meade reports that he is having encouraging success with the Weiroth's products, and is beginning to get heavier shipments from St. Louis. He has gone after the supplying of state institutions, subject to bids, and reports of success. The local cigar business is steady as clock work. The new Bercovich cigar store in the District has started off with a bang of business. It is attractive and complete, and that seems to be a decided help. One peculiar feature of the store is that the clerk in charge of the

older stand, just a block away, reports that it seems scarcely to have touched any of their trade, which seems to keep up about the same volume as before.

The Bercovich cigar stand, at the corner of Sutter & Bush streets, is the new one on the list, so far as location is concerned. The building where they have been, at the corner of Sutter and New Montgomery streets, has become too small for the value of the lot; so it is being torn down to make way for one up-to-date. The new location, being near the old, is holding the old trade.

Post Office Attraction

One way of drawing customers is to start a post-office. This has been done by Mrs. Fred Meade who has had a branch-office installed in her cigar and tobacco store at the corner of Twenty-first and Alabama streets, where it serves a real neighborhood want. And it has made a pronounced increase in the volume of the trade of the store.

Dan Dwyer, secretary for the Retailers Association, reports the state of affairs, so far as the testimony of the retailers is concerned, to be somewhat better than usual. There is a tendency to more liberal discounts, which is to the benefit of retailer. Quite a favorable reception is being given to the special discounts allowed by the General Cigar Company, on condition of the featuring of General goods. It looks right off the bat as if some of the benefits of the tax reduction would filter through to the retailer. Local business with him is constantly better as he is in the line of steady growth.

Walter Fricker, just returned from the northwest, reports the placing of the Garcia y Vega with Allen & Lewis, who will act as Oregon distributors.

Box Trade

The Stone Cigar Company, who make their own, and distribute to the box trade, report that they find trade in their line steadily, though not rapidly, increasing. They enjoy the fact that their trade is so dependable and steady. One thing they learn, in appealing exclusively to the box trade, is that there are but about five brands that are very generally bought by the box. It is a surprising fact that some of the best sellers over the counter, they find, are hardly ever bought by the box. They do find, also, that box smokers are becoming more exacting and critical. They demand an article of unchangingly high quality.—SUNSET.

Hoffman Returns From Long Coast Trip

After covering practically the entire country, east and west, in his swing from New York to San Francisco, President Jacob Hoffman, of the Continental Tobacco Company, returned to his New York offices last week, via St. Louis and Chicago. He found the Continental brands, especially Dunhill cigarettes and Barking Dog tobacco, excellently placed and rapidly repeating wherever he went.

DEMA INFINITO LORD BYRON
CLEAR HAVANA CIGARS
MARGUELLES, LOPEZ & BRO., Inc., Makers

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Dealers in All Kinds of Havana Tobacco
Specialty—Remedios & Vuelta Abajo Tobaccos
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SPECIALISTS IN PARTIDO

HAVANA LEAF TOBACCO PACKERS AND DEALERS

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Leaf Tobacco

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PARTIDO, SEMI VUELTA AND REMEDIOS

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HIJOS DE DIEGO MONTERO

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GROWERS OF CONN. SHADE

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235 State Street Hartford, Conn.

Steane, Hartman & Co., Inc.

GROWERS AND PACKERS OF
CONNECTICUT LEAF TOBACCO
96 COMMERCE STREET HARTFORD, CONN.
"After all, nothing satisfies like a good cigar."

HIPPLE BROS. & CO., Inc.

HATFIELD, MASS.
GROWER AND PACKER OF
BROAD LEAF and HAVANA SEED Tobacco

E. L. KOHLBERG & SON

CONNECTICUT TOBACCOS

144 WATER ST., NEW YORK

Telephone John 8821

MANNING & KAHN, Inc.

Growers and Packers of
CONNECTICUT SHADE AND BROADLEAF
MANCHESTER, CONN.

M. J. GANS

PACKER AND DEALER IN
Connecticut, Havana and Broad Leaf Tobacco
219 State St., Hartford, Connecticut

HUNTTING BROS.

Growers and Packers of Connecticut Shade, Primed,
Broadleaf and Havana Seed
East Hartford, Conn.

L. B. HAAS & CO., Inc.

Established 1883

Growers, Packers and Dealers
CONNECTICUT LEAF TOBACCO
146-182 State Street HARTFORD, CONN.

R. J. WHALEN

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GROWER AND PACKER OF
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Growers of Shade-Primed Connecticut.
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W. L. Katzenstein

S. A. FASSLER & CO.
GROWERS OF SHADE AND PACKERS OF
CONNECTICUT TOBACCO
148 STATE ST., HARTFORD, CONN.

Connecticut Business Runs Smooth

Only Small Blocks Now Remain—Dark Havana Seed
Broadleaf Exceptions—Pool Suits Interest Trade—
ing Preparations—Primed Havana Seed Selling.

HARTFORD, March 22.—Business was about on a level with previous weeks, with transactions reported in all types and grades. Not in large blocks because the latter no longer exist, except in the dark grades of both Havana seed and broadleaf, but they were confined mostly to the 1924 crop. These are going about as fast as they can be worked up into the class of goods they are fitted to.

Nickel Binders

The demand for a binder for the five cent cigar of the future will soon absorb the so called surplus stock of these grades, which at present is not in heavy demand. When the packing of the 1925 crop is taken into consideration, the shortage of the lower priced binder grades is bound to be considerable. The enormous quantity of the crop that went into stemming grades, has cut down the total number of cases packed to a smaller figure than any one knows.

Along with this, many a complete packing is already spoken for, and off the market. When this state of affairs rules so early in the season what can be expected early next fall, when the majority of manufacturers come into the market? Somebody is bound to be sadly disappointed because the goods wanted are no longer here.

Pool Suits

The main topic of conversation has had, as a subject, the outcome of the several suits brought by the Connecticut Valley Tobacco Growers Association against several growers and well known packers, in relation to sales of the crop, contrary to the Association contract, and the outcome of these court actions is awaited with great interest by all connected with the trade in this section.

Spring weather has at last put in its appearance, and early spring work will soon be in full swing. Reduction in tobacco acreage, to a certain extent, is bound to rule, but exact figures are not yet obtainable, nor likely to be, for some months to come.

Many different tobacco acreages are daily advertised for rent, mostly because owners are in no position financially to grow a crop. Or they do not want to take chances, under present high costs of production, of a good, well fed crop, and an apparent overloaded market.

Wrapper Sales

The effect of the Sumatra situation at the present time, as gained from the reports, during the past week, has already had its effect on some of our wrapper grades. Sales of both primed Havana seed and old round tip, have taken many bales off the market. The little that is left will go very soon.

Fred B. Griffin, of Griffin-Rapaport, has hied himself off to Pinehurst to shoot a few holes of golf for a couple of weeks.

Buyers Register

Buyers were here in greater numbers than last week, and numbered amongst them were B. Levy, Ben Meyer, of J. Meyer & Son; M. L. Gershel, A. J. Mendelsohn, Jack Jacoby, P. Lowe, Jr., M. Edelman, J. L. McGeraty, L. Leopold, of New York; A. Horn, San Francisco; Ben Schwartz, Congress Cigar Company; S. H. Grabosky & Son, of G.H.P. Company, Philadelphia; and J. C. Helmerichs, St. Louis.

Association Notes

Suits to recover the 1925 tobacco crop of J. J. Reardon, of South Windsor, sold to Meyer & Mendelsohn, and the

1925 tobacco crop of Donald J. G. of Wapping, sold to A. & S. Hartman & Company, to whom the Connecticut Valley Tobacco Association. of \$25,000 are claimed in the suit.

The suit is similar to the one instituted a few days ago against J. J. Hartman & Company, to whom J. J. Mulcahy of Hillstown and J. J. Devitt of Burnside recently sold 1925 crops. The damages claimed that action are the same as those

All four of the growers named in the suits are association members. I have been imposed as follows in equity on each man in the 1924 crops now with the association: The amount of the fines are: E. L. \$3,240; Grant, \$1,500; Mulcahy, \$1,200; Devitt, \$1,200; a total of \$7,440. Reardon's 1925 crop comprised five acres. Mr. Grant raised five acres, and Mr. Mulcahy and Mr. Devitt raised forty acres.

Three members who were fined several weeks ago for the sale of tobacco have settled the fines imposed on them by paying the six cents the penalty and the sheriff's fees. At the time it was learned Mr. Grant had to A. & S. Hartman, he would not close the name of the buyer, but the action brought against A. S. Hartman reveals the name of the firm which made the purchase.—NUTMEG.

Cut Expected in Connecticut Valley

HARTFORD, Conn., March 13.—A reduction of 40 per cent. in acreage of the tobacco crop of 1926, as compared with the 1925 crop in the Connecticut valley, is expected by officers of the Connecticut Valley Tobacco Association, fertilizer dealers and independent cigar leaf packers and independent growers according to recent reports.

Various causes tend to confirm this opinion. A main one is that although the 1925 crop is not running more than 70 per cent. packing grade, it is going to be a continuous crop, even when the 1926 crop is in the market. It is felt that it would be foolish still to increase the acreage by raising acreage in 1926 crop in 1925.

Many of the growers realize, now, that it is unwise to raise, especially, poor tobacco, which will be stemming grades because of the inherent unfitness of the land for tobacco, and which at stemming grades will not pay the cost of production.

Another factor which will make a 40 per cent reduction in acreage will allow the 60 per cent. packing grade to be placed in the sheds very better in the matter of spacing between the laths, than the usual practice. With less tobacco and the shed room, it is apparent that tobacco can be more widely spread, which will, of course, allow much better circulation of air in the tobacco is "coming down."

Tobacco men, who are expert in curing, recommend that only plants be put on a lath this year, instead of the usual six broadleaf or seven Havana seed plants.

The fertilizer situation is going to be easier than announced some time ago after the fertilizer men conference and it was understood requirement would be "No more

The Home of Connecticut Broadleaf
J. E. SHEPARD
Grower and Packer of
Connecticut Broadleaf Tobacco
South Windsor, Conn.

ter," or fertilizer sold only for is said that credit will be ex- in cases where the grower for fertilizer used in former or last year only, and where, ings taken into consideration, the ant for fertilizer credit for 1926 up" as a moral and financial take on by the dealer.

United Cigar Has Its Record Year

1925, United Cigar Stores Co. of ca had the biggest year in its his- net profits increasing 24% over the best previous year. Slightly than \$4,000,000 was carried to sur- as the result of a banner year, t \$1,100,000 in 1924. "enhancement of ed values," United Cigar Stores ed net income of \$8,813,228 after t and federal taxes, equivalent to a share (par \$25) on \$35,850,906 n stock. This compared with net 696,700 in 1924, including \$1,247- enhancement of leasehold values, or a share on \$34,113,137 common. "ing the enhancement of lease- values, approximately the same in ears, 1925 earnings would be equiva- to \$5.03 a common share, compared 3.77 in 1924.

Good Tobacco Year

ord earnings for United Cigar occurred in a year which was ally the best ever for the tobacco try, with the exception of cigar is. The latter went through hard in the first half of the year, but e whole came through the year i shape due to a marked picking-up liness in the second half. In the and, United Cigar had approx- ar 3,000 stores and agencies. This compared with less than 2,500 the d of 1924.

T growth of the agency branch of tem was large last year. A spe- ive was carried on, especially in

towns and villages where it is not feasi- ble or profitable to establish a United Cigar store. The company thereby takes a minimum of risk, as it sells its goods to the agents, who undertake the mer- chandising in localities where they al- ready have an established business.

Surplus \$2.79 a Common Share

The chief feature of United Cigar's year was the carrying to surplus of \$4,008,650, after all charges and dividends on preferred and common stocks. In 1924, only \$1,107,092 was carried to sur- plus. At the close of 1925, profit and loss surplus stood at \$13,117,615, against \$9,108,966 at the end of 1924, and \$8,001,874 in 1923.

While common dividends totaled \$2 a share on the common and 5% in common stock, there was put back into the busi- ness out of current earnings approxi- mately \$2.79 a share on the 1,434,036 shares of \$25 par common.

Net working capital declined approxi- mately \$3,500,000, totaling \$10,966,952 at the close of 1925, against \$14,402,573 at the end of 1924.

Comparative table, showing current assets, current liabilities and net work- ing capital at the close of the last two years, follows:

	Current Assets	
Cash	\$4,821,878	\$6,488,142
Accts & notes rec.	3,329,109	2,438,627
Invent.	12,881,936	11,717,890
Total	\$21,032,923	\$20,694,659

	Current Liabilities	
Payables	\$9,071,820	\$5,401,509
Res tax, etc.	994,151	840,577
Total	\$10,065,971	\$6,242,086

Net work'g capital \$10,966,952 14,402,573
Marked decrease in net working capital at the close of the year is due in the main to application of surplus earnings to tangible assets, rather than quick as- sets. For instance, real estate, leaseholds, etc., showed a gain of approximately

\$4,800,000, and investments a gain of \$4,100,000 over 1924. Accounts and notes receivable gained \$900,000 approxima- tely, and inventories \$1,100,000, a combined increase of \$2,000,000. On the other hand, cash decreased about \$1,600,000, while on the liability side accounts and notes payable gained \$3,600,000. It will be seen that the \$5,700,000 year's surplus, before payment of stock dividends, must have gone partly into real estate and partly into investment holdings.

Real Estate Gains

Real estate, leaseholds, etc., are carried at \$13,696,674, against \$8,846,084 at the end of 1924. The gain is represented by new properties acquired during the year, as well as the \$1,295,196 "enhancement of leasehold values." Incidentally, United Cigar Stores possesses real estate and leases valued at far in excess of the amount carried on the balance sheet. It has been estimated that the leasehold valuation account would total more than \$50,000,000. It is from this account that the stock dividends of 5 per cent annually are derived.

Investment Increase

The other chief feature of the asset side is an increase of about \$4,100,000 in investments. This account stands at \$6,968,181, against \$2,858,586. Gain is represented in part by an increase in mortgages receivable, and partly by an increase in miscellaneous stocks.

Accounts and notes payable stood at \$9,071,820, against \$5,401,509. Part of this increase was represented by at least \$1,500,000 to \$2,000,000 indebtedness to the banks, which has been wiped out since the first of the year. Increase in accounts payable is considered natural, as scope of business has widened, and three more warehouses, at Cleveland, Kansas City and Miami are in operation.

Working Capital Improves

Since the first of the year, working capital position has changed substantial- ly for the better. Notes payable have been eliminated, and cash position

strengthened by the influx of around \$9,000,000 in new cash. This was obtained through subscription to additional common stock, to the amount of around 360,000 shares, which were offered to both common and preferred stockholders at par of \$25 on the basis of one share of additional common for each four shares of either class held.—Wall Street Journal.

Albert Helmerichs Dead

HARTFORD, Conn., March 22.—Albert Helmerichs, president of the G. J. Helmerichs Leaf Tobacco company of St. Louis, Mo., a veteran leaf tobacco man, died at the Hartford hospital last Satur- day of pneumonia, aged 73 years.

He was on a business trip east accord- ing to his usual habit of several visits a year. He came here from Lancaster, Pa., Thursday in bad physical condition. During the night pneumonia developed and Friday morning he was taken to the hospital at the instance of several of his friends in the tobacco business here. His illness rapidly advanced and he died Saturday morning at 6:30.

Mr. Helmerichs had been in the to- bacco trade since his boyhood. He had engaged in handling Connecticut tobacco and some forty years ago for a long period was engaged in buying tobacco in the Connecticut valley and packing it at Windsor Locks.

He leaves his widow, two sons and two daughters. The body will be taken to St. Louis for interment.

Bold Price Reduced

PHILADELPHIA, Pa., March 22.—Effec- tive March 29, Bobrow Brothers, Inc., 220 South Fifth Street, this city, an- nounce that the retail price of the Bold cigar will be reduced from two for fif- teen cents to three for twenty cents. On Recall and Topic, ten cents and upward, there is to be no change in price now terms.

The best cigars contain
Connecticut
Valley
Tobacco

The CONNECTICUT VALLEY
TOBACCO ASSOCIATION, INC.

Headquarters · 225 State St. · Hartford, Conn.

ESTABLISHED 1870

RICHMOND OFFICE
100—Shockoe Slip

PEMBERTON & PENN, Inc.

Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

*Buyers on All Important Markets in Virginia and Carolina*CABLE ADDRESS: "Penn," Danville, Virginia
CABLE ADDRESS: "Penn," Richmond, Virginia

CODES USED: Western Union, Arnold's 5 and 15, Bentley's

GLASS-STAPLES TOBACCO CO.

SMITHFIELD, N. C.

Leaf Tobacco Dealers

Tobacco Redried and Stored on Contract. Bonded Warehouse Under Government Regulations. Correspondence Solicited.

PERSON-GARRETT COMPANY, Inc.

LEAF TOBACCO DEALERS

Rehandlers of and Dealers in all Types of Carolina and Virginia Tobaccos. Modern Redrying Plant Equipped with Latest Improved Machinery and Ample Storage Facilities.

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Domestic and Export Types

R. M. GARRETT, Pres. GREENVILLE, N. C. U. S. A. R. P. WATSON, Vice Pres

SMOKE DILL'S BEST

*"It's A Mighty Fine
Pipe Tobacco"*

If your jobber is unable to supply you, write us direct and state size desired. Give us the name and address of your jobber.

10c 15c 25c 75c \$1.50 (Size)

J. G. DILL CO

Richmond, Va.

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboy's—Rappes—High Toasts—Strong, Salt, Sweet and Plain
ScotchsMANUFACTURED BY
GEORGE W. HELME COMPANY

111 FIFTH AVENUE, NEW YORK

New Co-op Movement To Be Pushed Shortly

HENDERSON, N. C., March 20.—It became known definitely this week that a serious effort will be made in this county for the new sign-up in the old bright belt of North Carolina and Virginia. It was learned from officials who during the past season have been in charge of the local warehouses of the Tobacco Growers' Co-operative Association that they will be directed to use their energies in assisting the canvass in every way possible. It is expected that the actual undertaking of calling on the farmers in this county will begin in the next two or three weeks.

One man, who was one of the strongest boosters of co-operative marketing four years ago, and who now is just as bitter against the present association, expressed the opinion this week that support could be found in this county for continuing the present organization intact, if the high officials, in whom many members of the pool are said to have lost confidence, could be induced to resign their offices, step down and let some one else be placed in charge of the affairs of the association. This member did not think there was much hope for the continuation of the association under its present executive direction.

Just what measure of strength and support will be accorded by the members of the pool to the movement for a new sign-up is problematical. It is said that they are to be given an opportunity to make the decision for themselves, and that the fate of the association is to rest with them.

A meeting is to be held in Greensboro, near the center of the old belt, April 3, two weeks hence, for the purpose of outlining the new contract to the members of the pool who are in attendance. It appears that the new organization has the blessing of the old, if that counts for anything. S. D. Frissel is said to have written from his publicity office of the Raleigh headquarters to Guilford county field men how to go about organization work. "You are not working for the old association," Mr. Frissel writes, "but for the tobacco farmers who wish to build up a new and better association."

The board of 21 men would appoint five to conduct the association, under the general control of the whole board. Local branches would be formed throughout the territory; every member to have one vote; every landowner member to pay an entrance fee of \$3, tenants \$1.

The organization committee consists of 43 members. If by June 15, 1926, the signatures of 65 per cent of the tobacco growers in the old belt are secured, then the contract will be binding, but not until then.

It is provided that the original of preferred stocks or bonds shall exceed one cent for each pound of tobacco produced by or for members on the land of members in 1925; but this amount may be increased proportionately as the membership increases.

The association would buy tobacco a member might raise would be under obligation to sell all he might raise. The object is to get the growers to market their tobacco through the association to avoid dumping and to stabilize the market.—HAD.

Tri-State Co-op Begins Campaign

RALEIGH, N. C., March 15.—Tobacco farmers of the old bright belt of North Carolina and Virginia are making a fight for the old bright belt at once whether they will stay in the auction system from which they were driven to cooperative marketing by signing up 65 per cent of the bright tobacco acreage in Virginia, western North Carolina in a new stronger association during the next ninety days.

This was the statement made at a meeting of the sign-up campaign which the tobacco farmers of the old bright belt are putting on the purpose of protecting their territory in the future.

Since last week's meeting in Lexington, Kentucky, that new fire tobacco growers of the old bright belt have averaged \$7.78 per hundred pounds for approximately 100,000 pounds of tobacco which they had abandoned cooperative marketing of their tobacco. They are now getting \$7.78 per hundred pounds for their tobacco, which is the same as the price of the old bright belt tobacco received during February. The other Kentucky farmers of the old bright belt where the storied tobacco growers cooperative association continues to do business.

The choice of maintaining the price for tobacco in the future by continuing cooperative marketing is a new and stronger association by securing the necessary 65 per cent sign-up or returning to the price levels for tobacco, now clearly up to every farmer and business man in the old bright belt of North Carolina and Virginia. The entire object of the new association is to get the growers with meetings of leading growers and business men in the old bright belt growing counties of western North Carolina, is to keep the price of tobacco in the tobacco counties they belong and where they will fit the towns, the business banks, the homes and the schools.

CHAMBERLAYNE LEAF TOBACCO CO.

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VIRGINIA
CAROLINA
SEED LEAFKENTUCKY
CLARKSVILLE
SPRINGFIELD
HOPKINSVILLE
WESTERN DIST.BUREAU
OHIO
MARYLAND

as the men and women on the
ms who grow tobacco.
Chairman Charles F. Cates of the
organization committee selected by
t belt tobacco farmers to carry on
65 per cent sign up campaign
ent that no effort will be spared to
tent the new contract which has
in improved and safeguarded by
experiences of our years of co-
operative marketing. "Only by the
treat effort of all interests in the
taco area can there be any hope
protection against a return to low
zes and financial disaster which
uld result from failure to continue
protection of cooperative market-
of tobacco. "Chairman Cates told
field workers whom he is sending
to aid the tobacco farmers and
ness men of every important to-
bacco county in western North Caro-
to secure the necessary 65 per
cent sign up. The field workers were
instructed to carry tobacco farm-
of the old belt the message that
policies, no mistakes, no employees
he old association need be inherited
he new association.—S. D. FRISSELL.

Lynchburg Auctions Hold Open Another Week

LYNCHBURG, Va., March 20.—John D.
Cady, of the Lynchburg Tobacco
Company, makes the following report of
tobacco sold on the Lynchburg
"n" market:

	Pounds
to this week	104,800
to March 19, 1926	8,553,000
to March 20, 1925	8,165,800
increase for 1925	387,200

The market was supposed to close for
season after sales yesterday, but it
found that some people were not
to get their tobacco here this week
e buyers agreed to stay on next
and buy what tobacco should
Sales will continue next week,
it is expected that all tobacco will be
Friday, March 27, and sales will
on that date.

The offerings this week were most
on and nondescript grades, being
winding up by the people who
ht it and prices for such grades
about as have been the last few

The demand for good grades con-
d good and when a desirable lot
d up it brought a satisfactory

buyers can't afford to keep their
ies running when sales get light
they are staying on next week be-
they want to help the farmers
ie of what could not be gotten here

Cigarette Paper Imports From France

WASHINGTON, D. C., March 24.—Ex-
of cigarette paper from the Nantes
in district in France to the United
States during last year were slightly
than in the previous year, accord-
ing to reports received by the Depart-
ment of Commerce, showing an increase
in quantity from 7,710,657 pounds to 9,
224,333 pounds. The total value of the
exports amounted to \$2,515,087.—

Instructions to Internal Revenue Collectors

WASHINGTON, D. C., March 24.—The
Bureau of Internal Revenue, in calling
the attention to collectors throughout
the country of the time and date on
which certain sections of the recent Re-
venue Act become effective, shows that
Section 400, dealing with cigars and
cigarettes, becomes effective, "on the ex-
piration of March 28." The other sec-
tions of the tobacco section became ef-
fective at 10.25 A. M., February 26.—
LAMB.

The Sands Statement Easily Explained

DANVILLE, Va., March 20.—Spokesmen
have come forward to defend Oliver J.
Sands in connection with his Halifax
county address and which resulted in
statements being made which were, on
the surface, in conflict with sworn af-
fidavits relative to pool salaries. The
point made was that Mr. Sands said
that he received no salary in 1925, when
the sworn statements from the books
showed that he did.

The explanation is perfectly simple as
Mr. Sands, it is now represented, was
referring to the fiscal year of the to-
bacco year which begins July 1 and
which, consequently, straddles two cal-
endar years.—TETLEY.

Virginia Acreage Somewhat In Doubt

DANVILLE, Va., March 20.—Higher
temperatures prevailing during the past
few days indicate that Winter is over
and that further progress may be made
in preparing for the next crop. There
is reason to believe that the warning
given to the growers not to over-pro-
duce this year will be generally heeded,
although reports have come from cer-
tain sections of Pittsylvania county that
the growers are preparing for a normal
crop.

Season Closed

While the local season has closed, an
extra sale was held here last Thursday
for farmers prevented from bringing
in their leaf before the season ended.
Some 30,000 pounds of tobacco was sold
at a good price.—TETLEY.

Col. Carrington Booked for European Trip

DANVILLE, Va., March 20.—Col. A. B.
Carrington of Dibrell Brothers will
leave early in April for Europe, where
he will spend about sixty days on busi-
ness for the well known leaf firm.—
TETLEY.

Bauer Leaves Consolidated

After thirty-five years with the old
lithographic house of William Steiner,
Sons & Company, now the Consoli-
dated Litho. Company, New York,
Fred Bauer has resigned. He is a
salesman who knows the litho busi-
ness from A to Z, and he is widely
acquainted with the cigar industry.
These old friends in the trade he now
thanks for all past favors, and he
hopes to notify them very shortly of
new plans. For the present, however,
he will rest at his home, 1116 Bush-
wick avenue, Borough of Brooklyn,
New York.

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Leaf Tobacco Dealers
Kinston, N. C., U. S. A.

Wholesalers and packers of all grades of Bright Leaf Tobacco. Domestic and export
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SMITHFIELD, N.C.
U. S. A.**

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The Largest Tobacco Seed
Growers in the World

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of

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SOUTH CAROLINA

Composed of 95,000 Members

All types of bright flue cured, sun cured and dark fired Virginia
Tobaccos.

We sell to the trade either in green warehouse order, or redried.

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Recent Tobacco Exports from Hampton Roads

Reported by the Virginia Forwarding Corporation, William Holmes Davis, President, Norfolk, Va.

From Norfolk

S. S. Hague Maru, Feb. 1: 359 hhds. leaf tobacco for Shanghai.

S. S. Deuel, Feb. 2: 11 hhds leaf tobacco for Bremen.

S. S. Manchester Citizen, Feb. 3: 453 hhds. leaf tobacco, 1 case cigarettes, 10 cases plug tobacco for Manchester.

S. S. Lehigh, Feb. 5: 182 hhds. leaf tobacco for London.

S. S. Winona County, Feb. 5: 1,190 tierces leaf tobacco for Liverpool.

S. S. Pfalz, Feb. 6: 14 tierces leaf tobacco for Assinie, W. C. Africa; 222 hhds. leaf tobacco for Neufahrwasser; 197 hhds. and 2 boxes for Bremen.

S. S. Hatteras, Feb. 8: 511 tierces leaf tobacco for Avonmouth; 62 tierces leaf tobacco for Manchester.

S. S. Scythian, Feb. 8: 3 cases plug tobacco, 1,213 hhds. leaf tobacco for London.

S. S. Exeter City, Feb. 8: 923 tierces leaf tobacco for Bristol.

S. S. Japanese Prince, Feb. 8: 6 cases plug tobacco; 2,362 hhds. and tierces leaf tobacco for Liverpool.

S. S. Eastside, Feb. 3: 528 tierces leaf tobacco for Liverpool.

S. S. Legie, Feb. 8: 7 hhds. leaf tobacco for Bremen.

S. S. Balsam, Feb. 12: 25 hhds. leaf tobacco for Belfast.

S. S. Mountpark, Feb. 14: 18 cases smoking tobacco for Havana.

S. S. Bellhaven, Feb. 15: 548 tierces and hhds. leaf tobacco for Liverpool.

S. S. Malmes, Feb. 15: 132 hhds. leaf tobacco; 41 hhds. tobacco stems for Gothenburg.

S. S. Chickasaw, Feb. 17: 10 cases mfg tobacco; 127 hhds. leaf tobacco for London.

S. S. Sagaporack, Feb. 19: 35 hhds. leaf tobacco for Copenhagen.

S. S. Maryland, Feb. 18: 117 hhds. leaf tobacco for Antwerp; 295 hhds. leaf tobacco; 2 cases cigarettes for Rotterdam.

S. S. Sac City, Feb. 22: 12 hhds. leaf tobacco for Rotterdam; 102 hhds. leaf tobacco for Antwerp; 31 hhds. leaf tobacco for Geneva; 5 cases and 1 box tobacco for Groningen.

S. S. Lorain, Feb. 24: 312 hhds. leaf tobacco for Bremen; 10 hhds. leaf tobacco for Hamburg.

S. S. Rexmore, Feb. 24: 5 hhds. leaf tobacco for Oslo; 216 pkgs. mfg. tobacco, 1,136 hhds. and tierces leaf tobacco for Liverpool.

S. S. Boston City, Feb. 26: 1,261 tierces leaf tobacco for Bristol.

S. S. Bannack, Feb. 27: 114 hhds. leaf tobacco for Dublin.

S. S. Mercian, Feb. 27: 274 tierces leaf tobacco for Manchester; 233 tierces leaf tobacco for Liverpool.

From Newport News

S. S. Saparoea, Feb. 1: 312 hhds. leaf tobacco for Cheriton.

S. S. Steel Worker, Feb. 1: 18 hhds. leaf tobacco for Dairen; 1,777 pkgs. leaf tobacco; 176 hhds. tobacco stems for Shanghai.

S. S. Eastside, Feb. 3: 75 hhds. tobacco for Liverpool.

S. S. Forbesbank, Feb. 3: 1,369 pkgs. leaf tobacco stems; 1,369 pkgs. leaf tobacco for Shanghai.

S. S. Silverelm, Feb. 1: 22 hhds. tobacco for Dairen; cigarettes for Dairen; 200 hhds. tobacco stems for Dairen; 200 hhds. tobacco stems for Dairen; 957 pkgs. leaf tobacco for Dairen.

S. S. Winona County, Feb. 5: tierces leaf tobacco for Liverpool.

S. S. Eclipse, Feb. 8: 449 hhds. tobacco for Hong Kong; 987 tierces leaf tobacco for Shanghai.

S. S. Japanese Prince, Feb. 8: 651 tierces leaf tobacco; 651 tierces leaf tobacco for Liverpool.

S. S. City of Yokohama, Feb. 9: 28 cases plug tobacco; 28 cases plug tobacco for Melbourne; 27 cases plug tobacco for Sydney.

S. S. Langdon Hall, Feb. 9: 600 cases smoking tobacco; 600 cases smoking tobacco for Singapore; 35 cases smoking tobacco for Bangkok; 1,686 pkgs. leaf tobacco for Shanghai; 300 cases rettes and 100 cases smoking tobacco for Manila.

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Unequalled finish of Cigarettes—Easy operation—Clocklike precision—Low maintenance cost

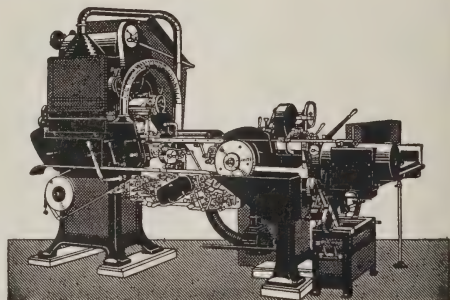
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ROTTERDAM 3

S. Pfalz, Feb. 6: 321 hhd. leaf tobacco for Bremen.
 S. Eurylochus, Feb. 15: 853 pkgs. tobacco for Shanghai.
 S. Gothic Prince, Feb. 18: 16 cases smoking tobacco; 20 hhd. tobacco for Shanghai; 1 case plug tobacco, 4 cases smoking tobacco for Hong Kong.
 S. Maryland, Feb. 18: 7 hhd. tobacco for Luxembourg; 169 leaf tobacco for Rotterdam.
 S. Boston City, Feb. 26: 110 hhd. tobacco for Bristol.
 S. Bordeaux Maru, Feb. 22: 300 cigarettes for Dalny; 750 cases cigarettes for Shanghai.
 S. Lorain, Feb. 23: 500 hhd. leaf tobacco for Neufahrwasser.
 S. Inverbank, Feb. 22: 12 cases tobacco, 35 hhd. tobacco stems; 15 cases smoking tobacco for Shanghai.
 S. Tremeadow, Feb. 23: 214 cases tobacco; 2 cases smoking tobacco; 15 cases leaf tobacco for Sydney.
 S. Vingeohu, Feb. 23: 284 pkgs. tobacco for Cheribon.
 S. Hyson, Feb. 23: 26 cases smoking tobacco; 35 cases cigarettes for Cebu; 970 cases smoking tobacco; 35 cases cigarettes for Singapore; 40 cigarettes; 1 case smoking tobacco for Manila.
 S. Belhaven, Feb. 15: 30 hhd. tobacco for Glasgow; 358 tierces tobacco for Liverpool.
 S. Chickasaw, Feb. 17: 25 hhd. tobacco for London.
 S. City of Oran, Feb. 23: 3 cases tobacco for Brisbane; 26 cases tobacco for Adelaide; 15 cases tobacco; 865 pkgs. leaf tobacco for Larne.
 S. Bowes Castle, Feb. 28: 30 hhd. tobacco for Shanghai.
 S. Commack, Feb. 27: 15 hhd. tobacco for Buenos Aires.
 S. Mercian, Feb. 27: 192 hhd. tobacco for Manchester.

Proposals Discussed at Co-op Meeting

HENDERSON, N. C., March 20.—The annual meeting of the Tri-State Tobacco Growers' Co-operative Association, held at Raleigh, N. C., for the purpose of discussing the plan of operation, and the center of a great deal of interest at the monthly meeting of the association in Richmond, yesterday. One of the proposals presented by Mr. Ross was that the farmers of the three States of the association, and South Carolina and Virginia, hold a referendum on whether they would like to enter into five-year contracts be completed by deliveries the coming season. Other and other proposals made by the farmers were freely discussed at the meeting and were reported to have received rather general approval. How action was taken. It was expected that action on the Ross proposal as well as upon others involving the reorganization of new policies in the association would be held in abeyance until an injunction hearing before Judge I. M. Meekins in Raleigh, March 29, it being the action proposed by W. M. Person, of Franklin County, in behalf of farmers, members of the pool seeking the appointment of a receiver and the dissolution of the association.

It was announced following the meeting that the directors of the association plan to hold a meeting in Raleigh immediately after the hearing of Judge Meekins is announced, and to take up at that time the proposals if the court's decision is favorable to the association. At yesterday's meeting in Richmond, the farmers were presented showing that they were re-signing in the old bright pool these two States, which got underway March 15, was proceeding rapidly.

There were also favorable reports as to the outlook in the dark-fired belt of Virginia for a successful campaign which is soon to open.

Failure of the South Carolina growers in the belt which includes eight counties in North Carolina, to sign the new five-year contract would have no deterrent effect of any consequences upon the other campaigns, according to opinions expressed.

Aaron Sapiro, general counsel of the association, was present for the conference of the directors, and he voiced his faith and confidence in the ultimate triumph of the co-operative movement.

"I don't believe the day is lost," he said. "I have absolute faith in the ability of the board to pick men in whom everybody believes. I am certain that co-operative marketing has added millions to the incomes of tobacco growers in Virginia and the Carolinas."—H.A.D.

Co-op Case Hearing Put Off And Place Changed

HENDERSON, N. C., March 20.—United States Judge Isaac M. Meekins this week granted an extension in the time placed before the hearing in the petition for a receiver for the Tobacco Growers Co-operative Association. The case was originally set for March 22 at Fayetteville, N. C., but the extension moves the date back to Monday, March 29, and likewise changes the place for the hearing to Raleigh.

The application for the receivership was made several weeks ago on behalf of five Virginia farmers, by former State Senator W. M. Person, of Louisville, Franklin county, and Judge J. Lloyd Horton, formerly of the State superior court bench, as attorneys for the plaintiffs. The postponement and the change of the place for the hearing was ordered after attorneys for both sides who appeared relative to papers and records to be furnished the plaintiffs had agreed that the hearing will consume two or three days.

Both sides expressed eagerness for an early hearing in what is conceded to be the most sweeping litigation in which the association has yet been involved in the four turbulent years of its history. Relative to the time to be consumed in the hearing, Judge Meekins assured the attorneys that "I shall move the case to Raleigh and you may have the whole week if you desire it."

The plaintiffs have asked for certain information, the specifications of which exhausted the alphabet and went as far as "z" on the second series. Judge Horton agreed that an affidavit would be physically impossible to furnish any particular item in the order would relieve the association as to that item, and Colonel W. T. Joyner, counsel for the association, agreed to open the books for inspection and to furnish everything possible called for in the order. The tobacco association is required to furnish voluminous information.

(Continued on page 134)

Finances Please Tri-State Directors

DANVILLE, Va., March 20.—W. E. Gardner has returned from Richmond, where he attended the meeting of the Board of Directors of the Tri-State Tobacco Growers' Co-operative Association. The session lasted virtually all day. According to Mr. Gardner Richard R. Patterson did not make the statement which was anticipated from him in reply to the editorial in the Progressive Farmer in which his resignation was demanded. The directors said, furthermore, that no resignations of any character were offered or considered.

Most of the time was spent in going over the details of the campaign to secure a new sign up in the Bright Belt. The financial statement, Mr. Gardner declared, was the most encouraging of

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Leaf Tobacco

CHASE CITY, VA.

any yet presented, though it was noted that sales of pool tobacco are being made slowly. Figures as to stocks on hand were given and carefully gone into by the directors.

New Pool Plans

Mr. Gardner in replying to a question said that he knew nothing about the Old Belt Co-operative Association, which is to be organized in Virginia and North Carolina, and the Tri State organization does not appear to be affiliated with it in any way. The new pool is to be formed at Greensboro, N. C., April 3, with A. V. Shelburne, a Guilford county farmer, being the leading spirit. It will be a non-profit organization with no capital chartered under Carolina law. There will be 21 directors, 19 elected by the membership, one by the governor of North Carolina and one by the governor of Virginia. A feature of this organization will be the publication annually of an audit of the books and a list of all salaries paid. No director would be permitted to re-dry tobacco or engage in side profits.

The sign up campaign to be ended June 15 is for 65 per cent of the tobacco land. If that figure is not reached none of the contracts will be binding.—TETLEY.

to \$500 for a warehouseman ingly solicit or permit the sale, playing for sale in his warehouse tobacco belonging to a member association.

Sold at Auction

James H. Wilson, president, Danville Warehouse Corporation, being informed by Norman that he was a member of the association after being shown the written by one of the managers of the Warehouse, required Norman to be sold at public auction by the pioneer of the Union Warehouse. The attorneys for the Union house attempted to prove that not a public warehouse under the act, but the Court of Virginia decided in and remanded the case to the court with instructions to inquire to ascertain the amount of damages due the association, not to \$100 nor more than \$500.—S. J. SELL.

Baltimore Market

BALTIMORE, Md., March 18.—Niemann, leaf tobacco merchant, report as follows:

MARYLAND: For the past week had receipts of 98 hogsheds, of 106 hogsheds. There is a demand for nearly all grades.

OHIO: Nothing new to report.

Association Data

Leaf Tobacco Associations more City issue these statistics week ending March 17:

Receipts, Including Reinspections

	This Week	Previously	Total
Maryland	107	1,755	1,862
Ohio	2	2	2
Total	107	1,757	1,864

Reinspections this week: Maryland, 376; Ohio, 2.

Deliveries

	Coastwise and Domestic	Foreign	Total
This week	139	206	345
Previously	1,554	5,916	7,470
Total	1,693	6,122	7,815

Stock in Warehouses

	Maryland	Ohio
Stock Jan. 1	11,451	6
Receipts since	1,486	6
Delivered since	12,937	6
Stocks today	5,122	6

SALES

	Maryland	Ohio
This week	106	1,571
Previously	1,677	1,677

Groundleaves to date, 795 hogsheds

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German Tobacco Harvest and Revenue

WASHINGTON, D. C., March 22.—The tobacco harvest in Germany is of more pressing interest because it is one of the industries mentioned in Article XIV of the Report of the First Committee of the League of Nations, generally known as the Dawes plan. Says American Consul Smith, at reporting to the Tobacco Section of the Department of Commerce. He

Planters Decrease

For the first time since the occupation of the Ruhr district, complete statistics are available regarding the cultivation of tobacco in the German Empire (excluding the Saar district). The following table shows the decrease in the production of tobacco in all Germany for the past three

Acres	Pounds
15,449	31,419,959
23,541	47,451,810
19,749	(1) 39,820,000

estimated on basis of yield per acre in 1924.

The harvest year 1924 shows a marked decrease in the number of tobacco plantations, a considerable increase in the area. There were 53,899 professional planters in 1924, with an area of 15,449 acres. The number of non-professional planters amounted to 121,866, an area of 516 acres. Many small plantations have given up the cultivation of tobacco. The finished products may again be expected at favorable prices on the market.

The decrease in the number of professional planters was due to the high prices obtained in the preceding year because of the scarcity of tobacco, and the low quality of that raised. The privilege, allowing reduction for the production of domestic tobacco of at least 50 per cent, was also a great inducement.

Good Yield

The yield of 1924 may be termed medium yield, amounting to 47,451,810 pounds of thoroughly cured tobacco per hectare, amounted to 120 metric quintals.

The total harvest, about 23,763,000, or 50 per cent, is from the district.

The area under cultivation, and the number of planters decreased in 1925 over 1924. In Baden, the German center for the cultivation of tobacco, the decrease amounted to 13 per cent.

Imports and Exports

The following table shows the total imports of leaf tobacco into Germany in 1925, and the exports from Germany for the same period, as reported by the Handel:

Imports	Pounds
1921	188,854,854
1922	150,331,124
1923	136,003,316
1924	146,579,224
1925	230,097,850

Exports	Pounds
1921	921,523
1922	761,028
1923	622,359
1924	633,382
1925	521,008

—L.A.M.M.

Puerto Plata Crop Injured

WASHINGTON, D. C., March 24.—Continued lack of rain over large areas of this district since last November has made the prospects for certain crops very poor. Tobacco has suffered most from this drought, says American Consul Bickers at Puerto Plata, reporting to the Department of Commerce.

Preparations were made for a large tobacco crop, and weather conditions were all that could be desired up to the first of last December, at which time replanting began. All tobacco planted around this time was killed by the drought and although farmers have since taken advantage of the few rainy days to continue the replanting, yet in most cases their efforts have been in vain, as each time there followed a hot dry spell which destroyed the young plants. The above condition applies to most of Santiago Province and to some other tobacco producing sections.

Favorable Season

The season has been more favorable around Moca and La Vega, so a fair crop is expected from these sections. It would be impossible to make an estimate of this year's crop under present conditions, though the crop is likely to be less than half of last year's crop of 45,000,000 pounds. This small crop will probably be of inferior quality, as, in addition to the damage from the drought, worms are numerous and are doing much damage to the leaves.—L.A.M.M.

Belgians and Swiss Sign Contracts

WASHINGTON, D. C., March 23.—The Bucharest Press announces that the "Banca Agricola," of Sofia, has signed a contract with a Swiss company, established at Logano and financed by the "Banca Commerciale," of Milan, to pay five million florins (i. e., 275 million leva) in order to secure delivery of the tobacco production of all the co-operative societies financed by the Banca Agricola.

This contract, it is stated, applies to the crops of 1925 to 1929, and to the tobacco which is in storage and unsold from previous crops.

The Union of Tobacco Co-operatives, it is further stated, has recently concluded a similar contract with a Belgian financial group.—L.A.M.M.

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Louisville Market

LOUISVILLE, Ky., March 20.—The Louisville Tobacco Board of Trade reports the hoghead leaf tobacco transactions as follows:

Tobacco Sales for the Month and Year to March 19

Ware-houses	Auction Sales	Private Sales	Week Total for Week	Year Jan. 1 to date
Kentucky & Louisville	54	14	68	3,210
Main Street	28	1	29	1,387
Planters-Farmers	..	1	1	778
Burley	82	16	98	5,375
Year 1925...	..	..	230	10,534
Year 1924...	..	..	708	13,382
Year 1923...	..	..	1,041	19,779

Classifications of This Week's Sales

	Old Crops	1925 Crop	Total
Burley	11	75	86
Dark	12	..	12
	23	75	98

Classifications of Sales Jan. 1 to Date

	Old Crops	1925 Crop	Total
Burley	701	4,595	5,296
Dark	143	26	169
	844	4,531	5,375

Classification of Sales to Same Date in

	1925	1924	1923
Burley	9,701	12,302	18,268
Dark	833	1,080	1,511
	10,534	13,382	19,779

Comparisons with Previous Years

	1926	1925	1924
SALES			
Total sales of new crop to date	7,161	11,435	14,411
Sales of new crop to date	6,159	9,662	12,585

REJECTIONS

	1926	1925	1924
Rejections this week:			
Burley	12	..	..
Dark	1	..	..
	13	51	93

Percentage of rejections to auction sales:

	1926	1925	1924
Burley	15	..	..
Dark	100	..	..
	16	27	27

Rejections, Jan. 1 to date:

	1926	1925	1924
Burley	1,006	..	..
Dark	1	..	..
	1,007	2,071	1,834

RECEIPTS

	1926	1925	1924
Receipts this week	50	134	723
Receipts, Jan. 1 to date	3,834	8,248	10,073

Quotations at Louisville March 19

	Burley, Old	Burley, 1925 Crop	Dark
	Red	Bright	Mfg.
Trash, green or mixed	8-10	11-13	14-16
Trash, sound	10-11	12-14	17-19
Common lugs	13-15	16-18	19-21
Medium lugs	17-19	20-22	23-25
Good lugs	21-23	22-25	26-28
Common leaf	16-18	19-21	22-24
Com. leaf, short	11-12	14-16	18-20
Medium leaf	18-20	22-24	26-28
Good leaf	24-26	26-28	29-31
Fine & Select	28-30	30-32	33-35

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 to 3 cents lower.—F. E. BROCAR, Secretary.

Dark Pool Creditor Not Worried

HOPKINSVILLE, Ky., March 20.—The big eastern creditors of the Leaf Tobacco Growers' Co-operative association are not worried about the financial responsibility of the pool," Mr. Corey, of the firm of Marvin & Corey, New York attorneys, upon his arrival in Hopkinsville, when asked about the recent placement of the organization in the hands of a receiver.

Mr. Corey, fiscal agent of the association and a former member of the Farm Loan Board, who has received several loans for the pool, declared New York banking firms are pleased with the management of the Dark Tobacco Growers' pool and made a large loan since the filing of the suit. It was learned from Mr. Farmer, secretary-treasurer, that the association was a \$2,000,000 foreign credit institution by Brown Brothers of New York.

Mr. Corey said the purpose of his visit is to confer with directors and members of the executive committee farmers on the drawing of a new contracting contract. He declared his pleased with the progress made in the present time.

The directors now studying the contract problem are being aided by O. B. Jessness, director of the Kentucky Department of Agriculture.

Numerous delegations of farmers' directors from all parts of the state continue to come in for discussion of the new contract. On the day declared he was pleased by the presence of non-member tobacco growers in invitation of the executive committee to attend the meetings and offer suggestions.—BURCH.

Hopkinsville Prices Slight Increase

HOPKINSVILLE, Ky., March 20.—Average price for dark tobacco in the Hopkinsville market this week showed slight improvement over the previous week, and tobaccoists hope for a market during the next few days.

Total offerings of 1,202,625 pounds this week brought an average price of 10 cents per hundred pounds, while the average last week was \$7.63 on 1,631,520 pounds, according to the reports of the Hopkinsville Tobacco Board of Trade.

This season's total sales now total 21,486,040 pounds and it is believed several million pounds raised in the section last year have not been delivered. Average price for the season is \$9.84 per hundred. At this time, a total of 13,552,485 pounds have been delivered on the Hopkinsville market.

Quotations for the week were: \$2 to \$3.50; Lugs, common \$3 to \$4; medium \$5 to \$8, good \$8 to \$11; \$11 to \$14; Leaf, low \$4 to \$8, good \$8 to \$15; medium \$15 to \$20, good \$20 to \$30, and fine \$30 to \$35.50.—B.

Frank in Philadelphia

Spring offerings of pipes recalled by a call by Samuel Frank, of New York, upon his customers in the Cut City, last week.

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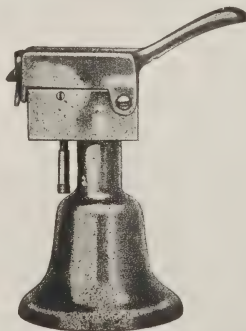
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Buying Interests Still Active at Mayfield

MAYFIELD, Ky., March 20.—No material changes in averages or prices for different grades compared with last week are to be reported. Practically all buying interests continue active on different markets, but apparently are not so anxious for tobacco, especially for low grades.

Auction sales for the week are as follows:

MAYFIELD: Sales for week 538,570 pounds at an average of \$6.38; for season 9,210,280 pounds at an average of \$7.55, against an average year ago of \$11.01 on approximately 7,728,000 pounds. Week's average 4c lower than preceding week.

JUNIATA: Sales for week 93,725 pounds at an average of \$7.18; for season (auction market) 3,177,405 pounds at an average of \$8.83. Week's average higher than preceding week.

PADUCAH: Sales for week 406,165 pounds at an average of \$6.67; for season 6,919,030 pounds at an average of \$10.00. Week's average 3c higher than preceding week.

LOPKINSVILLE: Sales for week 1,202,000 pounds at an average of \$7.88; for season 21,486,040 pounds at an average of \$9.84 against an average year ago of \$8.07 on 13,552,485 pounds. Week's average 1c lower than preceding week.

CLARKSVILLE: Sales for week 892,175 pounds at an average of \$10.45; for season 16,000,640 pounds at an average of \$11.81 against an average year ago of \$17.00 on 13,699,605 pounds. Week's average 11c higher than preceding week.

SPRINGFIELD: Sales for week 520,235 pounds at an average of \$12.85; for season 7,902,960 pounds at an average of \$16.00 against an average year ago of \$16.00 on 9,660,005 pounds. Week's average 37c lower than preceding week.

OWENSBORO: Sales for week 538,765 pounds at an average of \$5.20 and 19,000 pounds Burley at an average of \$8.00. Week's average on Green River 23c lower than preceding week and 85c higher on Burley.

ANDERSON: No report.—S. B. SMITH & COMPANY.

U. S. Supreme Court

Upholds Burley Contract

COLUMBUS, Ky., March 18.—The Supreme Court of Ohio, in session at Columbus Tuesday, upheld the validity of the co-operative marketing law of Ohio and the contract of the Burley Tobacco Growers' Co-operative Association, by affirming the judgment of the Court of Appeals of the Fourth district of that State in the case of Burley association. There was one dissenting vote on affirmation of the decision received by the Burley Tobacco Growers' Association offices here. List was a grower of tobacco in Brown County, Ohio. He dumped a portion of his crop on the loose leaf market and was sued by the Association or liquidated damages. The court of common Pleas of Brown County, Judge J. W. Tarbell, presiding, gave judgment against him for damages, the holding the association was not operating in violation of the federal or state antitrust laws.

He appealed to the Court of Appeals

for the fourth district, which unanimously sustained the common pleas court on the legality of the association and validity of the contract, but remanded the case for re-trial on account of a technical error. On the second trial of the case before Judge Tarbell the association won again, List appealed again but again lost by unanimous decision of the court when his attorneys took the case to the Supreme Court of the State.

The decision ends a long fight, the initial suit having been started in 1923 following List's admitted failure to deliver the 1922 crop to the association. List was joined by other Ohio contract breakers and eminent counsel was employed to fight the association's suit, including former Governor Judson Harmon, of Cincinnati, and Judge Albion Z. Blair, of Portsmouth. The association; was represented by Aaron Sapiro, general counsel of the association; Judge Robert S. Marx, formerly of Cincinnati Superior Court; Robert H. Hays, resident counsel of the association at Lexington, and Judge Harvey E. Parker, of Georgetown, Ohio.

The decision is a sweeping victory for the association and thoroughly establishes the legality of co-operative marketing association on the plan of the Burley organization in Ohio, Mr. Hays said.—J. S. P.

Paducah Prospects

PADUCAH, Ky., March 20.—Offerings on the loose floors during the past week have been fairly large, due to warmer weather which made conditions for handling more favorable.

Tobacco offered has been mainly of low and common grades, which have sold at low prices. The market continues very irregular on these grades, and we see no material change in prices over last week. A few parcels of extra good leaf have appeared in the offerings, and the market on these grades has shown a little strength over last week. A new high price of \$36 was realized at Paducah for a basket of fine tobacco. Prices on lugs have been about the same as last week.

Quotations: Good leaf, 25c to 36c; medium leaf, 18c to 25c; good common leaf, 14c to 18c; common leaf, 8c to 14c; low leaf, 4c to 8c; good lugs, 4 1/2c to 7c; medium lugs, 3c to 4 1/2c; common lugs, 2c to 3c.

Weather during the week has been fair and warm, which has afforded farmers opportunity for making preparations for the new crop. While the low prices being obtained for common tobacco are very discouraging to growers, and will cause many of them to cut out a part or all their crop, considerable preparation for the new crop is being made, and growers seem more determined than ever to make good quality.

The market on old stocks continues inactive, and we have no reports of sales during the week.—W. B. KENNEDY & SON.

Hamburger to Porto Rico

On the Steamer San Lorenzo Thursday, Ben Hamburger is to sail for Porto Rico to look over crop conditions. He will visit the offices and warehouses of Hamburger Brothers & Company at Caguas and Utuado, and will return to the New York offices at 191 Water street early in April.

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SPRINGFIELD, Tenn., March 20.—While the sales, continue very light, we have had a small delivery this week, which has been of better quality than previous deliveries have shown in some time and it is our opinion that our sales from now on will show less of the common, non-descript kinds. We can see no material change in the market. However, it seems to carry a better tone, due to the quality of the offerings. The snuff people at this point are beginning to buy slowly of their finer types, this has strengthened this style to a certain extent. Trashes remain about the same. It is estimated that between 55 percent and 65 percent of the crop in this section has been sold; this, of course, includes both loose floor sales and barn door buying. This being the case the loose-floors here will sell five or six million more pounds, as most of the unsold tobacco will sell over the loose market.

The Week's Sales

Sales for week	520,235 Lbs.
Sales for season	7,902,960 Lbs.
Sales last season	9,660,005 Lbs.
Average for this week	\$12.85
Average for this season	\$15.66
Average for last season	\$20.46
Trash	2 to 5
Common lugs	5 to 6
Medium lugs	6 to 9
Good lugs	9 to 15
Fine lugs	15 to 20
Low Leaf	4 to 10
Common Leaf	10 to 20
Medium Leaf	20 to 25
Good Leaf	25 to 35

—J. W. HAYES TOBACCO COMPANY.

**Richmond Mart to Remain
Open a Little Longer**

RICHMOND, Va., March 20.—This market was supposed to have closed today for the season but, owing to the bad "seasons" of past week, the farmers were unable to get the remnant of their tobacco to market; consequently, the loose-sales warehouses will remain open until the remnant of the crop can be brought in. The warehousemen estimate that there is nearly one hundred thousand pounds yet in the farmers' hands.

This week's sales amounted to 34,355 pounds, which sold at \$13.97 average.—R. C. MORTON & Co.

**Minister Preaches Loyalty to
Co-operation**

ELIZABETHTOWN, Ky., March 20.—Fair warning was given Burley tobacco growers at a big county meeting held here in the high school building this afternoon by a minister of the gospel, the Rev. W. A. Grant, against abandonment of the principle of co-operative marketing. Mr. Grant said he came from the dark district of Kentucky, having formerly been pastor at Owensboro, and he told the Burley growers of the fearful plight of the black patch since it abandoned co-operative marketing and released members of the Dark Association from their contracts.

Other speakers of the day were Miss Verna Elsing, director of community organization of the Burley Tobacco Growers' Co-operative Association, and J. Sherman Porter, of Lexington, editor of the Burley Tobacco Grower, who recounted briefly the accomplishments of the association; discussed the need of an informed membership and contrasted present conditions in the Burley district with those of five years ago.

In his talk Mr. Porter paid high tribute to the loyalty of the Elizabethtown News and its owner and editor Harry A. Sommers, to the interests of the farmers, the newspaper having been a consistent advocate of pooling ever since the movement started.—J. S. P.

**Lexington Season Nearing
Natural End**

LEXINGTON, Ky., March 21.—The volume of sales on the Lexington inde-

pendent loose leaf market is growing smaller as the season draws to a close, as was evidenced by the sales last week which totaled only 745 pounds, bringing the gross monetary consideration of \$3,900, an average of \$13.58, according to official report of Ben Bosworth, supervisor of sales.

This was a smaller number of than was marketed the previous week but a higher average. Total season date amount to 25,348,350 pounds which brought the growers an average of \$5,319,218.27, or an average of \$20.98 for the season.

The New Independent house closed last sale Friday, closing for the season. Sales for the entire season this house totalled 6,015,575 pounds, \$1,265,308.36 at a general average of \$21.03 a hundred. This house week sold 11,815 pounds of tobacco, \$2,073.72 at an average of \$17.55 a hundred.

The three remaining houses to be auctioned are the People's, the Virginia Avenue houses, which close on Tuesday and Friday of each week, and the People's, which close on Tuesday and Friday of each week.

Sales will start Tuesday morning at 9 o'clock at the Virginia Avenue house, moving on to Jewell's and the People's.

The Virginia Avenue house closed sales Friday but on last Tuesday sold 2,590 pounds for \$337.67, an average of \$14.96 a hundred.

The People's house last week sold 5,065 pounds for \$694, an average of \$13.70 a hundred.

The Jewell house sold 9,295 pounds for \$747.60, at an average of \$10.10 a hundred.—J. S. P.

Maysville Season Closing

MAYSVILLE, Ky., March 20.—Tobacco sales for official week ended Thursday (first sale), 46,105 pounds, average price, \$15.61 per 100 pounds. Sold to date of 1925 crop, 6,611 pounds; average price per 100 pounds, \$20.38. Sold to same time last year, 5,521,065 pounds; average price, \$100 pounds \$20.10.

Maysville held the final sale of the season Thursday. On this "clear" sale the offerings were common to the market was firm at previous quotations on all grades.

The growers are now busy with and sowing plant beds for the new crop.—J. B. Heizer & Co.

Owensboro Outlook

OWENSBORO, Ky., March 20.—Tobacco sales on the Owensboro market are reported by Moreland, Withers & Hicks thus:

"Continued dry weather accounts for the light receipts this week, the aggregate sales amounting to Green River 538,765 pounds; average \$5.20; Blue River 19,855 pounds; average, \$7.85.

"There is no change in market conditions and prices since our last report. The Kentucky & Virginia Leaf Tobacco Company says:

"Continued light sales this week with offerings very common and price unchanged."

Clarksville Average, \$14

CLARKSVILLE, Tenn., March 20.—Tobacco transactions on the loose leaf market here this week were:

Sales for week, 892,175 lbs.
Sales for season, 16,000,640 lb.
Sales last season, 13,699,605 lb.
Average for this week, \$10.45
Average for this season, \$12.81
Average for last season, \$16.17

—Henry M. Lupton, Secretary, Tobacco Board of Trade.

Hopkinsville Average, \$3

HOPKINSVILLE, Ky., March 20.—Tobacco sales for official week ended Friday, 1,202,625 pounds; average price, \$7.88 per 100 pounds. Sold to date of 1925 crop, 21,486,040 pounds; average price per 100 pounds, \$13.54. Sold to same time last year, 13,554 pounds; average price per 100 pounds, \$12.87.—J. W. HANCOCK, President, Hopkinsville Tobacco Board of Trade.

Market for Dixie Leaf in Switzerland

if of Tobacco Consumed Comes From America—Kentucky and Tennessee Grades Lead—Virginia and Carolina Also Used—Some Made Into Cigars—Swiss and Italian Leaf

ASHINGTON, D. C., March 22.—American Consul, Hitch, reporting to the Department of Commerce, from Basel, Switzerland, following to say regarding the use of leaf tobacco in this district, throughout Switzerland, is confined almost exclusively to the manufacture of cigarettes, and smoking tobacco, the per capita consumption is large in proportion to the population. Almost all brand of tobacco is sold here, although the Swiss smoker has a decided preference for American tobacco. According to the latest statistics available about one-half of all of the foreign tobacco imported into Switzerland is sold through firms and agencies established in Basel. This includes goods that do not actually pass through Basel, but are sold through firms for shipment to the port of arrival to the consumer's place of business.

and Tessin. The domestic production varies between 790,000 pounds and 840,000 pounds per annum. A limited quantity of domestic tobacco is used by firms in this district in the manufacture of smoking mixtures, and the Swiss tobacco industry consumes about 882,000 pounds annually of domestic leaf tobacco.

In 1925 there was an excess of about 880,000 pounds in the domestic production as compared with the consumption, and the Federal Government has been requested to subsidize the export of the surplus, but if this is done it is said that the Government will impose certain restrictions upon the area to be planted in the future in order to reduce production to domestic requirements.

Italian Leaf Tobacco

In the regions of Toscana, Rome and Naples, tobacco is grown which is known to the trade as "Italian-Kentucky Tobacco." This tobacco is grown from seeds of genuine Kentucky tobacco imported from the United States. Although admittedly of an inferior quality, it is finding some favor in this market in on account of the low price at which it can be bought.

The imports have been gradually increasing during the past few years, and in 1925 amounted to 166,405 pounds valued at 120,820 francs. The average price was therefore .73 franc per pound, while the average price of tobacco imported from the United States for the same period was 1.54 francs per pound. In American currency this was equivalent to 14 cents per pound for the Italian product, and 30 cents per pound for American tobacco.

Lower Duty

For some unknown reason the Swiss customs duty on Italian-Kentucky tobacco is lower than on genuine Kentucky tobacco. (For tariff details see Circular No. 28.)

The Italian tobacco grower has a decided advantage in this market in customs duties, freight rates and cost of production. What the effect will be upon the United States trade in the future is, therefore, uncertain, but as yet no serious inroads have been made. Well posted dealers are of the opinion that the Swiss smoker, who has acquired a taste for the genuine product, will always cheerfully pay the difference in the price.

Methods of Marketing

Several methods are used for marketing American leaf tobacco in Switzerland. The large importers and dealers here appoint purchasing agents in the United States. These purchasing agents attend to the sorting, packing, and shipping of the tobacco which they buy from the planters.

Some of the large tobacco firms in the United States and Planters' Associations have European agents, to whom they offer the lots they have for sale. The agents work on a commission basis, the commission being 2 per cent where the firm represented pays the agency expenses, and 3 per cent if the expenses are borne by the agent.

Consumers of leaf tobacco are usually given credits ranging from two to six months, with a discount of 1/2 per cent per month for cash payments.—LAMM.

One-Half American

separate import statistics are available for the Basel consular district, but for the purpose of comparison it may be stated that the total Swiss imports of tobacco in 1925 amounted to 9,678,000 pounds, 49 per cent of which was imported by the United States, while the remainder came from the Dutch East Indies, Turkey, Greece, and Brazil in the order mentioned. The remaining 49 per cent was supplied largely by South American countries, Algeria, Italy, with limited quantities from China, Hungary, British India, and the Philippine Islands.

Southern Types

The most popular quality of American tobacco sold in this market is the "Virginia" known under the trade name of "Kentucky and Kentucky," which is sold in Clarksville and Springfield, sold principally. The next in popularity are "Virginia" and "seed leaf," and "dark smoking mixtures Louisville, Clarksville, and Green River Kentucky tobacco are generally used, while for smoking mixtures Maryland, Burson County, bright Virginia, and a tobacco are preferred.

For Cigars, Too

A thin cigar known as "Brissago," is as a large sale in this section, is Kentucky filler and Virginia or Maryland wrapper. A short conical cigar known as "Toscani" is made together of Kentucky tobacco, and Maryland wrapper. This cigar is popular, but is quite popular with Switzerland.

Mixed Leaf

"pen" or "Bouts" are small cigars from 3 to 4 inches long, made from cuttings of Brazil, Virginia, Grande, Java, and Kentucky tobacco in Kentucky wrapper. About 75 per cent of these cigars consist of binder and filler; the other 10 per cent of wrapper and filler only. The principal American tobaccos used in these cigarettes are: Virginia for the light, and Maryland for the dark brands.

Swiss Tobacco

According to the general belief, tobacco is grown in Switzerland, principally in the cantons of Vaud, Fribourg, Valais

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Fine Burley Tobacco Seed**Three Standard, Hardy and Colory Varieties**

Grown by us in 1925, under expert supervision on land that a plow had never turned before. Virgin soil, now growing scarce, produces vigor, purity and color which old land will not do.

Every tobacco grower knows that no fine tobacco can be produced without good seed. We are prepared to furnish fine seed for every type of soil in the Burley Belt.

No. 1. "HALLEY'S SPECIAL"—This is the colory disease resistant type—developed first on our own land by a representative of the Experiment Station of the University of Kentucky eleven years ago.

This tobacco is vigorous, colory and has plenty of weight, and is the safest tobacco to grow on any kind of soil. It is the only variety to plant in land that has grown much tobacco, insuring a crop when other varieties fail. This type of tobacco is the great contribution of the Experiment Station to the tobacco trade, and this autumn it took first prize at the Greendale, Fayette County Community Farm Produce Show.

No. 2. "COLORY TWIST BUD"—This is the old fashioned type of Burley crossed with color—the best weighing tobacco grown with sufficient color to command a good market price. Many sections of the Burley Belt are especially suited for this type and any grower who has used it has been pleased with the net return in dollars per acre.

No. 3. "IMPROVED HALLEY"—This type of tobacco was developed by us in 1907. It is the pioneer as a strictly smoking tobacco and the forerunner of several famous Burley cigarettes. It is a stand-up type, producing color on old land and new. This tobacco, smokers from top to bottom, commanded the leading prices on the Kentucky markets the first three years it was introduced.

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PRICE RECLEANED AND GUARANTEED, \$1.50 PER OZ.

Wisconsin Growers Get Signs of Spring

Making Plans Concerning Acreage, Seed and Methods of Raising New Crop—Fifty Million Production Anticipated—Small Sales of Old Crops at Good Prices—"Bad" Makes Strong Predictions—Pool Hearings in Court

EDGERTON, Wis., March 20.—The weather man is doling out the first faint signs of elusive spring, and the thoughts of many of the growers of the state are turning towards the new crop. Plans are being made for the acreage, the seed, and the methods of raising the new crop. The hopes of the growers are high, their anticipations are glowing, and they are encouraged very much over the high prices of the banner 1925 crop. They openly express their resolve to take still more pains with their tobacco to insure another year of splendid prices, as they are now convinced that quality pays. It is generally conceded that a crop of almost fifty million pounds will be raised in 1926, provided the weather man will be generous the coming season. But it is generally conceded that two successive crops of such fine quality as the '25 crop has proven to be is just about outside the realm of probability.

The market on old goods the past week continued to provide small sales of old goods in cases at good prices. The weekly volume of sales of old cased goods fell off somewhat last week, but several good sales were reported from various quarters, all of '23 and '24 binders and B's.

The market on the new is featured by the clamor of the demanders on the far end of the '25. There is little left, but the buyers are scrambling after it as fiercely as ever with nothing but the top price ever quoted. Anything in the stemming line brings at least eleven cents straight, and the binder price in the south is from sixteen to twenty cents, and from twenty cents to twenty-seven in the north. A well founded report is out today, crediting a pool sale to Blochs of 3,000,000 pounds of 13c grade of the '25 crop. But by all odds, the most remarkable thing about this crop outside of its quality, is the way the stemming companies have pounded away at it. The seeker after cheap binders has lost out in Wisconsin this year, due to the avidity of the stemming companies, and the competition of the factory branches after quality goods. In spite of the fact, that seventy per cent of the crop of '25 consisted of quality binders of perhaps the finest grade the trade has ever known, the indisputable fact is this:—at least seventy per cent of the entire crop has gone into the hands of the stemming companies, and by all odds, the great majority of the remainder went into the hands of the different factory branches.

The reasons for this are many. First, the stemming companies fulfilled the prediction of the writer made last summer when they established a base price for stemming so high that the majority of the growers stripped their tobacco straight. Eleven cents straight to the average farmer is as good a price as fourteen and five. The average grower will strip his tobacco straight for eleven cents in preference to accepting fifteen and five, providing he gets the offer before he is far advanced in his job of stripping. The reasons for it are several. In the first place, it is much faster and cheaper to strip straight with everything in one grade box. In most cases, it dispenses with the neces-

sity of hiring help to get his tobacco stripped. A farmer and his wife or child, can strip out a fearful amount of tobacco in the winter months. It can strip it straight, whereas, it is a long slow job assorting the leaves at daylight, and the winter days are short, while artificial light for stemming purposes is amply sufficient. And, but not least, there is not the danger of being docked when the crop is delivered.

Hundreds of growers changed their methods last winter to the "stripping" job of stripping when a certain amount of docking took place in the early deliveries of assorting tobacco. There were many crops of quality that had small portion of stem rot, or wet rot in a bent, or so, of the shed, and a fearful grower took immediate advantage of the high stemming market. The writer knows two growers personally that refused offers of eighteen and in the south, and asked eleven and straight. Then, too, the Wisconsin grade tobacco grower has increased his average dairy herd enormously of the thin tobacco years, and he has a lot of work to do to force feed, milk and deliver the product of his best prize farm proposition—his high grade dairy herd.

The remaining thirty per cent of '25 banner crop was largely taken up by factory branches of great concern such as Lorillard, the American Tobacco Co., Bayuk, the General Cigar, and others. The crops contained therein large portions stripped out into the stemming. For instance, the Lorillard company alone, will pack as much tobacco of the '25 as the independent trade will put up in the state. Operators are freely stating in relief that not over fifteen thousand cases of northern and southern binders will be put up to be sold of the banner '25. This includes the pool's packing, their estimates. All this in face of the fact that Wisconsin's "larder" of binders is bare today than in the previous years. Just what the manufacturer depending upon for his supply of Wisconsin '25 binders is a mystery. If the reader refutes the writer by saying that fifteen thousand cases is a low estimate, he will get little more, no, rise out of the writer, unless he mates there are more than twenty thousand cases for the general trade. He will start to argue. Also, the writer remembered that included in this general trade estimate are the holdings of great New York houses who have the place for a good share of their workings in factories with which they are closely connected. This, for all its purposes, should not be included in the "general trade" supply, but it is. Also, there is no way of any independent estimator being sure that the general trade might not join the general trade for the independent supply of binders next fall, as they are the ones that know if they have enough of the '25 as they intended to get it when the buying started.

Thus we see that the supply of independent binders of the beautiful Wisconsin so many concerns are waiting for.

(Continued on page 134)

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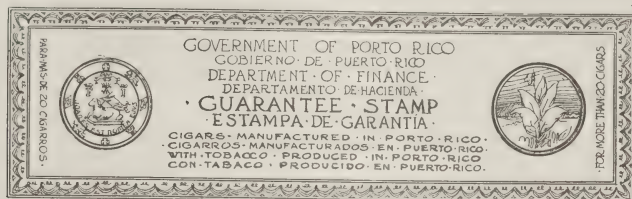
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Tobacco from Havana		J. B. Lichenstein & Co.	
S. S. Limon	—March 16	S. S. Maracaibo	—March 16
American Cigar Co.	150 Bales	Durlach Bros, Inc.	50 Bales
S. S. Orizaba	—March 16	Tobacco from Hamburg	
		S. S. Westphalia	—March 16
United Cigar Stores Co.	2 Cases	T. Rosenwald & Co.	
Park & Tilford	1 Bales	Gensior Co.	—March 16
Greenhall Bros.	14	S. S. Regina	—March 16
E. Rosenwald & Bros.	10	Wils Corp.	
S. Ruppini, Inc.	4	Cigars from Porto Rico	
S. Rossin & Sons	39	S. S. Coamo	—March 16
American Cigar Co.	250	N. Y. & Porto Rico SS Co.	
Strouse & Holzman	7	J. Klorfein	
H. Duys & Co.	10	Bosch Bros.	
G. H. P. Cigar Co.	2	J. Klorfein	
Meyers, Plotz	15	Rosenstadt & Waller	
M. Lopez	50	Royal Bank of Canada	
Ernest Ellinger & Co.	24	Donato, Vigil & Co.	
Stern, Mendelsohn & Co.	5 Barrels	Schavrien Co.	
Greenhall Bros.	77	Porto Rican American Tobacco Co.	
Selgas & Co.	35	United Cigar Stores Co.	
Morris Rosenberg & Co.	100	F. Bonilla	
H. Summer Co.	33	P. Costa	
Consolidated Cigar Corp.	110	L. Lewis Cigar Mfg. Co.	
E. Rosenwald & Bros.	50	Maderia Tobacco Co.	
S. Ruppini, Inc.	264	Villar, Lanza & Co.	
S. Rossin & Sons	3	Infanzon & Rodriguez	
American Cigar Co.	69	Cigars from Havana	
H. Duys & Co.	166	S. S. Orizaba	—March 16
M. A. Andre	5	Central Union Trust Co.	
Edwin Cigar Co.	2	J. Wagner & Sons	
Meyers, Plotz	2	Central Cigar Co.	
J. A. Mesa & Co.	25	C. C. Ryder & Co.	
I. Fernandez	4	T. H. Hart & Co.	
Waitt & Bond	220	United Cigar Stores Co.	
E. Spingarn & Co.	74	Benson & Hedges	
Ernest Ellinger & Co.	32	Duncan & Moorhead Co.	
M. Winter & Co.	32	Reymer Bros.	
Jaffee Products Co.	15 Pkgs.	G. S. Nicholas & Sons	
S. L. Goldberg Son	20	A. L. Billin & Co.	
S. Rossin & Sons	25	Faber Coe & Gregg	
American Cigar Co.	107	The Stearn Co.	
H. Duys & Co.	17	C. B. Perkins Co.	
Yocum Bros.	23	Park & Tilford	
Bayuk Bros.	116	G. S. Nicholas & Son.	
E. Rosenwald & Bros.	50	Stearn, Mendelsohn & Co.	
M. Winter & Co.	6	Cigarettes from Porto Rico	
On order	2	S. S. Coamo	—March 16
S. S. Essequibo	—March 17	Porto Rico-American Tobacco Cases.	
General Cigar Co.	325 Bales	Cigarettes from Havana	
J. Kaffenburgh & Sons.	200	S. S. Orizaba	—March 16
General Cigar Co.	160 pkgs.	Park & Tilford	
Tobacco from Greece		Cigarettes from Antwerp	
S. S. Nobles	—March 20	S. S. Pittsburgh	—March 16
Tobacco Products Corp.	1,507 Bales	Galba Cigarillo	
Liggett & Myers Tobacco Co.	15,406	Cigarettes from Southampton	
P. Lorillard Co.	2,937	S. S. Aquitania	—March 16
R. J. Reynolds Tobacco Co.	9,913	A. Dunhill	
Zaphiriou, A & Co.	260	Pipes from London	
American Tobacco Co.	4,730	S. S. Southwestern Miller	—March 16
Tuckett Tobacco Co.	593	Walton Co.	
Tobacco Products Corp.	6,839	Pipes from Havre	
A. Caradoglou	51	S. S. Mackeesport	—March 16
On order	2,964 Bales	F. Murray Hill Co.	
C. N. Economides	5 Cases	Tobacco Pipes from Southampton	
Tobacco from Porto Rico		S. S. Aquitania	—March 16
S. S. Coamo	—March 16	C. B. Richard & Co.	
J. Klorfein	19 Barrels		
Hamburger Bros.	51		
Rosenstadt & Waller	120		
Congress Cigar Co.	331		
Madeira Tobacco Co.	105		

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Coc & Gregg	3
lar Pipes from Southampton	
Aquitania	18
penheimer & Co.	Cases
minhill	16
igarette Paper from Havre	
Mackeesport	March 16
rd Products Corp.	80 Cases
igar Labels from Havana	
Orizaba	March 16
.....	Cases
.....	1
.....	1
arwood from Bremerhaven	
Pres. Roosevelt	March 16
Briarwood Co.	1,025 Balés
rette Packing Material from	
Southampton	
Aquitania	March 18
hill	1 Case
ighters from Southampton	
Aquitania	March 18
hill	1 Case

Porto Rican Outlook

JUAN, P. R., March 18.—The dry is continuing and last week we following rainfall:—

	Inches
ito	0.66
y	0.30
.....	0.00
rio	1.18
ti	0.47
a	0.50
s	0.15
to	0.32
while we had not a drop of rain	
ty, Comerio had a strong shower	
y 1 inch.	
neral buying of small lots is tak-	
ing now and prices from 28 to 35c	
g.	
op of these small lots are bought by	
ippers who it seems need some	
so as to keep their workers	
y of the following transactions:	
ales at 34c; 72 quintales at 35c;	
ales at 30c.—"MIRAMONTES"	

Porto Rican Market Very Lively

le offices of Durlach Brothers, ater street, New York, it is t Porto Rican tobacco market very lively, and that island ad- form the office the buying sea- ion, with good tobaccos, as quite scarce. Cigar manufac- esire all the fine Porto Rican a get, and they are prepared k the first offerings out of hand.

Briars at Surbrug's

ira windowful of imported briar ough over here prior to 1915, t before thoroughly seasoned, the ri store, 136 Fulton street, New s, selling many 3-B specials, d small briars this week. e, of course, backs up ay, and the entire window is l-ent example of attractive g supplies for Spring buyers. e, the pipes are of grades for- yling for \$3.50, and the fact ti stock numbers are now about d, has caused this sale.

Schwartz Over East

on Philadelphia came Ben t, of the Congress Cigar Com- the Connecticut market, pass- thr New York enroute.

Connecticut Poolers Pay Fines to Raise Cash

HARTFORD, Conn., March 22.—Mem- bers of the Connecticut Valley Tobacco association are selling their 1925 crop without permission of the association, and paying the fine imposed for the violation for what they consider a very good reason, it was pointed out today by those familiar with the tobacco situation in the valley.

This reason is that growers are hard up. They need money. They need money so badly that they were willing to sacrifice in the payment of fines from a fourth to a sixth of what they can sell the tobacco for. No payments on either the 1923 or 1924 crops are expected before July, and some of the growers need ready cash at once, and see an easy way of raising it in the sale of their 1925 crop.

Most growers, it is said, can sell good packing grades for from twenty-five to thirty-five cents a pound—a few, perhaps, get more for it. Their fine imposed by the association is six cents a pound. Thus, by selling his 1925 crop, a grower cuts from a fourth to a sixth off what he might eventually get. But, it is pointed out, he is willing to do this to get now the money he needs.

Another Reason

There is a second reason advanced for these sales without permission of the association. This applies to mem- bers who, it is believed, could get along on their present sources of income, but who think they will get more for their 1925 crop to sell now and pay the fine of six cents the pound, than to turn the tobacco over to the association and not get final payments for perhaps three years.

It was reported today that a Ware- house Point member of the Connecticut Valley Tobacco association had sold his 1925 crop of ten acres to Meyer & Mendelssohn. If the sale is effected, he will be fined approximately \$900.

It is also said, on excellent authority, that Fred M. Hills, of East Hartford, a former director for the Third dis- trict of the association, has sold his eight acres of the 1925 crop. If so, his fine will approximate \$600.

Three more sales without permission are reported to the association, making fourteen in all who have sold without permission. The three are representa- tive Horace H. Vibert, Watson Vibert and Miss Elizabeth Pelton, all of South Windsor. The fines against the three total about \$2,346.

A total of about \$10,000 has already been imposed and charged against equi- ties on the 1923 and 1924 crops. Inter- est will be charged on the fines, unless any member fined chooses to pay. The fines are at the rate of six cents on the pound, based on the average weight of the crop of the persons fined.

Abe Brown Resigns From The Consolidated

For the past three years Abe Brown has been manager of the Newark branch of the city department of the Consolidated Cigar Corporation, when the Harvester brand was first intro- duced and distributed in New Jersey, and he has now resigned, effective April 1.

At this time Harvester, Forty-Four and Henry George are all selling in great volume, and their distribution covers a wide territory. Mr. Brown is considering several excellent propo- sitions, and he will very shortly an- nounce his new connection.

Meyer in Hartford

Ben Meyer, of J. Meyer & Son, New York, jumped over to the Connecticut market last week for a look at the crop.

SANTIAGO IGLESIAS SILVA

Grower and Packer of

BEST SAN LORENZO TOBACCO

San Lorenzo

Porto Rico



MADERA TOBACCO COMPANY

PORTO RICO TOBACCO

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DEALERS IN ALL KINDS

OF LEAF TOBACCO

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Growers, Packers and Strippers of Exclusively INLAND

PORTO RICAN TOBACCO

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Cortes Hermanos & Co., Sen C

Growers, Packers and Dealers

Best Porto Rican Tobacco

MANATI, PORTO RICO

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RUSSIA CHINA TOBACCO MFG. CO.
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Trade Mark



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Pennsylvania Scrap our Specialty
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HIGH GRADE LEAF TOBACCO

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A flavoring agency that modifies the pungency
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Manufacturers of scraps, plugs and cigarettes
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Offices and Warehouses in 32 cities

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OFFICES: NEW YORK - CHICAGO - CLEVELAND - PITTSBURGH - MONTREAL



Clown Cigarettes
and **Old Hill Side**
Smoking
Manufactured by
Axton-Fisher Tobacco Co.
Incorporated
Louisville, Kentucky, U. S. A.

Lancaster Near End of Buying Season

**Low Grades Moved Out—Bloch Brothers Eager Buyers—
Crop Still Remains—Experts and Committees Battle
Better Leaf—Type 41 New Designation—Shenk's Pri**

LANCASTER, Pa., March 20.—Market activity in the Pennsylvania tobacco field has about held its own up to this time, but the approach of the spring season forecasts a cessation of the buying.

Large quantities of low grade tobacco have been moved out of the county within the past month, and are being exported. Bloch Brothers have also been buying up low grades for the manufacture of chewing tobacco, and the Lancaster market is, consequently, about cleaned out of this type of leaf.

The remaining cigar leaf tobacco is the pick of the crop, and will doubtless find ready buyers. In burn and texture, the last three or four crops of Pennsylvania have shown gratifying improvement, and add to the already desirable qualities that caused Pennsylvania to rank high in the esteem of manufacturers.

Better Texture

Otto Olson, federal tobacco expert, "Dutch" Bucher, County Agent, and the Better Fertilization Committee of the Lancaster Cigar Leaf Board of Trade, have been putting in some good work for the cause of better burning, better textured Pennsylvania, and tests on recent crops have proven that their work is having a decided effect upon the type of tobacco grown.

And the end of the good work is not yet! Otto Olson last year started on an extensive twelve year program of research work in tobacco culture. Bucher has a program mapped out on a number of farms throughout the tobacco producing section. The Board of Trade does not intend to relax its vigilance over growing methods. And the new bill, giving \$67,000 to the U. S. Department of Agriculture for experimental work on Pennsylvania, will make possible an exhaustive program of research. Altogether, it seems as though Pennsylvania cigar leaf tobacco bids fair to become the world's model cigar type.

Number 41

Along the same lines is the Department's plan for accurately classifying all American grown tobacco by definite grades and types. If this becomes effective, Pennsylvania will become known to the trade as type Number 41. It will thus be specifically "tagged" for what it is, and the effect upon the growing industry, as a whole, should be that of "trade marking" the leaf produced in each section, according to its nature and adaptability for certain manufacturing purposes. Packers, manufacturers, and growers should all benefit by this standardization procedure.

The rapid approach of the tobacco seed bed time in Pennsylvania, combined with the fact that a large portion of the 1925 crop is still in first hands, has produced great uncertainty in the ranks of growers. What to do? What to do?

Shakespeare's Version

Their dilemma is best expressed in the words of one grower with whom we spoke last week: "To plant, or not to plant; and if to plant, how much? That's what's worrying me." Sounds like Shakespeare, or a new song hit, but the sense of the question is apparent to those growers who are wondering "what in thunder" to do about tobacco this year.

They are reluctant to seed their normal acreage, with considerable of the

1925 crop on their hands. And the almost equally reluctant to allow tobacco growing equipment to lie for a year, for the machinery, land, buildings, that are used for the care and housing of the tobacco, represent the investment of considerable capital. Although nearly every grower is asking for advice, none will practice it, even if they do find some citizen who is willing to offer it. In acreage will likely be the rest of the puzzle, with few growers eliminating the crop entirely.

Shenk's Last Stand

For the past several issues of Tobacco, Mr. O. H. Shenk, propagandist and sponsor of a local "No-Tobacco" (as he ingeniously calls it), has been getting some publicity in this county. We warn all readers that this is not the last free notice he will receive.

For several weeks he has been running paid advertisements in Lancaster papers, setting forth the evils of tobacco. In his most recent piece of propaganda, he explains that, although he always held the strictest views against growing and using tobacco, he has been convinced by some of his neighbors that it was not wrong, and during the 1919, 1920 and 1921 he had from sixty acres out each season. At that time, he says, he has become converted on the question, and he has himself out to purge the world of tobacco evil.

(Continued on page 134)

After all
nothing satisfies like
a good cigar



H. DUYS & CO., Inc.

**142 WATER STREET
NEW YORK**

American Headquarters For Sumatra and Java

"Better Than the Play"

THE 5c

**COVERED WAGON
CIGAR***Direct All Inquiries to Either***Codorus Cigar Co., Codorus, Pa.**

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J. A. Doll Cigar Co., Mt. Wolf, Pa.**POCKET
PIECE****SELL ON THEIR MERIT
INVINCIBLES PERFECTOS
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LONDRES CROOKS***Manufactured by***G. A. STROBECK
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*Also Manufacturer of***La Saramita 5c Cigar****YORKANA CIGAR CO.**

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THE CASTLE*The Best in 5c Cigars***W. H. MYERS & CO.
RED LION, PA.****WEB FOOT**

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Two 5c Quality Cigars

*Manufactured by***L. D. FRYE & SON
R. D. 1, Red Lion, Pa.****COGNAC****YORK
COUNTY
CIGAR****MANUFACTURERS****STATE BOND
WHITE ORCHID
ARROW SMITH***Mild Quality Cigars**Manufacturer***The P. E. REICHARD CO.
RED LION, PA.***"The House of Reputable Merchandise"***York County Insurance Case Involved****Reichard Fights for \$109,745 Damage on Tobacco—Pres.
Brooks in Florida—New Cigar Factories Under Way—
Hollinger Leaves Eimerbrink—Night Shift at Meads.**

YORK, Pa., March 22.—Eight of twelve suits started in the local court by John F. Reichard, tobacco merchant, against as many insurance companies to recover claims growing out of a fire in the plaintiff's warehouse on September 9, 1925, were transferred for trial to the U. S. District Court of the middle district at Scranton, on petitions filed before Judge Henry C. Niles by attorneys for the insurance companies.

In the other four cases, the insurance companies filed affidavits of defense, in which they deny that the loss to buildings and contents by reason of the fire, smoke and water was \$109,745.45 and aver that the loss did not exceed \$4,552.77.

Counsel for Reichard strenuously objected to the transfer of the suits out of the local court. They took the stand that here the insurance was contracted for, here the damage took place and here it should be tried. They contended that their client should not be dragged into a foreign court at the whim of the insurance companies. Technical objections were filed in each case as to the

adequacy of the bonds filed with the petitions, these petitions to cover the costs.

Insurance Carried

The defendant insurance companies in the cases that will go to the United States court and the sums sued for are: The Commonwealth Insurance Company of New York, \$7,468.67; Pacific Fire Insurance Company, of New York, \$18,571.63; Employers Fire Insurance Company, of Boston, Mass., \$10,129.99; Hartford Fire Insurance Company, of the city of Hartford, Conn., \$6,753.32; Rhode Island Insurance Company, of Providence, R. I., \$6,753.32; Atwood Fire Insurance Company, \$4,764.71; Atlas Insurance Company, Limited, of London, \$13,742.85; Bankers and Shippers Insurance Company, of New York, \$21,497.73.

In one of the cases, which will be tried in the local court, the defendant company is a Pennsylvania corporation, and in the other three the amounts involved are less than \$3,000 each. The defendant companies, in these cases, are the Insurance Company of the State of Pennsylvania, the Security Insurance

Company, of New Haven, Conn., the Michigan Fire and Marine Insurance Company, Detroit, Mich., and the New Jersey Fire Insurance Company, of Newark, N. J.

Brooks in Florida

T. Edward Brooks, senior member of the T. E. Brooks Cigar Company, Red Lion, left last week for an extended trip to Florida, where he will purchase tobacco for the factories operated by his firm. Mr. Brooks is president of the York County Cigar Manufacturers Association.

Harry W. McGuigan, of the McGuigan Cigar and Tobacco Company, Red Lion, last week staked off a plot of ground at the rear of his home on West Broadway, in the busy county cigar manufacturing town, in preparation for the erection of a modern and up-to-date cigar factory. The factory will be erected on a tract of land recently purchased by Mr. McGuigan from Samuel Sipe.

Another New Factory

Paul E. Reichard, cigar manufacturer, at present located in the O. R. Shellenberger building, has engaged the W. Grant Raub Company to dig the foundation for a two-story cement block cigar factory in the rear of the 700 block, West Broadway, Red Lion. The new building will be 40 by 60 feet.

One of the oldest cigar factories in Red Lion was razed last week to make room for a garage for private storage purposes. The building was a three-story frame building on Railroad alley, near Center Square, erected about 30 years ago by Charles Smith, one of Red Lion's pioneer cigar manufacturers. The building has been unoccupied for the past several years.

Hollinger Resigns

John A. Hollinger, who for some time was distributor of the Charles J. Eimerbrink cigars in this county and the sections of the state of Pennsylvania, the Charles Eimerbrink Cigar Company has resigned his position. The last Drug Company, of York, will replace the Eimerbrink Company in the distribution of cigars in this section of the state.

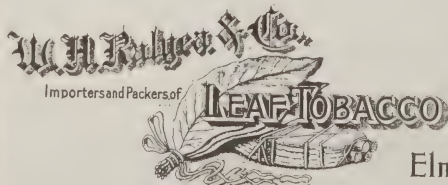
According to a preliminary survey, 1926 crop plantings made by the Pennsylvania state crop reporting service, tobacco growers of Pennsylvania intend to follow their policy of last year by decreasing their tobacco acreages, in order to raise a crop of higher quality offset reduction in prices two years ago. Not more than eighty per cent of 1925 acreage is expected to be planted.

C. S. Snyder and Curvin Snyder, the Kohler-Snyder Cigar Company, are on a business trip to North Carolina.

The Peter McGuigan & Sons Company, Red Lion, has completed extensive improvements to the interior of the factory on East High street. The office has been moved from the second to the first floor, the former room being used for the manufacture of cigars.

Night Work

The Meads Tobacco Company, Red Lion, which is now experiencing its busy season, recently started a night shift. Owing to a shortage of female labor, a number of the women of the town have organized sewing parties, which are held during the evenings in the town where they engage in sewing the bags, which are used in exporting tobacco.

(Continued on page 134)

Elmira, N. Y.

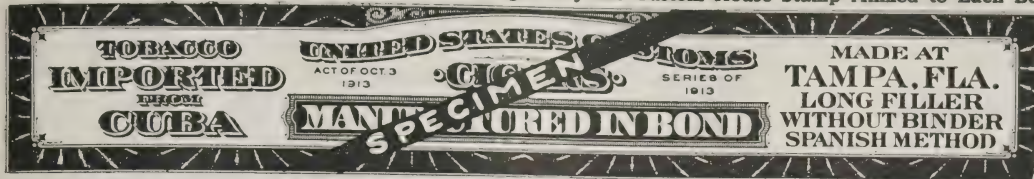
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Leaf Tobacco**

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The United States Government Guarantees These Cigars by the Custom House Stamp Affixed to Each Box.



Morgan Cigar Co., Inc.

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U. S.
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FLORIDA
Bonded
Factory



MADE UNDER PERSONAL SUPERVISION OF *Pancho Arango*

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TAMPA. FLORIDA



The manufacturers integrity is an inherent part of the U. S. Bond Stamp



In a Selected Line
of Imported Shapes

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HOME OFFICE AND PLANT
TAMPA, FLA.



Marcelino Perez & Co.

MANUFACTURERS OF
FINE HAVANA CIGARS *Exclusively*

Tampa, Fla.

Since 1883

Florida and Georgia PACKERS AND DEALERS

I. Gardner, Pres. S. Spitz, Vice-Pres.
Jos. Wedeles, Sec.-Treas.

MAX WEDELES TOBACCO CO.

DEALERS IN

Fine Florida and Georgia Shade
Tobacco

Our Specialty
Shade Grown Round Tip
Quincy, Fla.

JAMES J. LOVE Leaf Tobacco QUINCY, FLA.

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F. Perry May Fountain H. May
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York, Pa. Quincy, Fla.

B. Ottinger Henry Weinberg

B. Ottinger & Co.

Fine Florida and Georgia
Wrappers

QUINCY, FLA.

A. E. Fraleigh Tobacco Co.



GROWERS—
PACKERS—
DEALERS—

Florida Shade
Grown Tobacco

MADISON, FLORIDA

American Tobacco Co. In Fine Condition

For the second successive year, American Tobacco Co., showed the largest earnings in its history observes the *Wall Street Journal*, 1925 net income totaling \$22,238,919, a gain of more than \$1,450,000 or 7% over 1924 record earnings of \$20,784,869.

Not only were earning records shattered in 1925, but an already excellent financial condition was strengthened. Balance sheet is one of the strongest ever presented by an American industrial corporation.

Cash on hand gained \$4,400,000 during the year, bringing the total to the record high of \$19,194,515, compared with \$14,747,452 at the end of 1924. Thus one-tenth of American Tobacco's total assets of \$190,824,332 is represented by actual cash—which is equal to 2½ times total current liabilities of approximately \$7,600,000.

Outlook Bright for 1926

Outlook for the company this year is that further records will be attained. Cigarette consumption is holding its rate of increase at around 11% over last year, and it is on this steady gain that American Tobacco has been able to show large earnings for the past two years. The company is in splendid financial shape to handle increased business, and should be helped by slightly lower prices for leaf tobacco.

Net income in 1925, after federal taxes, depreciation and interest, totaled \$22,238,919, equivalent to \$9.77 a share (par \$50) on \$97,639,600 combined common and company D stocks. This compares with net of \$20,784,869, or \$9.02 a share on \$97,630,950 combined common in 1924 and \$17,808,139, or \$15 a share (par \$100) on \$97,611,800 combined stocks in 1923.

Tobacco Products Lease

No mention is made in the financial statement of earnings of the manufacturing properties leased from Tobacco Products Corp. In 1924, these assets, held on a 99-year lease, netted American Tobacco somewhat over \$1,000,000, and it is understood this figure was exceeded in 1925.

These properties were leased from Tobacco Products in November, 1923, and included all brands of cigarettes and smoking and chewing tobacco belonging to the corporation and its subsidiaries, notably M. Melachrine, Schinas Bros, Falk Tobacco and Nestor Gianicis. Consideration for the 99-year lease was \$9,553,895 in a lump sum, and \$2,500,000 annually. It is believed further payments brought the former figure up to between \$11,000,000 and \$12,000,000.

Will Ultimately Purchase

By the terms of the contract American Tobacco is permitted to purchase the properties outright on payment of \$35,000,000. It is expected the company will ultimately take advantage of the opportunity, although no steps have yet been taken. The advantage to American Tobacco is obvious, as it could be fairly certain of getting its money at 5%, at an annual charge of \$1,750,000. This compares with the present cost of \$2,500,000, or roughly 7%, paid as rent, and would save \$750,000 yearly.

Common dividends paid by American Tobacco last year totaled \$16,109,922, compared with \$12,202,675 in 1924. Gain of nearly \$4,000,000 in disbursement on the junior securities was the result of an increase in the rate to \$8 a year from \$7, and the payment of a \$1 extra. As the increase came in the last quarter, total of \$8.25 was paid during the year on the combined common.

Subsidiaries Prosper

In addition to its holdings of \$9,075,000 of the total preferred issue of \$10,000,000 of the American Cigar Co., American Tobacco owns \$10,351,400 common out of \$15,000,000. As American Cigar increased its dividend on common to \$8 annually from \$6, American Tobacco is assured of a 33 1-3% increase in revenue from that source. The increased distribution came in the last quarter of 1925. Another potential source of increased profits for Ameri-

can Tobacco this year is its interest in the Cuban Tobacco Co., held through control of American Cigar, which, in turn, controls Cuban Tobacco. The latter earned \$8.34 a share on 170,000 shares of no-par common in 1925, compared with \$2.57 in 1924. Prospects are bright for this year, and substantial returns may accrue to the parent company in the not distant future.

Net working capital as of December 31, 1925, showed only a small increase over that of the preceding year, totaling \$87,531,654, against \$87,093,348. Inventories increased over \$6,000,000.

Ratio 12½ to 1

Current assets bore a ratio to current liabilities of approximately 12½ to 1, compared with about 11 to 1 at the end of 1924. These totaled \$95,148,235 and \$7,616,581, respectively, compared with \$95,555,289 and \$8,461,941 in 1924.

Inventories were carried at \$66,897,803, compared with \$73,174,233 in 1924. Lower prices for leaf are believed to be accountable for a large part of the decrease.

Bills and accounts receivable showed a gain, totaling \$9,055,917, against \$7,633,604, while payables were reduced, showing a \$1,611,429, against \$2,156,624. Reserve for advertising, taxes, etc., was about \$600,000 lower than the preceding year, totaling \$4,849,178, against \$5,487,952.

Comparison follows of current assets, current liabilities and net working capital at the close of the last year:

Current Assets			
	1925	1924	
Invent	\$66,897,803	\$73,174,233	
Gov. sec.	\$1,611,429	\$2,156,624	
Cash	19,194,515	14,747,452	
Bills & ac. ...	9,055,917	7,633,604	
Total	\$95,148,235	\$95,555,289	
Current Liabilities			
	1925	1924	
Pfd. Dvs.	\$790,496	\$790,496	
Pay	5,156	5,376	
Scrip	20,322	21,493	
Accrued int. ...	20,322	21,493	
Accts. & Bills			
Pay	1,951,429	2,156,624	
Res. adv. &			
Tax	4,849,178	5,487,952	
Total	\$7,616,581	\$8,461,941	

Schulte Earnings

A net income of \$6,416,931, before Federal taxes, is shown by the report of the Schulte Retail Stores Corporation for the year to Dec. 31, 1925. This is equivalent, after deduction of preferred dividend to \$14.0 a share earned on 412,500 shares of no-par common stock, and compares with \$4,341,615, or \$10.57 a share, on 375,000 shares in 1924.

The consolidated statement for 1925 follows:

	1925	1924
Net income	\$6,416,931	\$4,341,615
Pfd. dividends ...	596,718	376,000
Surplus	5,820,213	3,965,615
P. & L. surplus ..	6,257,546	4,059,450

* After stock dividends on common stock.

Assets Increase

The total assets of the corporation and subsidiaries as shown in the consolidated balance sheet were \$35,095,905, against \$28,261,900 for 1924. Of these assets \$3,319,437 represented cash, \$1,184,569 accounts and notes receivable and inventories \$5,376,903. Total liabilities were \$28,838,359, including accounts payable of \$3,221,584.

Singer & Mayer Prepare For Good Season

Exceptionally good business is looked for at the offices of Singer & Mayer, 144 Water street, New York. Cigar manufacturing conditions are immediate purchasing will be necessary of the present month it is anticipated that the production stocks will be reduced to such a point that immediate purchasing will be necessary to replenish leaf supplies required for Spring and Summer sales.

The Southern Georgia Prospects

THOMASVILLE, Ga., March 20.—The last letter was sent out Feb. 20, and since that time conditions have not been so favorable for the growers, as the weather has been cool, with a great deal of rain. In we feel that we have plenty of plants in this section for the intended crop, and the plants are just a little bit ahead, and we figure that we are two to three weeks late this year, as at this time last year we were setting out tobacco by March 15, 25 when we wrote our last letter, Feb. 23.

We believe that we will have a crop of plants and will get our crop of time to make a crop of tobacco; however, the weather conditions have been very discouraging to the growers with a few days of warm weather, sunshine we believe our plants will come out wonderfully, and we feel with the proper season we can be setting the crop in this section, April 1 to 5.

As mentioned before, from information gathered, there will be a decrease in the Georgia acreage of tobacco; however, in this immediate section, there will be a slight increase.—THOMAS COUNTY TOBACCO MARKETING COMPANY.

German Cigarette Cartel Mutual

WASHINGTON, D. C., March 24.—A contradiction to statements which appeared in the German and American press lately, in both daily and weekly papers, the German cigarette cartel wishes to announce that it has formed a voluntary cartel, not an obligatory one. Furthermore, the cartel is to sense a trust or close corporation, simply a general agreement for common purposes. Individual firms keep their independence. The seat of the "Gesamtheit" is in Dresden. A member pays 25 marks initiation fee, says Assistant Trade Commissioner Nash at Berlin, in a report to the department of Commerce.

Once in the association members are divided into eight groups according to the amount of cigarettes they manufacture. Each group has one vote. The group voting is organized so as to protect the interests of small manufacturers. Over all stands a board of directors. The association is to last until September 30, 1927, unless in the while a legal obligatory syndicate comes into force. Many members wish to hasten the formation of such a syndicate.

The new cartel is to occupy itself with questions relating to the regulation of production, to prices, discounts, paid advertising, statistics, weight, etc., its chances of success and continuation may be, are said to depend on its policy toward bankrupt and bankrupt firms. If it attempts to regulate production so as to drag them through the crisis now prevailing, it probably will fail. If it lets weakening firms stay on the board, however, it may succeed in a number of these weakening firms of the verge of bankruptcy is said to be large. Overproduction, big "stock" hand and heavy tax burdens are heavily on the industry.—L.A.M.

The Bahian Crop Make Record

WASHINGTON, D. C., March 23.—Total exports of tobacco from Bahia during the calendar year 1925 amount 79,926,885 pounds, which is the highest for the past eleven years, excepting 1919 and 1922, when 79,489,058 pounds and 87,549,075 pounds, respectively, were exported.

Germany took 46 per cent, or 32,000 pounds of Bahia's 1925 exports, followed by Holland with 15,874,641 pounds or 20.4 per cent, and Argentina with 7,390,196 pounds. These three countries accounted for 86 per cent of the exports, and it is understood that the large of the quantity exported to the Netherlands eventually goes to Germany.

Some plain facts about the burning quality of tobacco

Results of fire holding test from tobacco fertilized with two different kinds of Potash.

Each plot received 1,000 lbs. per acre of $4\frac{1}{2}$ -7-9 (NPK) but the Potash in each case was derived from a different source. Note the superior burning quality of the tobacco grown with Sulfate of Potash.



Burning time: 8 minutes, 11 seconds. The potash in the fertilizer was derived from sulfate of potash.

Burning time: 4 minutes, 25 seconds. The fertilizer used did not contain potash in the sulfate form.

THERE can be no doubt that the cigar industry is faced with a serious problem. How to check the falling consumption of cigars and stabilize the industry is the question that presses more insistently each year for an answer.

Frankly, this is a complex problem. It would be foolhardy to insist that there is any quick panacea, any single answer that will do the trick.

But there is an important fact, hitherto generally neglected, that is worth your investigation. It is generally admitted that one of the essentials in stabilizing cigar consumption is to improve cigar leaf quality and keep it as uniform as possible.

And here is the fact that is often overlooked: *the burning quality of tobacco depends upon an abundance of potash in the leaf and a minimum of chlorine.*

Experiments, smoking tests, and chemical analyses have proved this to be a fact.*

How, then, you will ask, can this knowledge be profitably applied?

As you know, tobacco growers use large quantities of fertilizer in raising their crops. If they use too much manure or a commercial fertilizer containing considerable chlorine, their leaf is likely to have too much chlorine in it and its burning quality will be proportionately impaired.

There is one way out of this difficulty and wise leaf buyers are beginning to recognize its importance. If the grower will avoid using too much manure and will use a well-balanced fertilizer containing plenty of potash in the sulfate form, the chlorine in the leaf can be kept to a minimum.

Potash in the sulfate form contains a minimum of chlorine and is, therefore, especially adapted to tobacco. Agricultural specialists have recognized this fact and are now recommending the increased use of potash in the sulfate forms in fertilizers used on cigar leaf and bright tobacco.

Fertilizers mixed with potash in the sulfate forms cost slightly more. The farmer, therefore, will hesitate to use them unless the buyer is willing to take the fertilizer factor into account and pay for the improved quality.


Many "live" buyers are beginning to see the practical value of working with the grower and encouraging the use of sulfate forms of potash to standardize tobacco quality. It will pay you to do likewise.

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Second Sumatra Sale Nets 1,650 Bales for Duys.

One of the outstanding sales at the second Amsterdam inscription last week was the 1,650 bale lot of Sumatra for H. Duys & Company, New York. Among the markings were Senembah My/SB, Senembah My S, OK/Deli G.K., Deli Ba My/LB, Deli My/P, and Deli My/A, some of which has already been sold again.

Manufacturers Secure Over 1,000 Bales at Amsterdam

Three large American cigar manufacturers took something over 1000 bales at the second Amsterdam inscription last week. Among them were the American Cigar Company with 299 bales; Bayuk Cigars, Inc., 423 bales; General Cigar Company, 332 bales, all of the current desirable light colors.

Hinsdale Smith Obtain 161 Bales of Sumatra

At the second Amsterdam inscription Hinsdale, Smith & Company, New York, secured 161 bales of fine markings. It is believed prices are still pretty high, but the offerings are very good indeed. American cigar manufacturers can look for some light, leafy goods out of this lot.

Cigar Party in Europe

Sailing on the Steamer *Duilio* last week for Europe, were Mr. and Mrs. Mortimer Regensburg; Mr. and Mrs. D. Emil Klein, and Percival R. Lowe, cigar leaf man, who expects to visit Rome, Naples, Paris and other attractive continental resorts before returning to America in the late Spring.

Co-op Case Hearing

(Continued from page 117)

mation about its activities, and it is generally believed that the hearing of the petition ten days hence will require at least until the middle of the week. It is not certain whether Judge Meekins will rule immediately the evidence is in or will reserve his decision. This is the second petition for a receivership, in which Senator Person has figured, the first one early in February having been denied by State Superior Court Judge Thomas H. Calvert.—HAB.

Lancaster

(Continued from page 128)
 Opinion and Price

Mr. Shenk is certainly entitled to his views and is fortified to defend them by somehow confusing the "no-tobacco" issue with religion, but there is just one

**PRINCE
ALBERT**

—no other tobacco is like it!

coincidence that struck us forcibly and makes us absolutely immune to the belief that he may be sincere in his stand against "My Lady Nicotine."

All of us remember that, some few years back, the prices of Pennsylvania tobacco soared, to the huge delight and profit of the growers. Now if we tax our memories for definite dates—Jo and behold! the year during which tobacco growing was one of the most profitable industries that have ever existed in agricultural Pennsylvania coincide exactly with the years in which Mr. Shenk states that he fell from grace.

Farwell, Mr. Shenk! Our sense of poetic justice demands that all subsequent notices on your activities be paid for out of the very neat profits you made on your strategically chosen tobacco growing seasons.—KEYSTONE.

York County

(Continued from page 130)

bacco to foreign countries. Their action has been of great aid to the Meads firm. W. C. Frutiger, cigar manufacturer, Red Lion, is on a two weeks' business trip to Florida and points in the South. Kurvin H. Jacobs, of the firm of Holtzinger & Jacobs, cigar manufacturers, Red Lion, has purchased from the Griffith estate a farm located in Chancetown township, on the road to Shenk's Ferry. The property contains 170 acres, most of which is woodland.

The office employees of the Havana Cigar Company, Dover, and their friends, motored last Thursday evening to East Berlin, where they were given a chicken and waffle dinner at the home of Mr. and Mrs. P. W. Kimmel.—YORKAD.

Wisconsin

(Continued from page 124)

may be reduced to below ten thousand cases. Packers in the state have been successful in getting but a handful of tobacco for the general trade, and that cost them more than they wished because of the terrific cross fire they took the field under this year.

In the eyes of the cognoscenti along the Atlantic seaboard, the above statement will not be believed at this writing. It is presupposed by the writer. But it is not the first time that the writer has made predictions that have matured soundly, in fact, he is jealous of his batting average, and does not want to fizzle out now. Should those who waver at the swallowing of this, only come out here and count the packers on the fingers of his hand, find out the number of workers at their benches and do some actual figuring on the pool activities and that of the other packers, he must admit that there is the smallest supply of Wisconsin available, both old and new, in the history of the state. This is at a time when the number of factories using Wisconsin is increasing, and when a big year is anticipated by makers of A and C class cigars who are notoriously low on binder goods. If he had heard poolers, as Wisconsinites have, ask that their seventeen cent grade of tobacco be put in the stemming so they could get a two cent bigger advance payment per pound, and had seen the wholesale defaulting of pool farmers the writer has this year, he could not but agree that the guessing contest was a good one.

The reported sale from good author-

ity that Bloch today picked up three million pounds of the pool's low priced binder grades is but another concrete illustration of the competition the seeker after cheap binders is being pounded with.

Pool Affairs.

The adverse examination of the pool officials by attorneys for the revolting farmers ended after a rather perfunctory examination of President Davidson, vice president Lien, and Editor Murwin in order that the attorneys for Dahle and Olson could take advantage of the pool's frequent assertion that their records were absolutely open for inspection at any and all times. But when Attorneys Hill and Loverud with their auditors appeared at the pool office, gestures of a different nature were made. The pool would be glad for them to go through their records providing they left out the records of their transactions with the big corporations in the tobacco business, and several other little ifs. McMurray, the auditing company hired by the farmers, submitted an affidavit to Judge A. C. Hoppman, of the Circuit Court, through attorney Hill, together with the latter's petition that they be granted a court order allowing them to go through the records of the pool without any ifs attached. The ifs contained in the affidavit are:

1. That the auditor furnish the plaintiff (the pool) copies of his working sheets.
2. That he must furnish the pool a list of all of the information desired from the records.
3. That pool accountants should work with the defense auditor and make a copy of all information taken.

In the hearing before Judge Hoppman Attorney Gilbert for the pool demanded a list of the information desired by the farmer defendants. Ela's affidavit contained the information that his reasons for opposing a secret examination of the books cited the fact that his organization, in the marketing of its tobacco has to deal with huge corporations with powerful financial influence, and "in order to deal with such combined power of the purchasing side, it is vitally necessary that the records of this plaintiff be not exposed to promiscuous view and examination, and particularly that any matters of confidential nature be not so handled that the said large concerns will know all of the affairs of this particular corporation."

"This plaintiff," states the Madison State Journal correspondent, "has no objection whatever to any inspection made of its books by any of its growers for the legitimate use of their own private information, but does insist that it has the right to protect its records and files against exploration and secret inspection in such a way that it can not tell what information is being taken from them." And, "that this affidavit is apprehensive that in effort to discredit this plaintiff that claims will be made that records and files have been changed." (As claimed in the Pool-Bekkedal suit).

Attorney Hill maintained that such procedure is unheard of, is revolutionary, and violates the right of the attorney to prepare his case in his own way. It destroys the procedure and the rights that attorneys have had for five hundred years. It is the right of the attorney for the defense not to disclose to opposing counsel the points on which he wishes to cross examine witnesses. To do so would serve to put the witness wise in advance.

Arguments on the motion took up almost the entire morning in circuit court. Judge Hoppman announced unofficially from the bench that "it seems to me that the defendant has the right to go over the books of the plaintiff without having the plaintiff look over his shoulder to see what he is taking from the records. There was every indication that the point will be fought out to a finish, and that it even may be appealed to the State Supreme Court by one side, or the other, before the trial on the injunction can proceed.

"We are not here to break the pool," Attorney Hill stated. "I want that dis-

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tinely understood, and I have previously in this adverse examination. If the pool has done everything should have done to fulfill its part of the contract, we will advise Olson and others in the same situation as the attorneys to fulfill theirs and deliver tobacco to the pool. But before I delivers he has a right to know what the pool has done to fulfill its part. Olson is under no obligation to divulge his tobacco year after year at a sale. And so it goes. Time is a valuable element in this trial, but it is also showing earmarks of being a real marathon runner.—BADGER.

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TOBACCO

A WEEKLY TRADE REVIEW

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Philadelphia Jobbing Concerns Merge

Yahn & McDonnell Consolidated with Dusel-Goodloe and Duncan & Moorhead—Two Million Sales—\$300,000 in Assets—Kennard & Lumly to Join Dalton Co.

PHILADELPHIA, March 27.—The Philadelphia industry made history, during the week, when there was perfected the merger of four important wholesale and distribution concerns and leaders in the local trade. In the case of three companies affected, they are the Dusel, Quaker City houses in their respective lines, and long prominently associated with the sale of cigars of the highest grades.

The firms, which became jointly associated, are the Yahn & McDonnell Company and Dusel, Goodloe & Company, consolidated as Yahn & McDonnell Company, with increase in capital and organization of the personnel. Under the management of these will be the Dusel, Quaker City houses in their respective lines, and long prominently associated with the sale of cigars of the highest grades.

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at Atlantic City, New Jersey, their featured brands are Blackstone, Natural Bloom, Antonio y Cleopatra, Flor de Cuba and imported Havana cigars.

Trade Tripled

"The business of both Dusel, Goodloe & Company and Yahn & McDonnell has practically tripled during the past few years, and today each company is a leader in its field. Optimo, Blackstone, Natural Bloom, Antonio y Cleopatra, Cortez and Bering have played a leading part in this growth.

"It is believed that a consolidation of such healthy business, under the same management as heretofore, will result in a very large and strong institution for the distribution, wholesale and retail, of imported and domestic cigars, with assets upward of \$300,000 and sales of about \$2,000,000 annually.

"The development of both Waitt & Bond's Blackstone and A. Santaella & Company's Optimo in the Philadelphia market has been very rapid during the past few years, and special effort will be concentrated on these two very dependable cigars, both in the wholesale and retail departments."

Locations

The Yahn & McDonnell Company has just leased a large wholesale store on Eighteenth street below Market, and will remove to it in May. The old quarters of Dusel, Goodloe & Company, at 112 North Seventh street, will be continued for the time being.

Negotiations now are being closed for the consolidation of the other two leading firms of the city, one of them just entering the local industry, with a strong financial backing, as the Kennard, Lumly Company, 1207 Walnut street, and the other being a long established wholesale and retail distributor of imported and domestic cigars, and conducting its business under the title of the M. J. Dalton Company.

The Dalton Company conducts two stores at Fifth and Chestnut streets, and an Eleventh street below Market. It was established more than forty years ago by Michael J. Dalton, whose death occurred about fifteen years ago, and has been held in trust for his son, Stanley J. Dalton, under the jurisdiction of the Orphans Court, with his uncle, William R. Taylor, acting as trustee and manager. For the past year or so the younger Dalton has not been able to give his attention to the business, because of ill health which followed an operation.

Another Merger

When the negotiations have been completed this week the Dalton Company will be merged with the newer house of Kennard and Lumly; and, with its transfer, the latter will take over the distribution of such well known brands as the Marie Antoinette, Lozano, Lord Beaconsfield, Parmies Arango, Gonzalez and Sanchez, Romeo and

Juliets, Partagas, Carolinas, Coronas, Larranga, and others of like fame, in the imported and domestic cigars. The Kennard & Lumly Company was organized a little over a month ago, and has, within recent days, opened for business at the Walnut street address.

Its officers are President, William Kennard, a prominent real estate dealer and insurance man of New York, Vice President and Manager, Benjamin C. Lumly, and Secretary and Treasurer, Edward J. Dingley, formerly connected with the Victor Talking Machine Company, of Camden. Vice President Lumly is the practical cigar man with the new concern, having for several years been associated with the Philadelphia industry as manager of the Godfrey Mahn Company, and as an associate of the Dalton Company.

Two well known Quaker City trade representatives, long identified with the cigar retail trade, now are actively connected with the new concern. They are James and John Flanigan, the former a manager of the Dalton Company and the latter, for some time, connected with the Fifth and Chestnut street store, and in other years associated with the leading dealers in the central city district. As the details of the merger are perfected they will be announced in the forthcoming week.—LIBERTY BELL.

Big Rush to Porto Rico

The S.S. *Coamo* sails from New York for Porto Rico with the greatest array of tobacco buyers that ever went to the Porto Rican market so early. It is estimated that the new crop will yield about 300,000 quintales. Much of this is already contracted for. Great interest is shown in the remainder of the crop available, and all buyers are anxious to secure choice leaf. This indicates that demands will be unusually keen, and we may expect to find that prices will be considerably increased beyond the figures realized for the previous crop.

Among the more important of the buyers sailing today are A. Sylvester, president of the American Cigar Co.; Luis Toro, president of the Porto Rican-American Tobacco Co.; Sam Graboky, president of the G. H. P. Cigar Co.; Rudolf Fels, resident buyer for the G. H. P.; Charles Gans, resident buyer for the Congress Cigar Co.; J. B. Lichtenstein, of J. B. Lichtenstein & Co.; Jerome Kohlberg, of Kohlberg-Gonzales Co.; Ramon Moran, of Ramon Moran & Co.; Victor Ettlinger, of the Webster Cigar Co., and Milton Durlach, of Durlach Brothers.

Whelan Associates Form Corporation

Company Pays Corporate Tax on Basis of \$250,000,000 Capitalization — Not to Enter Retail Field — To Engage in Wholesale Business, and Invest in Other Tobacco Firms.

BALTIMORE, March 26.—The Union & United Tobacco Corporation, with 2,500,000 shares of no par value stock, was granted a charter by the Maryland Tax Commission today. Douglas H. Rose, R. Dorsey Watkins and Leslie E. Mihm are named as incorporators, and Sidney L. Whelan, George A. Harder, Sidney L. Whelan and Harry L. Nixon as directors. Stock is divided into 2,000,000 shares of common and 500,000 shares of preferred. For the purpose of taxation, the Maryland law assumes value of \$100 per share for no par value stock, on which basis the corporation paid tax on authorized capital of \$250,000,000. Provision is made that the preferred stock shall not pay more than \$8 per share in dividends.

There is no direct connection between the Union & United Tobacco Corporation, incorporated in Baltimore, and the United Cigar Stores Corporation, although the directorates interlock, Julian St. J. Wattle, a director of the Maryland corporation, said, according to the Associated Press.

Mr. Wattle is a brother of George Wattle, treasurer of the United Cigar Stores Corporation, a subsidiary. Sidney S. Whelan, a director of the new concern, is a nephew of Charles A. Whelan, president of the United Cigar Stores, and is vice president of the United Retail Stores Company, of which Charles A. Whelan is president.

The Maryland corporation, it was stated here, says the New York Journal of Commerce, by way of comment, will

not enter the retail tobacco field, but will engage in the wholesale tobacco business. It also will invest in other tobacco concerns, including retail organizations.

Averett to Retire from the United Cigar Stores

Elliot Averett, vice president and a director of the United Cigar Stores Company of America, and one of its organizers, retires from active business association with that company as of this date, April 1.

American Sumatra Plan

American Company's reorganization plan provides for the formation of a new corporation under the laws of Delaware to take over the assets of the old company, organized under the Georgia laws. The new company is to have 23,562 shares of 7 per cent cumulative preferred and 175,000 no par value common stock. The old common will be assessed at \$7 a share and will receive 110 shares of new stock for each 100 original shares. Those who do not pay the assessment will receive 45 shares of common stock for each 100 shares. If the assessment is paid on the entire outstanding common \$1,011,400 cash will be realized. Each 100 shares of preferred will be a similar amount of new stock and 20 shares additional in liquidation of accumulated dividends.

Brogan's Announcement

Goodloe & Company, like the Yahn & McDonnell Company, has been the forefront of the wholesale trade in the city of Brotherly Love, and is one of the important jobbing firms in the city of the country. Its President, M. J. Brogan, during the week, made an announcement stating that, as an associate, Harry M. Shetline, president of Dusel, Goodloe & Company and its subsidiary, the Duncan & Moorhead Company as officers of combined concerns, had purchased controlling interest in the Yahn & McDonnell Company, and that the three firms will in the future be merged into one company, and that the three firms will in the future be merged into one company, and that the three firms will in the future be merged into one company.

Business and Brands

The announcement further reads: "The various departments will be placed under the management of M. J. McDonnell, George R. Jones, Paul L. Shetline and Harry M. Shetline. All of these companies were organized at the turn of a century ago, the Dusel & Moorhead was founded about two years ago by Dusel, Goodloe & Company, and has since been operated by them."

Dusel & Moorhead business is principally to imported cigars. The Yahn & McDonnell operated a chain of retail stores and club concessions in conjunction with their wholesale business, Optimo, Bering and Cortez their featured brands. Dusel, Goodloe & Company conducts a large cigar business, with a branch

Schulte Earnings Show Big Gain

Report of the Schulte Retail Stores Corp. for 1925 shows that year to have been the best the company has ever had, net income, before federal taxes, registering a gain of almost 48% over 1924.

Adherence to its policy of paying common dividends in stock and conserving cash has strengthened materially its financial condition. Net working capital increased 85% during the year, totaling \$6,659,325, against \$3,585,447. Of this, practically half was represented by cash, which was at the record high figure of \$3,319,437, compared with \$826,205 at the end of 1924.

Net income for 1925 totaled \$6,416,931, before federal taxes, equivalent after preferred dividends to \$14,110 a share on 412,500 shares of no par common, compared with \$4,341,615 before federal taxes, or \$10.57 a share on 375,000 no par common shares in 1924.

Since the first of the year, Schulte Retail Stores issued 631,125 additional shares of no par common. The dividend rate on the increased common stock, now approximately 1,043,625 shares, will be 8% annually in common stock. This will be the same as declared in the first quarter on 412,500 outstanding.

Just what proportion of Schulte's 1925 earnings were the result of real estate operations can not be told from its report. At least \$1,000,000 was derived from this source, resulting from the quick turnover of the Acolian Building, a transaction which, while completed physically in 1924, did not appear on the company's books until the next year.

Sales Run Ahead This Year

From present indications, Schulte's outlook for the current year is promising. The company is comparatively well off in working capital, and sales of tobacco products should show a gain over 1925. Merchandise sales so far are running well ahead of last year.

During 1925, Schulte did only one piece of new financing as a corporation, although its business of dealing in real estate in fee was segregated and financed through a public offering. Around the middle of the year, working capital was augmented by \$3,750,000 obtained through the sale of 37,500 additional shares of no-par common at \$100 a share, to which shareholders were privileged to subscribe on the basis of one new share for each ten held.

New Real Estate Company

To take care of the real estate business, the Schulte Real Estate Co. was formed, with capital of \$10,000,000 6% 10-year notes, \$3,000,000 6% preferred and 500,000 shares of no-par common. The Schulte Retail Stores Corp. held through subsidiaries some \$15,000,000 of New York City real estate in fee, the bulk of which was turned over to the new subsidiary. The note issue was sold to the public bearing five shares of common with each \$1,000 bond, while the Schulte Retail Stores Corp. received the entire preferred issue and all but about 50,000 or 75,000 shares of the common.

The 1925 balance sheet shows a marked improvement over that of the previous year. Current assets bear a ratio of better than 3 to 1 to current liabilities, compared with about 2½ to 1 at the end of 1924. They total \$9,880,909 and \$3,221,584, respectively, compared with \$6,215,219 and \$2,629,772 in 1924.

Cash on hand at the year-end totaled \$3,319,437, or more than accounts and notes payable of \$3,221,584. This compared with \$826,205 in 1924.

Comparative table showing current assets, current liabilities and net working capital at close of last two years are:

Current Assets			
	1925	1924	
Cash	\$3,319,437	\$ 826,205	
Receivables	1,184,369	837,865	
Inventories	5,376,903	4,551,149	
Total	\$9,880,909	\$6,215,219	
Current Liabilities			
Payables	\$3,221,584	\$2,629,772	
Total	\$3,221,584	\$2,629,772	
Net. wkg. cap.	\$6,659,325	\$3,585,447	

Reflecting the segregation of a large part of the company's real estate business in the Schulte Real Estate Co., the invested assets on the 1925 balance sheet show a changed line-up. Real estate, leaseholds, etc., were carried in 1924 at \$12,113,513, and in 1925 at \$5,933,452. Mortgage investments, however, gained by over \$3,800,000, totaling \$5,928,459, against \$2,073,025. Stock investments showed the greatest gain, totaling \$5,906,560, compared with \$722,267. Under this item are carried \$3,000,000 Schulte Real Estate Co. 6% preferred and 425,000 shares of no-par common, in addition to some Continental Tobacco Co. stock.

Surplus Increased \$2,198,096

During the year, the only cash dividends paid were on the 8% preferred. Cash disbursements totaled \$596,718. Surplus from the year's operations was \$5,820,213, but federal taxes paid during 1925 and adjustment to reserves of \$547,117, as well as stock dividends on the common stock, made the actual additional to profit and loss surplus \$2,198,096.

Outstanding preferred stock at the close of 1925 totaled \$9,425,000, against \$6,350,000 in 1924. Additional 30,750 shares were the result of 8% dividends paid in preferred stock on the common. This practice has been abandoned, and future dividends on the common will be paid in common stock.

Since the first of the year, Schulte has obtained \$631,125 in additional cash through what was practically a 150% stock dividend. Holders of one share of no-par common were given the right to subscribe to one and a half shares of additional common at \$1 a share. Outstanding common was increased to 1,043,625 shares from 412,500 after an increase to 1,250,000 shares from 500,000 was authorized.—*Wall Street Journal*.

Schwartz Cigar Corp. Has Profitable Year

The strong financial position of the Bernard Schwartz Cigar Corporation, Detroit, is shown by the fact that current assets are better than ten to one in comparison with current liabilities, according to the company's balance sheet as of December 31, 1925. Current assets at the beginning of the present year amounted to \$1,062,432.26, as against current liabilities of \$96,932.78.

Total assets of the corporation at the close of business last year aggregated \$1,875,231.65. These included: Cash, \$84,120.66; accounts receivable, \$342,166.51; Inventories at cost, \$409,629.42; securities, \$33,500; branch investments, cash accounts, etc., \$194,015.67; permanent net after depreciation, \$276,026.79; taxes, insurance, etc., \$196,772.60; trade name, branch, etc., \$250,000.00.

Current liabilities were limited to accounts payable of \$90,544.46 and deferred accounts of \$388.32. Surplus of the company on June 30, 1925, totaled \$1,567,670.22. Dividends totaling \$52,000 were deducted from this amount. Earnings of the last six months of the year were \$180,628.65. Development written off during the same period amounted to \$20,000, leaving a total surplus of \$1,676,298.87, in addition to \$12,000 reserve for taxes.

At a recent meeting of the board of directors a financial policy for the future was considered and an amendment was proposed to the certificate of incorporation, authorizing an additional amount of class A common stock. As a result a special meeting of stockholders has been called for March 8 at which time the recommendation of directors, calling for the increase of the above stock of no par value and without voting power from 100,000 to 150,000 shares, will be acted upon.

In a letter to stockholders, Norman Schwartz, president, declares that if the amendment is approved that it is the intention of the directors to pay regular stock dividends of two per cent quarterly until a change of policy is justified. The dividend on April 1, 1926, is intended to include a quarterly stock dividend in lieu of cash payment of January 2.—*Detroit Manufacturers & Financial Record*.

An Interesting Insurance Tangle and Its Solution

Here is a situation which might arise at any time in the experience of any business man who carries fire insurance. It comes from a Western reader:—

"Last October I bought at sheriff's sale a building and city lots. Sale was by order of court on foreclosure of the lien. The day I bought this property the insurance agent was instructed to change the policy into my name. There was a policy in two companies for \$2,000 each.

"At time instructed the agent was out of his office and when he got back to office he had forgotten my initials, so neglected getting transfer of policies.

"Well, in about a month a building burned near my building, fire and water and handling of furniture damaged my place about \$1,500.

"The companies have not made settlement on account of policies not being in same name as owner of property. I have a letter from agent admitting that he was instructed by me to change policies, but that he had neglected doing so on account of forgetting my initials.

"This fire and damage took place about the 10th of last November.

"I don't feel at liberty to do anything with this building, as it would probably release insurance companies from liability.

"The policies have since run out, about two weeks ago, and now I can't renew again without it being occupied.

"I would like very much to have your advice.

"Would you advise such companies and agent both, as agent is financially able to meet his mistake?

"I have since found out he is very careless and neglectful, though a very busy man, but that doesn't simplify matters in my case or justify my losing this insurance.—C. C. G."

The muss this situation is in was partly the fault of the correspondent, though mainly the fault of the insurance agent. What could the correspondent have done that he did not do? First let me explain how this whole controversy arose. A fire insurance policy is issued to John Jones, owner of the property insured, and it contains a provision that if the interest of John Jones ever becomes less than that of sole owner, the insurance shall be null and void. That is in there to prevent anybody from carrying insurance on property belonging to somebody else.

Therefore, when John Jones sells the property on which he is carrying insurance it is always necessary for the buyer, if he wants the old insurance, to have the policy transferred to his name. Otherwise the insurance isn't any good to anybody. It isn't any good to John Jones, because his interest has ceased to be that of sole owner, and it isn't any good to his buyer, because the policies aren't in his name.

Therefore, if the buyer of the property intends to rely on the old insurance, it is his duty to see that the policies are at once transferred to his name. Orally telling some agent about it in the street isn't paying the proper attention to a matter so important. The new owner should at once write a letter to the company which carries the old policies, at its home office, sending a copy to the agent who has charge of the particular territory and he should send both by registered mail. If this correspondent had done that, the controversy he is in couldn't have arisen.

His situation, however, is not in my judgment hopeless, although he may have to spend some money working it out. His status depends on the authority of the agent who received the notice. There seems to be no controversy over whether he did receive it—he has admitted it in writing. Therefore the only question is, did he have as agent the authority to receive such a notice in a manner that would bind the company? If he was the general agent of the company for his district, if he handled the company's business in the district, including business like issuing policies, transferring them, receiving proofs of loss, and so on, then there would appear to be no doubt that he is clothed with authority to receive notice

to transfer and to agree to transfer policies (unless the policies themselves contain some provision limiting the giving of such notice to certain users).

If he is clothed with authority, the company is bound and you can have your insurance, because the law treats the situation as if the thing actually been done. If he is not clothed with authority, you may have an agent against the agent personally, as a case he would be an agent of you—defunct in doing something you agreed to do, causing you loss. There are some legal complications in the matter which I haven't space to point out.

After a fire it is incumbent on the insurance company who carries it to delay the repair or reconstruction as little as possible. It cannot refuse to pay and at the same time refuse to let the building to be touched. The policy will contain some provisions about Read them carefully and follow them. Finally, give the company notice that you will begin the repairs on a certain date and do it.—Copyright, 1925, Elton J. Buckley.

Tobacco Table Enjoyed Tuesday's Luncheon

Although not so many members present Tuesday last, at the Tobacco Table luncheon in the Hotel McAlister, there was the usual quantity of enthusiasm. President Carl Werneke, in the chair, and a discussion regarding group insurance was introduced by J. H. Clifton, of the Equitable Insurance Company, who detailed the trip which Sidney Cathen placed the price in such favorable light that practically one hundred per cent of the members present promised to join.

An officer of the International Bureau Department spoke of the new and how dealers and manufacturers were benefited. Frank Fallon admitted that the Saturday night was a most enjoyable occasion and the band went home so early that the girls really did not have a fair chance to do all their new Charleston steps.

Among those present were J. Hargraff, David Mousdale, C. H. Hood, James Head, Frank Fallick, M. Jackson-Jacobs, Cap'n "H. K. Walker, Sidney Cathen, A. Vucich, E. Guinn, Anthony Coulipades, J. J. Orlik, Asa Lemlein, Fred Millican, Don Valeriano Gutierrez, And a rule, James Head supplied each member and guest with Benson & Hedges cigarettes.

More Parcel Post Hearings

(Special Telegram to TOBACCO)

WASHINGTON, D. C., April 1.—L. W. Wags and Means Committee of the House in executive session today agreed to hold further hearings in connection with the importation of cigars by parcel post. No dates for these hearings have been announced but they will probably be held within a week, according to Representative Bacharach, of New York, chairman of the subcommittee handling the bill. The hearings, understood will probably be in executive session and will be held before the committee. It is understood, however, that the subcommittee is still in favor of the bill and the new hearings will undoubtedly not change the situation. LAMM.

Cigar Orders Exceed Output

MADISONVILLE, Ky., March 30.—Orders for cigars have exceeded the daily output of the Madisonville factory of the American Cigar Company and are being received in volume that manager H. M. Fry is increasing his force of employees.


Beginning Monday Manager Fry will begin the installation of working equipment for thirty-five additional machines with the view of increasing his output.

**Glass Covers—
Display Cabinets**

FOR

Cedar Box, Round and Square Cans that will be a fitting companion for your merchandise.

Write for Sample and Quotation



**Robin Skall
Display Case Co.
Inc.**

Established 1905

Also Made for 2 & 3 Box Displays 183 Wooster St., N. Y. City

Service - Quality

Few Vital Points Touchin' on and Appertainin' to Active Trade

CO, Ill., March 29.—M. & M. Store, 4027 Broadway, is to open

-?-

BLUFF, ARK., March 27.—L. R. 219 Main street, has opened a usiness.

-?-

NATION, Ia., March 26.—Arthur r has purchased the cigar and onery business of E. E. Glick.

-?-

ON, O., March 27.—J. A. Thack- Brown street, has opened a cigar

-?-

ORD CITY, Ind., March 27.—Clif- nawhan and Floyd Prude have ed the cigar business formerly l by the Schwier Store.

-?-

, Wash., March 24.—Gil's Cigar perated by Frederick Gilhuhy and R. Thompson, Second and Ash has been purchased from Thorp who were in business here under e Korn Kob.

-?-

HAUTE, Ind., March 27.—Peters e, 425 Wabash avenue, have e cigar store and lunch here.

-?-

IL, Minn., March 25.—William h has purchased the cigar and con- rery business of Edward Jones.

-?-

USCO, Ind., March 27.—Majestic e, Elmer K. Cotton, proprie- in the cigar and billiard business, ed bankrupt.

-?-

CO, Ill., March 29.—Harry Shu- e, Lake street, in the cigar and nery business, is to erect two d forty-two apartments to cost 00 at north-west corner of Ham- ark avenues. Architect, C. H. e 755 Irving Park Boulevard.

-?-

AL, Cal., March 24.—Harry Diffen ve his cigar and confectionery esio new location very soon.

-?-

RA, O., March 27.—Leo Buckroth utured the cigar and billiard busi- t. E. Morris.

-?-

RO, Ky., March 26.—A. W. e, 95 Federica street, has opened ard confectionery business here.

-?-

ION, Ill., March 27.—Treece & e, East Main street, suffered a l of 50 by fire to their cigar store. l repair immediately and re-

-?-

CO, O., March 27.—William H. e, 2000 East Fifth street, has d cigar business at this address.

-?-

IL, Mich., March 26.—Robert ill, Jr., 100 Washington Boule- in the cigar and confectionery usi- is reported bankrupt. Liabilities 61 and assets are \$3011.

-?-

CO, O., March 27.—Alexander

Gadomski, 51 Xenia avenue, has pur- chased the cigar and confectionery busi- ness of F. P. Jones.

-?-

TERRE HAUTE, Ind., March 27.—Grover Vance and Charles Peters, 425 Wabash avenue, are to open in the cigar and lunch business here.

-?-

SAN FRANCISCO, Cal., March 26.—G. Mattini, 566 Columbus street, has pur- chased the cigar and cafe business of Bigongiari & Pieri.

-?-

COLON, Neb., March 26.—Davis Bil- liard Hall, in the cigar business here, suffered a loss of \$2,500 by fire.

-?-

VASSAR, Mich., March 27.—Freeman Diary Company, operating Candyland, is to open a cigar and fruit business very soon. Office headquarters are in Flint, Mich.

-?-

LAKE FOREST, Ill., March 27.—Sidney Burridge, 90 Western avenue, has opened a cigar and bowling business. He is also in the billiard business here.

-?-

CLEVELAND, O., March 29.—L. W. Pol- ster, 1746 East Ninth street, in the cigar and confectionery business, is reported to have filed a voluntary petition in bank- ruptcy. Liabilities \$2949 and assets \$340.

-?-

Detroit, Mich., Weldt & Noell, 4497 Grand River avenue, have purchased the cigar and confectionery business of Weldt Brothers.

-?-

TULSA, Okla., March 26.—J. J. Weath- ers, 114 East Tenth street, in the cigar and lunch business, has been incorpor- ated with a capital of \$5,000. This is an old concern here.

-?-

DAYTON, O., March 27.—Bertha A. Thurman, 728 Xenia Avenue, has pur- chased the cigar and confectionery busi- ness of W. T. Loose.

-?-

HAGERSTOWN, Md., March 27.—James Pappamagos and Louis Scorpans, 43 South Potomac street, in the cigar and billiard business, suffered a loss of \$800 by fire, partly covered by insurance. They will resume business.

-?-

PHILADELPHIA, Pa., March 29.—F. Kamel, 4034 North Broad-street has pur- chased the cigar and confectionery busi- ness of H. McMenamin.

-?-

MARIETTA, O., March 27.—Pape Cigar Store, 134 Putnam street, is to move to St. Clair Building in about two weeks.

-?-

CARTHAGE, N. Y., March 29.—M. Hig- man, 319 State street, has purchased the cigar and confectionery business of Charles Stanford. New owner is mak- ing many improvements.

-?-

MINERSVILLE, Pa., March 29.—John Dalsis, in the cigar and billiard busi- ness, is erecting a building on Sunbury street.

SPRINGFIELD, Mass., March 29.—A. Luchessi, 333 Worthington street, is to move his cigar and confectionery busi- ness to 391 Army street.

-?-

MINERSVILLE, Pa., March 29.—Bernard Susan, 143 Sunbury street, has opened a cigar and billiard business.

-?-

PEEKSKILL, N. Y., March 29.—United Cigar Stores Company has purchased the property on the corner of Division street and Central avenue, and after al- terations are made, will occupy this lo- cation, in part, as branch store.

-?-

AUGUSTA, Me., March 27.—Angelo Travaglini, 294 Water street, in the ci- gar and confectionery business, has pur- chased the store at this address.

-?-

Lewis R. Schwartz has opened a cigar and stationery business at 59-61 Pearl street, New York.

-?-

PHILADELPHIA, Pa., March 29.—Sim- per & Scott, Germantown and Chelton avenues, in the cigar and drug business, are taking over adjoining store. New fixtures required.

-?-

WILLIAMSPORT, Md., March 27.—Earl G. Bontzell has purchased the cigar and lunch business of John H. Herbert.

-?-

SCRANTON, Pa., March 29.—William B. Jones, 1923 Sanderson avenue is to move here from 1822 Sanderson avenue, and will continue his cigar business as before.

-?-

BONWOL, W. Va., March 27.—Joseph A. Nolar, in the cigar and billiard busi- ness, is reported to have filed a voluntary petition in bankruptcy.

-?-

AMESBURY, Mass., March 29.—Victor Lahikainer, 18 Friend street, has pur- chased the cigar and lunch business of Ernest Luomala.

-?-

L. Golovine Resumes Cigar Activities

TAMPA, Fla., March 27.—Louis Golo- vine, popular cigar manufacturer, an- nounces the resumption of activities in his new factory at 1209 Francis avenue, this city, where, in addition to a regular line of clear Havana cigars, he is to make a popular shade grown cigar.

Mr. Golovine anticipates the renewed patronage of the many friends whom he has served during the past twenty- three years. Those who know the type of cigar produced by him will heartily welcome his return to the cigar fold.

-?-

H. Duys & Co. Receive New Sumatra Samples

Specimens of the recent inscription Sumatra were received at the offices of H. Duys & Company, Inc., 142 Water street, New York, on Tuesday. No ad- ditional exciting information is looked

for from the Amsterdam market for two weeks, when the next sales occur. Since the Bayuk purchase of the Duys and Schmidt Arendsburg holdings last week, consisting of 800 bales of the PvdA/H, and the sale of the 500 bales to other interests, the foreign and domestic business has awaited the next sensation.

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent. Parity of exchange is given as reported by the United States Mint, except in countries with a silver standard, where parity fluctuates with the price of silver.

Closing Rates Monday

STERLING—Par \$4.86½ per sovereign.	
Demand...4.85½	Cables...4.86½
FRANCE—Par 19.3 cents per franc.	
Demand...3.39½	Cables...3.40
ITALY—Par 19.3 cents per lira.	
Demand...4.02½	Cables...4.02½
BELGIUM—Par 19.3 cents per franc.	
Demand...3.80	Cables...3.80½
GERMANY—Par 23.8 cents per mark.	
Demand...23.81	Cables...23.81
AUSTRIA—Par 14.07 cents per schilling.	
Demand...14.125	Cables...14.125
DENMARK—Par 26.8 cents per krone.	
Demand...26.12	Cables...26.14
GREECE—Par 19.3 cents per drachma.	
Demand...1.32½	Cables...1.33
HOLLAND—Par 40.2 cents per florin.	
Demand...40.07	Cables...40.09
HUNGARY—Par 20.3 cents per crown.	
Demand...0.014½	Cables...0.014½
NORWAY—Par 26.8 cents per krone.	
Demand...21.30	Cables...21.32
POLAND—Par 19.3 cents per zloty.	
Demand...13.00	Cables...13.00
SPAIN—Par 19.03 cents per peseta.	
Demand...14.09	Cables...14.10
SWEDEN—Par 26.8 cents per krona.	
Demand...26.81	Cables...26.82
SWITZERLAND—Par 19.3 cents per franc.	
Demand...19.25	Cables...19.26
CHINA—Cents per silver dollar for Hongkong; per tael for Shanghai and Peking.	
Hongkong—	
Demand...56.25	Cables...56.375
Peking—	
Demand...76.00	
Shanghai—	
Demand...72.63	Cables...72.75
PHILIPPINE ISLANDS—Manila: Par 50 cents per silver peso.	
Demand...49.75	Cables...50.00
JAPAN—Par 49.8 cents per ycn.	
Demand...45.63	Cables...45.75
ARGENTINA—Par 42.44 cents per Argentine paper dollar.	
Demand...39.75	Cables...39.87
BRAZIL—Par 32.45 cents per paper milreis.	
Demand...14.30	Cables...14.35

TOBACCO SEED

Slate Seed Company

SOUTH BOSTON, VA., U. S. A.

Largest Tobacco Seed
in the World

ESTABLISHED 1854

THE JOHN BERGER & SON CO.

PACKERS OF
LEAF TOBACCO

MAIN OFFICE IMPORTERS OF
315 MAIN STREET HAVANA and
CINCINNATI, O. SUMATRA

WAREHOUSES
Germantown, O.
Lancaster, Pa.
South Windsor, Conn.
Havana, Cuba.

Won't You

HAV-A-TAMPA

CIGAR

IN THE YEAR 1923

1/7 of all the Cigars made in Tampa were HAV-A-TAMPAS

IN THE YEAR 1924

1/5 of all the Cigars made in Tampa were HAV-A-TAMPAS

IN THE YEAR 1925

1/4 OF ALL THE CIGARS MADE IN TAMPA
WERE HAV-A-TAMPAS

IN JANUARY OF 1926

1/3 OF ALL THE CIGARS MADE IN TAMPA
WERE HAV-A-TAMPAS

If your Leading Cigar is going backward, you need HAV-A-TAMPA

If your competitor has a cigar that is out-selling yours, you need HAV-A-TAMPA

HAV-A-TAMPA CIGAR CO.

TAMPA, FLA.

Cincinnati Weather and Trade Better

Puzzle Solved—Decker's Polish—Robey Moves—Childs' New Copy—Grippe Affects Ulmann's—Frieders Busy—Hachen Starts Out—Usual Miami Acreage

CINCINNATI, Ohio, March 27.—There came a general picking up of business in the past few days, this improved condition being attributed largely to the fact that the much-delayed spring has at last arrived, and for this revival of trade, merchants in all lines of the tobacco industry are duly thankful. For a short time the uncertainty of the effect of the internal revenue rates had a tendency to delay buying, but now the hectic purchasers seems to have passed and the market is stable.

Leading cigar factories are working at full capacity, and report that orders are coming in more freely. The manufacturers of cigars quickly adjusted themselves to the changes in the tax rates, and while the situation was perplexing for a time, the uncertainty did not last long. The common belief in this branch of the trade is that there will be a gradual increase in demand for some time to come.

Trade Is Better

Dealers report that there was a gratifying increase of sales during the past few days, attributing this to the fact that the dealers took the place of icy conditions. Now that conditions are more stable, a good volume of business is being reported.

Speaking of securing tax refunders, the dealer of the trade made the following suggestion, asking that it be passed on to the dealers: "The minimum return made by the Government is \$10, and the small dealers will have a claim that is not quite that large. The thing is to make a dealer do in these circumstances enough goods to bring his return up to the required amount. The man who only has \$7 or \$8 cannot purchase enough stock to bring up to the required \$10. Blanketing these claims are furnished by the dealer of internal revenue, with deductions for filling them out."

Elbow Grease

Mr. Becker, tobaccoist, at 411 Sycamore street, has greatly improved the business of his store by simonizing his fixtures for the benefit of those who may understand what this means, it will be explained that the fixtures have been cleaned and polished by a method which is only used on automobiles. After work has been completed it looked as if many of Mr. Becker's customers complimented him on his "new" signs!

The demonstration outfit of the Robey Machine Company, which for several weeks has been operating at 627 Broadway street, has been removed to 2029 Broadway street, at which place the machines are manufactured. The vacated room is now occupied by John Hummel, who reports that he will make many purchases of an inflator, to sell at popular prices.

Demand Better Than Fair

The business has improved considerably in the past few days and we find the demand to be better than fair," stated the dealer of Wertz & Sander, jobber, recent caller at this establishment. C. C. Roper, of the C. E. Acme Cigar Company, Belmont, Ohio, reports that Roper & Pantelias, Erie Smokers, of that popular brand, are now selling at five cents, is doing well. August Tietig, of Arnold & Sons. "Business has shown a marked improvement in the rural districts; farmers are no longer being bothered because of bad weather and unstable roads." The George B. Ulmman Company, of Indianapolis, has been appointed jobber for the Cincinnati area in that territory.

Child's Campaign

Mr. B. Noos Company, the Sycamore street jobbers, have just started a new advertising campaign on behalf of George W. Childs cigar. "Reason why" is being used in the newspaper changes each insertion, and

this is tied up with posters and other publicity mediums. "We are doing something that is a little out of the ordinary in this advertising campaign," explained

E. D. Suckel, manager, "and our work is already bringing fine results." A recent caller at this establishment was T. C. Gales, director of Henry Clay & Block & Company and vice-president of M. Vale y Company. Another visitor was C. C. Schuerder, director of sales of the Havana department of the American Cigar Company.

Business Conditions Improving

"Undoubtedly business conditions are improving, especially in the section of the country," said M. Tallichet, of the Porto Rican-American Tobacco Company, upon a visit to the jobbing

house of the Henry Straus Company. The same opinion was expressed by Edw. F. Rosenthal, vice president of the same company, who called at the Straus establishment a few days later. "Our spring trade is opening up fine in our jobbing department, and our retail stores and stands are showing an increase in sales," explained Bert Cunningham, sales manager.

Forty-Four Advertising

Adler & Pollock, the County street jobbers, report fine success with the Forty-Four, a two-for-fifteen-cent seller of the

(Continued on page 40)

UNITED STATES TOBACCO EXPORTS DURING MONTH OF JANUARY

Figures Compiled by Department of Commerce

ARTICLE, AND COUNTRIES TO WHICH EXPORTED	UNIT OF QUANTITY	JANUARY—				SEVEN MONTHS ENDING JANUARY—			
		1925		1926		1925		1926	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Tobacco (total).....	Lb.	36,140,995	\$14,157,488	47,195,381	\$16,083,311	290,057,605	\$93,970,673	347,880,833	\$117,711,892
Tobacco unmanufactured (total).....	Lb.	36,140,995	12,666,759	47,195,381	14,155,986	290,057,605	93,970,673	347,880,833	117,711,892
Leaf tobacco—									
Bright flue-cured.....	Lb.	21,077,947	9,330,572	32,624,685	10,958,052	143,516,245	64,814,620	225,885,812	90,307,919
Dark-fired Kentucky and Tennessee.....	Lb.	138,075	39,683	656,735	166,319	3,126,651	1,010,378	3,750,483	1,070,615
Dark-fired Virginia.....	Lb.	3,531,308	1,407,405	6,654,615	921,656	86,573,710	13,979,363	75,444,981	15,079,615
Maryland and Ohio export.....	Lb.	3,008,623	1,134,880	2,854,139	1,326,441	17,182,169	5,589,097	12,373,732	5,226,524
Green River (Fryer) and one sucker.....	Lb.	284,850	56,199	2,755,121	397,532	8,234,746	1,619,356	12,718,650	2,439,825
Cigar leaf.....	Lb.	562,270	94,531	1,154,113	261,106	4,830,624	879,300	7,880,113	1,522,069
Other leaf tobacco.....	Lb.	1,999,267	523,928	329,995	90,426	280,436	243,184	577,023	385,311
Total.....	Lb.	35,448,066	12,640,017	46,891,342	14,141,649	19,771,035	5,367,812	4,618,587	1,688,153
Exported to—									
Belgium.....		987,159	117,982	1,496,543	221,201	10,837,085	1,892,724	10,196,183	1,376,826
Denmark.....		842,204	140,285	243,052	45,626	3,032,528	4,485,268	976,285	1,376,826
France.....		3,400	805	5,144,973	544,584	23,369,309	3,182,754	19,959,875	2,602,389
Germany.....		1,196,044	246,612	632,883	121,832	14,313,534	2,950,198	16,210,494	3,791,562
Irish Free State.....		142,986	22,916	22,193	3,902	1,182,986	22,916	790,454	121,212
Italy.....		289,261	87,435	65,499	16,892	5,659,609	1,373,754	7,288,208	1,904,252
Netherlands.....		1,117,134	186,965	1,785,750	382,110	12,669,421	2,399,779	18,277,930	4,428,335
Norway.....		210,340	67,276	281,461	72,579	4,173,136	2,866,861	7,490,897	1,781,787
Poland and Danzig.....		914,300	261,751	445,283	59,000	3,000,182	491,329	7,490,897	644,650
Portugal.....		3,353,444	274,241	2,957	48,266	2,164,033	225,028	1,497,115	242,095
Spain.....		10,102	2,957	220,763	48,266	21,067,600	1,810,763	1,315,358	445,209
Switzerland.....		95,636	23,822	335,152	70,097	1,425,130	339,250	1,865,646	477,157
United Kingdom.....		13,137,482	6,830,658	13,177,778	6,970,764	100,356,778	54,060,945	130,739,226	69,403,717
Mexico.....		100,000	141,999	971,790	263,422	1,962,747	4,884,255	6,000,000	2,964,207
Haitian Republic.....		176,741	17,902	31,965	6,535	821,560	176,922	653,312	133,104
China.....		218,680	79,459	18,170	7,038	652,682	169,157	976,881	172,640
Japan (including Chosen).....		3,997,980	1,043,981	16,904,837	3,684,487	27,824,928	6,002,795	69,397,434	14,780,646
British West Africa.....		1,970,626	1,434,901	2,574,227	1,007,409	6,188,719	2,741,884	3,100,726	1,413,615
French Africa.....		875,155	238,716	969,660	242,391	5,210,920	1,388,705	6,431,219	1,632,057
Other countries.....		717,942	204,105	844,634	244,528	4,511,780	968,743	3,380,636	687,172
Stems, trimmings, and scrap tobacco.....	Lb.	701,929	26,742	305,009	14,337	6,511,973	222,093	4,652,617	248,342
Tobacco manufactures (total).....	Lb.	701,929	26,742	305,009	14,337	6,511,973	222,093	4,652,617	248,342
Cigarettes.....	M.	707,071	1,204,346	851,531	1,082,427	5,475,484	10,232,750	4,150,600	7,851,883
Exported to—									
Europe.....		31,284	97,703	12,641	40,681	150,220	426,650	97,647	278,259
Canada.....		73,025	101,365	372	1,067	602,765	854,467	73,100	138,354
Panama.....		62,735	89,711	55,243	159,367	3,939,939	7,088,167	209,384	600,912
British Malay (Straits Settlements).....		27,980	84,400	7,500	8,625	183,013	538,276	650,660	950,773
Philippine Islands.....		7,769	11,660	606,178	1,176,280	102,850	138,660	2,470,688	4,260,600
Siam.....		6,440	16,523	49,810	151,383	42,393	132,126	227,675	687,919
Other countries.....		37,611	85,338	39,787	110,125	410,602	952,108	246,696	725,321
Plug tobacco.....	Lb.	280,312	134,063	375,657	181,717	2,142,055	1,043,020	2,246,114	1,900,573
Smoking tobacco.....	Lb.	120,623	49,570	92,239	59,827	621,748	339,647	623,478	370,366
Other tobacco manufactures.....	Lb.	120,623	49,570	92,239	59,827	621,748	339,647	623,478	370,366

UNITED STATES TOBACCO IMPORTS DURING MONTH OF JANUARY

Figures Compiled by Department of Commerce. Values Stated in Dollars.

ARTICLES, AND COUNTRIES FROM WHICH IMPORTED	UNIT OF QUANTITY	JANUARY—				SEVEN MONTHS ENDING JANUARY—			
		1925		1926		1925		1926	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
Tobacco (total).....	Lb.	7,715,441		5,155,981		50,862,604		41,876,255	
Unmanufactured—									
Product of the Philippine Islands.....	Lb.	78,159	10,635	102,455	43,724	649,186	82,486	709,301	141,758
Leaf, for cigar wrappers.....	Lb.	347,998	1,182,284	242,787	531,684	3,139,322	8,452,108	3,702,977	8,689,134
Imported from—									
Netherlands.....		341,499	1,150,225	227,869	492,916	3,083,326	8,318,742	3,622,891	8,471,837
Dutch East Indies.....		6,499	23,069	14,918	38,768	55,941	132,442	80,686	217,297
Other countries.....									
Cigar leaf (filler).....	Lb.	830,546	760,544	519,904	544,911	6,334,313	6,056,194	4,902,222	4,825,217
Unstemmed.....	Lb.	1,256,278	1,375,251	1,251,333	1,369,107	6,787,446	8,404,183	6,976,629	7,946,894
Stemmed.....	Lb.								
Total cigar leaf.....	Lb.	2,086,824	2,135,795	1,771,237	1,914,018	13,121,759	14,460,377	11,878,881	12,672,105
Imported from—									
Germany.....		2,300	2,300	31,010	28,131	307,182	374,872	34,797	30,694
United Kingdom.....		2,061,817	2,132,475	1,730	43	1,133	581	6,615	11,194
Cuba.....		2,707	1,020	8,802	10,343	11,640,181	13,386,332	11,732,253	12,569,944
Other countries.....						1,173,285	698,392	105,216	60,033
Cigarette leaf.....	Lb.	5,322,033	3,622,126	3,525,885	2,060,964	25,228,248	21,732,693	24,445,498	13,648,400
Imported from—									
Germany.....		137,000	89,050			610,451	615,348	54,549	41,845
Greece.....		1,928,799	1,909,176	1,835,721	1,245,794	11,858,028	13,538,773	6,783,645	5,134,540
Italy.....		1,995,669	845,400	1,688,790	632,671	5,196,580	6,167,549	6,100,058	6,451,053
Turkey in Europe.....		862,079	564,351	949	333	1,040,133	1,084,029	1,451,823	623,183
Turkey in Asia.....		382,577	217,420	290,425	171,666	5,065,749	3,216,151	9,481,175	4,088,180
Other countries.....						828,247	408,743	209,397	209,397
Scrap.....	Lb.	177,186	61,358	172,023	55,226	972,920	357,918	997,987	324,939
Manufactures of tobacco—									
Cigars and cheroots.....	Lb.	251,954	454,175	240,273	400,427	1,846,448	2,991,128	2,044,662	3,190,817
Cigarettes (product of Philippine Islands).....	Lb.	25,944	209,794	17,884	17,884	301,397	2,510,004	364,994	2,976,259
All other manufactures of tobacco.....	Lb.	62	123	4,047	6,404	738	1,813	816	1,816



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NEW YORK, THURSDAY, APR. 1, 1926

Support Your Jobber!

For some years, now, general tobacco and cigar jobbers have been disappearing. If they do not go entirely, they are, at least, absorbed in combinations. They are not so numerous, individually, as they were ten years ago, for instance.

Economic conditions, of course, are responsible for much of this change. Larger houses, with more capital and clientele, have superseded the old time small jobber who distributed just enough tobaccos, cigars and cigarettes to make a living.

Methods, too, are far different. Salesmen do not leisurely travel about with horse and buggy, tell stories and book orders. Instead, they are required now to sell, sell, sell!

Today, indeed, a man must be a salesman, even for standard brands, to compete in quantity and quality with the more intensive demands of the time.

Retailers, too, have been educated to buy drop shipments, deals, free offers, quantity supplies direct from the manufacturer. All in all, the jobber has suffered. He has, in fact, been blotted out in many localities.

Now, however, the manufacturers in many lines, realize this has been more or less of an error. Direct selling to retailers is not as inexpensive as it used to be. Costs have been rapidly mounting.

Salesmen, their expenses, their requirements are far different than they used to be. Jobbers are discovered to be necessary. Their rather old-fashioned methods are once again found to be useful.

Varied stocks, numerous items, costs of handling are such that today, the jobber is required as a link between manufacturer and dealer. Dealers need the jobber's protective service, his credit extensions, his personal assistance.

Retailers, then, should help their local jobbers. They should buy what they can of their local houses. Quantity shipments are not always best for retailers. Quality merchandise, in small lots, as they want it, is better.

And jobbers can supply the smaller quantities. They can also supply the daily or constant service which a nearby retailer requires.

But unless the dealers rally to the support of their remaining jobbers they will soon have none to go to. Jobbers are not able to exist if they are not promised at least the moral and financial support which any worthy enterprise should receive.

Tobacco and cigarette jobbers are already

about eliminated in all except the larger towns and cities. Cigar jobbers still exist. To make their existence something more than just that, however, the retailer must come to the front and be counted!

Where Are the Salesmen?

One of the largest employing retail tobaccoists in the United States says it cannot obtain sufficient good men for its stores.

It advertises and asks for experienced cigar men to come forward and be employed. It desires men of character and ability. It desires men it can soon promote.

Chief clerkships, division managerships, and many other really good positions are open to those who qualify as salesmen. Promotion is not slow. It is, in fact, rather rapid.

But salesmen must show merit. They must have sufficient experience and training to keep the jobs they go after. And they must know the knack of selling goods.

Men of such calibre are missing. It is almost impossible to secure enough of such salesmen. They are wanted continuously. New stores, new departments, new ideas are being constantly created, and it is necessary to find the men to fill the open spaces.

Salesmen, invariably, are selected for the best positions. For any man who can sell, as a rule, can also do many other things. Managers are simply good salesmen, that's all.

How to get and hold jobs of this sort is simple. It is so easy that thousands of men, now employed, are happy and contented, though always looking forward to the near future, when promotion is probable.

And why more salesmen do not step forward and ask for their share of this prosperity is surprising. Where, for instance, are all the young men who formerly looked upon a position in a cigar store or on the road as the ambition of their lives?

All these men cannot have disappeared entirely. There surely should be many candidates somewhere in the country. Let them step up and demand their own!

Passing the Buck

In some business houses it is almost impossible to obtain a decision upon any subject. From the president down to the lowest chief of division there appears to be a lack of responsibility, of action, of prompt yes-and-no ability.

Some of these defective firms are in the tobacco business, it is sad to say, and they devote a great portion of the day's work to this passing of the buck.

Occasionally it is real lack of power which curtails the decisive managerial offices in this manner. Some unseen, or higher up power behind the throne, will not permit his subordinates to execute the simplest detail of management without his O.K.

Passing the buck in that case, is natural. It is necessary. But it is necessary for such control to be exercised in the average American business enterprise when the responsible officials are of at least common intelligence?

If detail cannot be decided off-hand, by the department executive on duty, then that executive is misnamed. He should, instead, become a sort of 'bos'un mate, with just enough authority to permit him to wear a bos'un's warrant upon his left arm.

But the tobacco industry is entirely too large to be encumbered with such methods. It demands, today, instant action upon all important subjects. It cannot await the response of an absent official, for instance, who may be in Palm Beach or Hot Springs.

And the habit of passing the buck in establishments like that always results in confusion and disaster to the very subordinates who are obliged to indulge in it.

No go-ahead, 1926 enterprise should pass this passing the buck. If a weighty matter is not decided at once, why then at least designated official of the institution should in position to say when the matter will be tended to, and by whom.

At least that much consideration should given the man or the house who presents subject for discussion or approval.

If he does not get it, he soon learns to find his wares or his services elsewhere. Active day requires more and more action. Now in the tobacco trades has any space not to provide for this costly method of passing the buck on and on to some mythical person who exists only, as a rule, in the imagination of the buck passer.

Honkytonks

In the rather lurid parlance of the business lights the name honkytonks has been applied for the noisy, vibrant places where men are frequently less than that.

Some cigar dealers seem to cater to this undesirable element. They infest these cigar stores, and they are most obnoxious to the transient customers who inadvertently wander into such establishments.

And the result is that they cast an unwelcome suspicious characterization upon the trade in general. For consumers, as a rule, can distinguish between the honkytonk and the legitimate cigar emporium.

Cigars, of course, are sold everywhere. No one can control their distribution. No one can dictate their localization. They are everywhere. They are bought and sold by all to all citizens.

With care, however, a manufacturer or distributor can gradually eliminate the honkytonk element in the business. This is so is to instantly improve the prospect of the cigar trade.

Smokers are discriminating. When they discover a rather uncertain class consuming the brands they are accustomed to, they sometimes change from those brands to some other.

Manufacturers, then, have an active and immediate interest in preserving the traditions of the trade. Distributors of desirable brands also have that same interest. Censorship power which they should exercise occasionally.

Unless they do, unless they act the honkytonks will soon make some reputable brand indisputable, some lively selling brand rather less lively.

For such, invariably is the fate of those which are pleased to place the blight of the honkytonk on the cigar industry!

Smile, Greatest Business Asset

"A smile is a business man's greatest asset." This dictum is given by L. H. Buisch, retailing expert of the Merchants' Service Bureau, The National Cash Register Company, who is one of the most widely known lecturers on business topics in the country. Mr. Buisch analyzes the situation in this way:

"If a merchant can so train his salesperson that they will greet every customer with a genuine, friendly smile, the popularity of his store and the success of his business will be assured."

"The retail salesperson is the most important link in the chain of distribution. If he fails to do his part, all expense and labor that have been expended before in manufacturing, jobbing, and wholesaling will have been spent for naught. The salesperson who meets your customer's needs, reflects your spirit, sells your goods, handles your money, and works your system. To reflect your spirit that attracts customers, he must meet you with a smile and a pleasant 'Good Morning,' 'Good Afternoon,' and not some such salutation as 'Somethin'?' or 'Do you want to be with me on?'"

The Proposed Type Classification of American-Grown Tobacco

Prepared Under Authority of the United States Warehouse Act—Issued by the
U. S. Department of Agriculture, Bureau of Agricultural Economics—A Basis
for Gathering, Compiling and Publishing Statistical Information on Tobacco

By FRANK B. WILKINSON

Marketing Specialist, United States Department of Agriculture,
Bureau of Agricultural Economics

NATIONAL leaf tobacco standards have long been a desideratum, and we have just had published in final form our classification of American grown tobacco, which represents the first systematic classification that has ever been made our domestic tobacco. It will be of great interest to members of American tobacco trade, and of even more interest to the European trade who are interested in American grown tobacco.

This classification will be used as a basis for all work on tobacco types by the Department of Agriculture, and will, no doubt, be used in like manner by the other departments of the Government, including the Census Bureau and the Department of Commerce.

Object of the Classification

Foreward the following explanation is regarding the classification:

Warehouses licensed under the United States Warehouse Act it is required that the classification of tobacco be stated on the warehouse receipt. When the United States Department of Agriculture began to give consideration to such warehouses, it found that there was no classification of all types of tobacco which was commonly understood. To meet the requirement of the law the classification prescribed herein was developed.

It was, as a basis for gathering, compiling, and publishing statistical information on tobacco, it is necessary to have some system of classifying the various types of American grown tobacco. The lack of a uniform classification that is clearly understood by all has a tendency to cause error in the reports of the growers. The variance in type names is a source of confusion both in compiling and in publishing reports. In some cases tobacco of more distinct types has heretofore been grouped together in such a way that the distinction furnished was not a maximum to the trade.

It is prepared to present to interested parties a classification of the leading types of American grown tobacco. As new types are developed and the production of old types reduced, it will be necessary to revise this classification from time to time.

This classification was prepared by Frank B. Wilkinson, Marketing specialist, incidental to the preparation of Standards and Grades for American-Grown Tobacco.

Six Main Classes

In preparing the classification of tobacco the Department of Agriculture has divided American-grown tobacco into six main classes. Each of these classes covers a number of types. The types of each class have certain characteristics and are ordinarily grouped together for the same general purposes. For the convenience of the trade and to facilitate the statistical work of the Department, a number has been assigned to each type to each type having an annual production of 100,000 pounds or more. The use of numbers is not mandatory in any respect.

Sugar Leaf Types

At least three classes of tobacco are divided into three classes of the method used in curing. The three classes, which are all cigar-leaf tobacco, are divided on the basis of the principle which the tobacco is grown. The ac-

tual use varies materially from year to year with the different types, and for that reason the class division of cigar-leaf tobacco is based upon the principle use for which it is produced. It should be clearly understood, however, that certain grades of the cigar-leaf types are used for different purposes from what might be implied by the class names. For example, the tobacco in Class 4 is produced primarily for filler purposes, although the better grades are used more or less each year for wrappers and binders and the lower grades are used, to some extent, for chewing and pipe tobacco.

Meaning of Type

There is considerable difference in the use of the term "type," which is frequently confused with grade or certain groups of grades. For the purpose of this classification the word "type" may be defined as "A division of one of the main classes of tobacco having peculiar characteristics which will permit of its being divided into a single system of grades."

It is not possible, without going into considerable detail, to specify all of the sections in which a type is produced or to include all of the names by which a type is known in the trade at the present time. In the present classification it has been the purpose of the department to use a sufficient number of names to identify each type of tobacco. To supplement this information the principal sections in which each type is produced is also shown.

Local Name of Type

In case the local name of a type or the section in which it is produced is not covered under the description of the type, it does not follow that the tobacco is of a different type. The following rule will assist in determining the type in which any tobacco should be placed: "Any tobacco having the same characteristics and corresponding qualities, colors, and lengths is treated as one type, regardless of any factors of historical or geographical nature which can not be determined by an examination of the tobacco." In case of doubt as to the proper class and type of any tobacco, full information as to the tobacco should be furnished the United States Department of Agriculture and its proper class and type will be recommended.

Index to Types by States

Tobacco is produced to some extent in every State of the United States, and in Porto Rico. Only such States as are known to produce the types to which numbers have been assigned are listed below. Most of the tobacco produced in the States not listed and some types of small production in the States listed, are classed as "Miscellaneous Types."

Alabama	14, 45, 62
Arkansas	31
Connecticut	51, 52, 61, 65
Florida	14, 45, 62
Georgia	14, 45, 62
Illinois	31, 54
Indiana	31, 35, 42, 43
Iowa	54
Kentucky	22, 23, 24, 31, 35, 36
Maryland	32

Massachusetts	51, 52, 61, 65
Minnesota	55
Missouri	31
New Hampshire	52, 61
New York	53
North Carolina	11, 12, 13, 31
Ohio	31, 32, 42, 43, 44
Pennsylvania	41, 53
Porto Rico	46, 63
South Carolina	13
Tennessee	22, 23, 31, 35
Vermont	52, 61
Virginia	11, 21, 25, 31, 37
West Virginia	31
Wisconsin	54, 55

See "Index to Types by Trade Names."

Type Classification of American Grown Tobacco

U. S. Type 11.—That type of flue-cured tobacco commonly known as Western Flue-cured, Old Belt Flue-cured, Western District Bright, Bright Virginia Leaf, Western North Carolina Bright, Middle Belt Flue-cured; Semi-Old Belt Flue-cured, or Virginia Golden Leaf; produced principally in the Piedmont sections of Virginia and North Carolina.

U. S. Type 12.—That type of flue-cured tobacco commonly known as Eastern Flue-cured, Eastern Bright, New Belt of North Carolina Flue-cured, Eastern District Bright, Eastern Carolina Bright, or Eastern District Yellow Leaf; produced principally in the coastal section of North Carolina.

U. S. Type 13.—That type of flue-cured tobacco commonly known as Southeastern Flue-cured, Southeastern Bright, South Carolina Flue-cured, New Belt of South Carolina, New Belt of Southeastern North Carolina, South Carolina Bright, of South Carolina Yellow Leaf; produced principally in the tidewater and coastal sections of South Carolina and in the southeastern counties of North Carolina.

U. S. Type 14.—That type of flue-cured tobacco commonly known as Southern Flue-cured, Southern Bright, New Belt Georgia and Florida, Southern District Bright, Southern District Yellow Leaf, Florida Bright, Alabama Bright, or Florida Flue-cured; produced principally in the southern section of Georgia, and extending into Florida and Alabama.

U. S. Class 2.—Fire-Cured Tobacco Types

U. S. Type 21.—That type of fire-cured tobacco commonly known as Eastern or Virginia Fire-cured, Dark Virginia, Virginia Dark-fired, Virginia Open-fire-cured, Virginia Shipping, Eastern or Virginia Export, or Eastern or Virginia Smoked; produced principally in the Piedmont and mountain sections of Virginia.

U. S. Type 22.—That type of fire-cured tobacco commonly known as Southern Fire-cured, Clarksville and Hopkinsville Fire-cured, Southern Open-fire-cured, Springfield and Clarksville Smoked, Kentucky Broad-leaf, or Southern Export, including the Dark-fired One-sucker of the southern district; produced principally in a section east of the Tennessee River, in southern Kentucky and northern Tennessee.

U. S. Type 23.—That type of fire-cured tobacco commonly known as Western Fire-cured, Mayfield and Paducah Fire-cured,

Western District Dark, Paducah Dark-fired Western District Shipping, or Western Export, including the Dark-fired One-Sucker of the western district; produced principally in a section west of the Tennessee River, in western Kentucky and northwestern Tennessee.

U. S. Type 24.—That type of fire-cured tobacco commonly known as Northern Fire-cured, Henderson Fire-cured, Henderson Dark-fired, Northern Smoked, Madisonville Fire-cured, including the Fire-cured of the Owensboro district; produced principally in the Henderson district or Kentucky.

U. S. Type 25.—That type of fire-cured tobacco commonly known as Virginia One-sucker, Amelia County One-sucker, Olive Green, Black Stemming, One-sucker Fire-cured, Olive Stemming, or The African Type; produced principally in the central section of Virginia, south of the James River.

U. S. Class 3.—Air-Cured Tobacco Types
(U. S. Class 3a.—Light Air-cured Types, includes Types 31 and 32.)

(U. S. Class 3b.—Dark Air-cured Types, includes Types 35, 36 and 37.)

U. S. Type 31.—That type of air-cured tobacco commonly known as Burley, Kentucky Burley, Burley Air-cured, White Burley, Red Burley, Black Burley, or Light Air-cured of Kentucky; produced principally in northeastern Kentucky, southern Ohio and Indiana, western West Virginia, central and eastern Tennessee, and in sections of Virginia, North Carolina, Missouri and Arkansas.

U. S. Type 32.—That type of air-cured tobacco commonly known as Maryland Air-cured, Eastern Ohio Air-cured, or Maryland and Eastern Ohio Export; produced principally in southern Maryland and eastern Ohio.

U. S. Type 35.—That type of air-cured tobacco commonly known as One-sucker, Air-cured, Kentucky-Tennessee One-Sucker, or Dark Air-cured One-sucker, including the Upper Cumberland District One-sucker; produced principally in northern Tennessee, south central Kentucky, and southern Indiana.

U. S. Type 36.—That type of air-cured tobacco commonly known as Green River, Green River Air-cured, Owensboro Air-cured, Henderson District Air-cured, Dark Air-cured of Owensboro, or Owensboro District Air-cured; produced principally in the Green River section of Kentucky in both the Owensboro and Henderson districts.

U. S. Type 37.—That type of air-cured or sun-cured tobacco commonly known as Virginia Sun-cured, Virginia Sun and Air-cured, Sun-cured Manufacturing Leaf, Dark Virginia Air-cured, or Virginia Air-cured Manufacturing; produced principally in the central section of Virginia north of the James River.

U. S. Class 4.—Cigar-Filler Tobacco Types

U. S. Type 41.—That type of cigar-leaf tobacco commonly known as Pennsylvania Seedleaf, Pennsylvania Broadleaf; Pennsylvania Filler Type, or Lancaster or York County Filler Type; produced principally in Lancaster County, Pa., and the adjoining counties.

U. S. Type 42.—That type of cigar-leaf tobacco commonly known as Gebhardt, Ohio Seedleaf, or Ohio Broadleaf; produced principally in the Miami Valley section of Ohio and extending into Indiana.

U. S. Type 43.—That type of cigar-leaf tobacco commonly known as Zimmer, Ohio Zimmer, Spanish Filler Type, or Zimmer Spanish; produced principally in the Miami Valley section of Ohio and extending into Indiana.

U. S. Type 44.—That type of cigar-leaf tobacco commonly known as Dutch, Shoe-string Dutch, Dutch Filler Type, or Little Dutch; produced principally in the Miami Valley section of Ohio.

U. S. Type 45.—That type of cigar-leaf tobacco commonly known as Georgia and Florida Sun-grown, Sun-grown Tobacco of Georgia, Sun-grown Tobacco of Florida, Sun-grown Tobacco of Alabama, or the Georgia and Florida Filler Type; produced principally in southwestern Georgia and north central Florida and to some extent in Alabama.

U. S. Type 46.—That type of cigar-leaf tobacco commonly known as Porto Rican Sun-grown, Inland Sun-grown, Semicoastal Sun-grown, Coastal Sun-grown, or the Porto Rico Filler Type; produced principally in the coastal and inland sections of Porto Rico.

U. S. Class 5.—Cigar-Binder Tobacco Types

U. S. Type 51.—That type of cigar-leaf tobacco commonly known as Havana Seed, Broadleaf, Connecticut Valley Broadleaf, or Massachusetts Broadleaf; produced principally in the Connecticut Valley section of Connecticut and Massachusetts.

U. S. Type 52.—That type of cigar-leaf tobacco commonly known as Havana Seed, Connecticut Valley Havana Seed, Connecticut Havana Seed, or Stalk-cut Havana; produced principally in the Connecticut Valley section of Connecticut and Massachusetts.

U. S. Type 53.—That type of cigar-leaf tobacco commonly known as York State Tobacco, Havana Seed of New York and Pennsylvania, or the Binder Type of New York and Pennsylvania; produced principally in the Big Flats section of New York, extending into Pennsylvania and in the Onondaga section of New York State.

U. S. Type 54.—That type of cigar-leaf tobacco commonly known as Southern Wisconsin Cigar Leaf, Southern Wisconsin Binder Type, or Stoughton, Edgerton, and Janesville District Tobacco; produced principally south and east of the Wisconsin River and to some extent in Illinois and Iowa.

U. S. Type 55.—That type of cigar-leaf tobacco commonly known as Northern Wisconsin Cigar Leaf, Northern Wisconsin Binder Type, or Viroqua and Chippewa Falls District Tobacco; produced principally north and west of the Wisconsin River, and to some extent in Minnesota.

U. S. Class 6.—Cigar-Wrapper Tobacco Types

U. S. Type 61.—That type of cigar-leaf tobacco commonly known as Connecticut Valley Shade-grown, Shade of Connecticut, or Northern Shade-grown; produced principally in the Connecticut Valley sections of Connecticut and Massachusetts, and to some extent in New Hampshire and Vermont.

U. S. Type 62.—That type of cigar-leaf tobacco commonly known as Georgia and Florida Shade-grown, Shade of Georgia and Florida, or Southern Shade; produced principally in southwestern Georgia and in north central Florida, and extending into Alabama.

U. S. Type 63.—That type of cigar-leaf tobacco commonly known as Porto Rican Shade-Grown, Shade of Porto Rico, or Porto Rican Wrapper Type; produced principally in the coastal and inland sections of Porto Rico.

U. S. Type 65.—That type of cigar-leaf tobacco commonly known as Connecticut Valley Primed Havana, Primed Havana Seed, or Connecticut Primed; produced principally in the Connecticut Valley sections of Connecticut and Massachusetts.

Miscellaneous Types

Any tobacco which can not be classed with the types to which numbers have been assigned is treated as a Miscellaneous type. In-

cluded in the Miscellaneous Types are types as Ohio Flue-cured, Ohio Fire-cured, Maryland Fire-cured, Maryland Bay Tobacco, Upper Country Maryland, Los Perique, California Turkish, and Connecticut Round Tip.

Index to Types by Trade Names

The principal names by which tobacco American-grown tobacco are known listed in alphabetical order below. On each name is shown the type into which it has been placed in this classification. If local names have been omitted from the list as well as some names that are used referring to two or more types.

Air-cured Burley	.....
Air-cured of Maryland and Eastern Ohio	.....
Air-cured One-sucker	.....
Air-cured Green River	.....
Air and Sun Cured of Virginia	.....
Alabama Bright or Flue-cured	.....
Alabama Sun-grown	.....
Alabama Shade-grown	.....
Amelia County One-sucker	.....
Arkansas Burley	.....
Bay Tobacco of Maryland	.....
Bedford Type	.....
Big Cuban Shade of Georgia and Florida	.....
Big Flats Tobacco	.....
Black Burley	.....
Black Stemming	.....
Blackstone Type	.....
Bright Virginia Leaf	.....
Bright Leaf of Western Carolina	.....
Bright of Eastern Carolina	.....
Bright of Southeastern Carolina	.....
Bright of South Carolina	.....
Bright of Georgia and Florida	.....
Broadleaf of Kentucky and Tennessee	.....
Broadleaf of Pennsylvania	.....
Broadleaf of Ohio	.....
Broadleaf of New England	.....
Burley	.....
Burley Air-cured	.....
California Turkish	.....
Carolina Burley	.....
Central Carolina Bright	.....
Chippewa Falls Type	.....
Clarksville-Hopkinsville Fire-cured	.....
Coastal Carolina Flue-cured	.....
Coastal Shade of Porto Rico	.....
Coastal Sun-grown of Porto Rico	.....
Connecticut Broadleaf	.....
Connecticut Havana Seed	.....
Connecticut Shade	.....
Connecticut Primed Havana	.....
Connecticut Round Tip	.....
Cuban Shade of Connecticut	.....
Danville Type	.....
Dark Air-cured One-sucker	.....
Dark Air-cured of Owensboro	.....
Dark Air-cured of Virginia	.....
Dark-fired of Virginia	.....
Dark-fired of Clarksville and Hopkinsville	.....
Dark-fired One-sucker of C. and H.	.....
Dark-fired of Paducah and Mayfield	.....
Dark-fired One-sucker of Mayfield and Paducah	.....
Dark-fired of Henderson	.....
Dark-fired One-sucker of Virginia	.....
Darlington and Florence Type	.....
Dark Virginia	.....
Dark Virginia Sun-cured	.....
Durham Type	.....
Dutch	.....
Dutch Filler Type	.....
Eastern Carolina Bright	.....
Eastern District Bright	.....
Eastern District Yellow Leaf	.....
Eastern Flue-cured	.....
Eastern Fire-cured	.....
Eastern Ohio Air-cured	.....

(Continued on page 11)

Ohio Fire-cured	Misc.	Lynchburg Type	21	Semicoastal Sun-grown of Porto Rico	46
Ohio Flue-cured	Misc.	Madisonville Fire-cured	24	Semicoastal Shade-grown of Porto Rico	63
or Virginia Export	21	Maryland Air-cured	32	Semi-old Belt Flue-cured	11
or Virginia Smoked	21	Maryland and Eastern Ohio Export	32	Shade-grown of New England	61
ton (Wis.) Type	54	Maryland Bay Tobacco	Misc.	Shade of Georgia and Florida	62
ont and Lumberton Type	13	Maryland Fire-cured	Misc.	Shade-grown of Porto Rico	63
ville (N. C.) Type	12	Maryland Upper Country	Misc.	Shipping of the Eastern District (Va.)	21
ville (Va.) Type	21	Massachusetts Broadleaf	51	Shipping of the Southern District (C. & H.)	22
ured of Virginia	21	Massachusetts Stalk-cut Havana	52	Shipping of the Western District (M. & P.)	23
ured of Clarksville and Hopkins-	21	Massachusetts Shade-grown	61	Shipping of the Northern District (Henderson)	24
ured of Mayfield and Paducah	22	Massachusetts Primed Havana	65	Shoestring Dutch	44
ured of Henderson	23	Mayfield and Paducah Fire-cured	23	Smithfield Type	12
ured of the Owensboro District	24	Middle Belt Bright	11	Smoked Tobacco of Virginia	21
ured of Maryland	24	Middle Belt Flue-cured	11	Smoked Tobacco of Clarksville and Hopkinsville	22
ured of Ohio	Misc.	Minnesota Cigar Leaf	55	Smoked Tobacco of Mayfield and Paducah	23
a Bright or Flue-cured	Misc.	Minnesota Binder Type	55	Smoked Tobacco of Henderson and Owensboro	24
a Sun-grown	14	Missouri Burley	31	Smoked Tobacco of Maryland	Misc.
a Shade-grown	45	Missouri Cigar Leaf	Misc.	Smoked Tobacco of Ohio	Misc.
ured of Virginia	62	New Bright of Eastern Carolina	12	South Carolina Bright or Flue-cured	13
ured of Western Carolina	11	New Belt of Southeastern Carolina	13	South Carolina Yellow Leaf	13
ured of Central Carolina	11	New Belt of South Carolina	13	Southeastern Carolina Bright	13
ured of Eastern Carolina	12	New Belt of Georgia and Florida	14	Southeastern Flue-cured	13
ured of Southeastern Carolina	13	New England Broadleaf	51	Southern District Bright	14
ured of South Carolina	13	New England Stalk-cut Havana	52	Southern Bright or Flue-cured	14
ured of Georgia and Florida	14	New England Shade-grown	61	Southern Fire-cured or Export	22
ured of Alabama	14	New England Primed Havana	65	Southern Open-fire-cured	22
ured of Ohio	Misc.	New England Round Tip	Misc.	Southern Sun-grown	45
ldt	42	New Hampshire Havana Seed	52	Southern Filler Type	45
ia Bright or Flue-cured	42	New Hampshire Shade-grown	61	Southern Wisconsin Cigar Leaf	54
ia and Florida Filler Type	45	New York Havana Seed	53	Southern Shade-grown	62
ia and Florida Sun-grown	45	New York Binder Type	53	Spangled Fire-cured of Eastern Ohio	Misc.
a Shade-grown	62	North Carolina Old Belt	11	Spanish Filler Type	43
d Leaf of Virginia	11	North Carolina Middle Belt	11	Springfield and Clarksville Fire-cured	22
d Leaf of Western Carolina	11	North Carolina New Belt	12	Stalk-cut Havana of New England	52
e River	36	North Carolina (Southeastern) New Belt	13	Stemming District Fire-cured	24
e River Air-cured	32			Stoughton (Wis.) Type	54
ville (N. C.) Type	16	North Carolina Burley	31	St. James Parish Tobacco	Misc.
ville (Tenn.) Type	31	Northern Fire-cured	24	Sumatra Shade of New England	61
ia Seed of Connecticut and Mass-	52	Northern Shade-grown	61	Sumatra Shade of Georgia and Florida	62
etts	52	Northern Wisconsin Cigar Leaf	55	Sun and Air Cured of Virginia	37
a Stalk-cut of New England	52	Ohio Burley	31	Sun-cured Manufacturing Leaf	37
a Seed of New York and Penn-	52	Ohio, Eastern Export or Air-cured	32	Sun-grown of Georgia and Florida	45
ia	53	Ohio Gebhardt	42	Sun-grown of Porto Rico	46
a Seed of Southern Wisconsin	54	Ohio Broadleaf or Seedleaf	42	Sun Tobacco of Porto Rico	46
a Seed of Northern Wisconsin	55	Ohio Spanish or Zimmer	43	Tennessee Southern Fire-cured (C. S. & H.)	22
a Primed of New England	65	Ohio Dutch or Little Dutch	44	Tennessee Broadleaf	22
erson Flue-cured	11	Ohio Fire-cured	Misc.	Tennessee Fire-cured One-sucker	22
erson Fire-cured	24	Ohio Flue-cured	Misc.	Tennessee Western Fire-cured (M. & P.)	23
erson Air-cured	36	Old Belt-cured	11	Tennessee Burley	31
lottesville and Clarksville Dark-fired	22	Old Bright	11	Tennessee Air-cured One-sucker	35
ic Burley	31	Olive Green	25	The African Type	25
ic Cigar Leaf	54	Olive Stemming	25	The Binder Type of Pa. and N. Y.	53
ia Burley	35	One-sucker Fire-cured of Kentucky	22	The Cigarette Type	32
ia One-sucker	35	One-sucker Fire-cured of Paducah	23	The Filler Type of Pennsylvania	41
ia Gebhardt Filler Type	42	One-sucker Fire-cured of Virginia	25	The Filler Type of Porto Rico	46
ia Zimmer-Spanish	43	One-sucker Air-cured of Kentucky	35	Turkish Seed	Misc.
an Sun-grown of Porto Rico	46	One-sucker Air-cured of Indiana	35	Upper Country Maryland	Misc.
an Shade of Porto Rico	63	Onondaga Tobacco	53	Upper Cumberland One-sucker	35
a Cigar Leaf	54	Open Fire-cured of Virginia	21	Vermont Havana Seed	52
esle (Wis.) Type	54	Open Fire-cured of Clarksville and Hopkinsville	22	Vermont Shade-grown	61
idge, South Hill, and Chase	11	Open Fire-cured of Mayfield and Paducah	23	Virginia Bright or Flue-cured	11
it Type	22	Open Fire-cured of Henderson	24	Virginia Golden Leaf	11
ty, Southern Fire-cured (C. S. & H.)	22	Owensboro and Henderson Air-cured	36	Virginia Dark-fired	21
ty Broadleaf	22	Owensboro and Henderson Fire-cured	24	Virginia Fire-cured	21
ty, Western Fire-cured (M. & P.)	23	Oxford and Henderson Type	11	Virginia One-sucker	25
ty, Northern Fire-cured (Henderson)	24	Paducah and Mayfield Dark-fired	23	Virginia Burley	31
ty Burley	31	Pennsylvania Seedleaf	41	Virginia Sun-cured	37
ty Air-cured One-sucker	35	Pennsylvania Broadleaf	41	Virginia Air-cured Manufacturing Leaf	37
ty-Tennessee Air-cured One-	35	Pennsylvania Filler Type	41	Viroqua (Wis.) Type	55
ty Green River	36	Pennsylvania Havana Seed	53	Western Carolina Bright	11
st Type	12	Pennsylvania Binder Type	53	Western District Bright	11
er County Filler Type	41	Perique of Louisiana	Misc.	Western District Dark	23
er County Seedleaf	41	Piedmont Bright	11	Western Export	23
er County Binder Type	53	Porto Rican Sun-grown	46	Western Flue-cured	11
er County Havana Seed	53	Porto Rican Filler Type	46	West Virginia Burley	31
ton and Elkton Type	13	Porto Rican Shade-grown	63	White Burley	31
ir-cured of Kentucky	31	Porto Rican Wrapper Type	63		
le Dutch	44	Primed Havana of New England	65		
urg, Henderson, and Raleigh	11	Red Burley	31		
ia Perique	Misc.	Richmond Sun-cured	37		
		Rocky Mount and Enfield Type	12		
		Seedleaf of Pennsylvania	41		
		Seedleaf of Ohio	42		

(Continued on page 12)

Wilson Type	12
Winston Type	11
Wisconsin Binder Type, Southern ...	54
Wisconsin Binder Type, Northern ...	55
Yellow Leaf of Eastern Carolina	12
Yellow Leaf of Southeastern Carolina ..	13
Yellow Leaf of South Carolina	13
Yellow Leaf of Georgia and Florida ...	14
York County Seedleaf	41
York County Filler Type	41
York County Havana Seed	53
York State Tobacco	53
Zimmer	43
Zimmer Spanish	43

An Ancient and Honorable Industry

(Continued from last week)

The two trades most concerned are the tobaccoists and the jewelers. The tobaccoists are having to increase their stock of snuff and the jewelers are finding ready sale for jeweled snuff-boxes.

And in New York

Another item, recently mentioned in New York, is as follows:

Three times as much snuff was sold in New York, last year, as in 1897, and tobacco men



No. 19

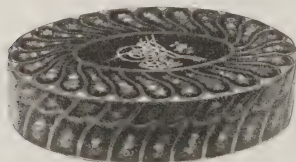
Large gold snuff box beautifully engraved, surmounted by crest of diamonds. Embossed garlands encircle the box with beautiful effect.

declare, in carefully weighed statements, that more snuff will be sold this year than last—Tobacco experts say that snuff-taking is about to claim again its place in the sun—for several years the snuff curve has been rising rapidly on the charts statisticians make for the trade.



No. 20

A particularly fine specimen of mosaic work and scene painting on gold.



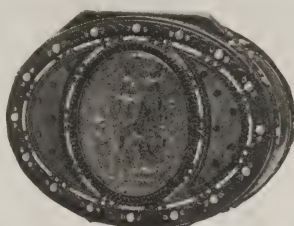
No. 21

A marvelous piece of mosaic tile work consisting of thousands of minute pieces inlaid to form a perfect design.

Some authorities lay this incline to the general increase in the use of tobacco of all kinds; others hint that this generation, always seeking some new thrill has discovered its potentialities—whatever the explanation, cigar stores report a growing demand for snuff—a demand so pro-

nounced, indeed, that new brands have lately appeared on the market if not quite yet on the billboards.

Snuff after all, has been greatly misunder-



No. 22

A dream in pearls and gold—with embossed relief of "Neptunes Bride" in the oval.

stood. It entered upon the scene many years ago—Originally, snuff was regarded as a medicine, a sort of powder to be taken through the nose, as its name implies—Nowadays it is sel-



No. 23

Large gold snuff box with painting of biblical scene and travel scenes around base.

dom taken that way, although, one may still see middle-aged men inhaling it.

The dark type of Virginia, Tennessee and Kentucky tobacco is the leaf chiefly used in



No. 24

A perfectly proportioned Snuff Box and a rare example of contrasting enamel colors—note the ray effect of inlaid stars on cover.

the production of snuff. The leaf must be two years old before it will do. It is put through various fermentation processes, is ground into powder by machinery and seasoned a year or two in the wood. The expressions "wet snuff" and "dry snuff" are increasingly heard—it is well to know that in a wet snuff the fermenta-



No. 25

Beautiful specimen of inlaid enamel on gold. Hand painted miniature surrounded by diamonds.

snuff-taking is any more untidy than using tobacco in any other form. A good many men buy snuff here. I don't know whether they buy it for themselves or for their grandfathers.



No. 26

A remarkable exposition of the arts of miniature painting, metal carving, jewel setting and jewelry work—a pearl bedecked, star-spangled dream.



No. 27

The perfection of the jeweler's art—studied pearls and diamonds—bossed gold carving in round miniature painting of exquisite beauty.

they buy it. No, we don't sell snuff-boxes. I'll tell you where you can get them."

A Fifth Avenue shop was named where snuff-boxes could be found on sale.



No. 28

A king's snuff box that's fit for a king. Note oval of precious stones and the two large diamonds on the cover.



No. 29

A massive and striking type of snuff box with heavy gold chasing, splendid painting and enamel, with a neat use of a pearl set here and there.

Old and New Ways

Snuff manufacture is now a complicated procedure. In the old days, however, any man with a rasp or a mortar and pestle could grind up tobacco into powder for snuff, and flourish it at will. Now this grinding is done by modern machinery, of course, in great, daylight factories, such as the George W. Helme Company plant at Helmetta, where every item of manufacture is absolutely as clean and as sanitary as the fabled Dutch kitchen.

Snuff flour, produced from selected grades of the choicest leaf, is the result of long experimentation. No common nor ordinary grades of leaf will do for snuff—not much. For almost every superintendent and overseer in the snuff business is an expert in his line. And his line represents long years in the production of snuffs, the purchasing of raw material in leaf tobacco and the laboratory analysis of flavoring extracts, the curing of the

tion takes place after the leaf has been powdered.

A Times Square cigar man, who sells Scotch Snuff and Maccoboy, has a long list of steady customers. "Our snuff buyers are very nice folk," he declared, "in fact, I can not see that

re it is ground for snuff, and the final preparation of the product for sale to the trade.

snuff. To illustrate this, each manufacturer has his own idea of snuff preparation with the bouquet diligently sought by consumers of discernment. And there are almost as many flavors

and blends of snuffs, upon the wide market, as there are characteristics in snuffs of the dry, salt or moist grades.

These grades, of course are packed in many



No. 30

A large handsome gold box—the motif of design being the laurel wreath—note the striking bold effect secured by the use of the bright enamel inlays.



No. 31

Snuff Perfume

A very charming box of gold and enamel set with pearls. The perfection of the detail of carving is plainly evident.

own deep, in the bottom drawer of an



No. 32

st pearls and gold and a picture—perhaps of a jeweler's desk in the offices of the George W. Company, there are many curious packages containing snuff. And, in each package, whether it is foiled, glassed or tinned there is a pungent individual perfume the very moment the cover is released from each container.

Some of these perfumes are actually produced for the devotees of snuff in India, of Sweden, of Russia. And every sort of impressive and distinctive element of a jeweler's shop—the rose, the violet, the carnation.

More important to the snuff industry. Too much attention cannot be paid to the desires of consumers in this regard, as the flavor is everything, though the original tobacco, to be of the best of supreme quality, else the endeavor is undone.

One alone may make or break a brand of

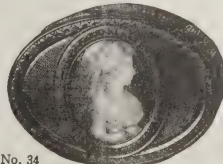


The "Old Snuff Mill" Bronx Park, New York City—erected 1760—America's first Snuff factory



No. 33

The contrast of gold and black relieved by the white of the large pearls is the pleasing effect achieved in this design.



No. 34

The simple digrity of this engraved gold snuff box is enhanced by the contrast of the miniature done in bright colors.



No. 35

This box demonstrates how very rich and dignified a gold box can be made with simple design and well chosen use of enamel and miniature painting.

varieties of packages in foil, tins, glass and jars. Three distinct classes of snuffs predominate, however, and these are Scotch, which is dry and finely powdered, Maccoboy, which is rather moist and rose scented, and French Rappee, which is invariably moist and of a coarser texture.

Many Varieties

Scotch snuff is again divided into four varieties



No. 36

Solid gold in moire effect surmounted with splendid example of miniature painting.

eties of sweet, strong, salt and plain. Maccoboy and Rappee are also sub-divided into many classifications, but these are generally controlled by flavor.



(Courtesy of Geo. Evans, Esq., London, Eng.)

No, this is not a snuff box, just a small mortar and pestle made of boxwood and supplied by old English snuff makers to customers who wanted to freshen up small quantities of their snuff. It is questioned now as to whether this method was satisfactory.

Using snuff is like the preference of an individual for any especial brand of cigar, cigarette or tobacco. They all vary a bit, and it is customary for a man or woman to acquire a taste for a certain kind and brand—and to hold to that brand for a life time!

Any tobacconist or snuff seller will endorse this view. In fact, the average snuff consumer is the only permanent customer the tobacco business has. Smokers and chewers, as a rule, fluctuate in their choices, from brand to brand of cigars, cigarettes or tobaccos, but the normal

(Continued on page 38)



Interior view of London's oldest "Snuff shop" established 1720 No. 34 Haymarket—Still used as a Tobacco Store. (Courtesy of Geo. Evans Esq., London, Eng.)

SMOKE DILL'S BEST

*"It's A Mighty Fine
Pipe Tobacco"*

If your jobber is unable to supply you, write us direct and state size desired. Give us the name and address of your jobber.

10c 15c 25c 75c \$1.50 (Sizes)

J. G. DILL CO.

Richmond, Va.



LA PALINA CIGAR

Webster Cigars

"YOU'LL APPRECIATE THE DIFFERENCE"

SIZES 2 FOR 25c TO 25c STRAIGHT

A rare bit of nature's greatest effort, producing a fine, mild, aromatic cigar. Manufactured and aged by the most scientific methods. Not a secret blend, but a combination of the highest priced tobaccos that the finest plantations grow.

Webster Cigar Co.

5545 GRANDY AVENUE DETROIT, MICH.

OPTIMO

BEST
OF THE
BEST



BEST
OF THE
BEST

MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa and Key West, Fla.
Main Office: 1181 Broadway, New York

Philadelphia Has Submitted Tax Claims

**Rebates Now Settled—Business Adjusted for Good Season—
Box Trade Picks Up—Cheap Cigars Dominate—
Horsemen Off—Rinaldo Back—Leaf Packers Hustling**

PHILADELPHIA, March 29.—The past week was devoted to the inventory of cigars on hand, for the purpose of filing of claims under the tax reduction laws in those grades which will be affected by the cut in revenues. Manufacturers, retailers and jobbers have been busily engaged in accounting for those cigars which will be subjected to the rebate under the tax bill, and which must be filed before March 29, when the reductions are effective.

There are large stocks of these cigars in the hands of the jobbers and the dealers, as both have been heavy buyers of cigars ever since announcement was made of the passing of the tax bill, and so there will be rebated, to the Quaker City dealers, large sums on the present stocks.

Easter Coming

The advent of the Easter season, and its demand in cigars, too, has been occupying the attention of the retailers and the producers. There is evidence that a lively season is anticipated by the numerous orders for cigars that have been placed with the manufacturers, and in shipments now coming into the stores of the dealers.

The brighter and warmer outdoors has lured many pedestrians to the stores of the cigar retailers, and counter trade has been exceedingly heavy within the past few days. There also has been noted a more active demand for box goods. Many new brands that have been offered, within recent months, are successfully being marketed among low priced cigars.

Those in the five cent class have been particularly big sellers with the medium sized manufacturers whose box trade is the main factor of their business. The smaller manufacturers have been the chief beneficiaries of the reduced taxes, as they have been able to go ahead with greater assurance of maintaining business since the reduction became effective, and now have larger stocks on hand to meet the increasing counter sales.

Four Horsemen at Canter

When the Four Horsemen of the G. H. P. Cigar Company, Third and Brown streets, go westward this week they will tour the various branches en route at Detroit, Milwaukee and Indianapolis, looking after the interests of the manufacturers of the El Producto. The Four Horsemen have been making the rounds of all the branches since the first of the year, having toured the south and then returned to headquarters for a brief respite before starting for the western field. They are Benjamin Grosbosky, of the firm, General Manager Frank P. Will, Sales Manager Tom Dean and Advertising Manager H. H. Kynett.

The new 1925 crop of Connecticut leaf is now being packed by the Philadelphia leaf house of Hippie Brothers & Company, 151 North Third street, of which Charles Hippie is owner. The packing is being carried out in the Hatfield, Conn., warehouses of the firm. The Hippie Brothers & Company have secured an excellent quality of the 1925 crop, and for that reason have bought in larger quantity than last year. The packing is being supervised by R. J. Whalen at the Hatfield warehouses.

Rinaldo Returns

Morris Frieder, of S. Frieder & Sons, Cincinnati, O., was a caller on the trade during the week, with an old time favorite and original Philadelphia cigar, the Rinaldo, which he has been featuring extensively in this territory ever since he acquired the brand from the former Rinaldo Cigar Company of Reading, Riegelsville and other Pennsylvania cigar manufacturing centers.

The Rinaldo now is produced in Philippine tobaccos, and manufactured in Manila. Since it has been made in the foreign market it has been greatly improved in quality, and production has

been successfully launched here in a new guise, and is rapidly gaining a new friends among the smoking public.

President Adolph Loeb, of the importing and domestic leaf dealing firm of K. Straus & Company, 301 North Second street, is now in the Connecticut looking over the 1925 crops preparing to purchasing a supply of the leaf for his firm's distribution. Vice President George J. Cauffman is making the rounds of the southern cigar manufacturers, disposing of some choice lots from the Ohio, Connecticut and Maryland markets, in which the Straus firm specializes.

There was a warm welcome awaiting the return of General Manager A. Andrus, of the Congress Cigar Company, upon his return from his week's tour of the coast and the northwest. A result of his successful tour was the tying in with the distributors of the La Palina on the coast, an association of the brand with their territory carried by the prominent California distributors, Herman Brothers & Company.

The firm conducts twelve branches in the State of California and is one of the best known of far western cigar distribution concerns, so that its association with the Congress Company in the La Palina in the front rank of the coast cigar trade.

Enroute home General Manager Andrus stopped over at Salt Lake City, attend the famed organ recitals at the Mormon Tabernacle and he visited other La Palina distributors along the route, finding business in shape for a prosperous spring drive. President Samuel Paley and his son, Vice President William Paley, of the Congress Company, leave this week for the Netherlands in Amsterdam, sailing for New York.—LIBERTY BELL.

Prochaska to Represent Siebert of German

Arrangements have just been completed by Harry Prochaska to a sole representative of G. Siebert, of Hanau, Germany. This territory comprises both the United States and Porto Rico, and the House of Siebert is the largest manufacturers of cigar molds in the old country. It was established in 1864, and the plant is equipped with the most modern and up-to-date machinery.

All molds are made of imported hardwood so that they are absolutely immune against shrinking, warping or checking. At the headquarters of Mr. Prochaska, 13-15 East 22nd street, New York, there will be carried continually all the standard shapes in stock.

An attractive catalog, showing the modern selections of cigar shapes, has been printed for distribution to the manufacturers. Large quantities of these molds may be supplied at extremely short notice.

J. B. Morris has been appointed to represent the organization in York, Pa., and J. R. Burns in Tampa, Fla. The address of Mr. Morris is 1003 York Avenue, York, Pa., while Mr. Burns may be reached at Box 274, Tampa, Fla.

Mr. Prochaska is also representative of the largest lithographic house in Germany, Gebr. Klingenberg, Detmold.

Rowley Succeeds Blais

Boston, Mass., March 29.—Since the retirement of cigar department manager J. E. Blais, of the S. S. Pierce Company, last week, announcement has been made that H. E. Rowley is to succeed him. When Mr. Rowley was twenty years of age he came to work for the Pierce Company, and after twenty years of the most active service he is now department head. He has been assistant manager of the cigar section for many years.

Chicago Again Has Very Quiet Business

Business and Collections Off—Breitung Gets Faber, Coe & Gregg Stand—Many Trade Advertisers—Stief Marries—Hamann Recovered—Rockpany With Metropolitan.

CHICAGO, March 27.—As the month of the cigar trade reports March the first month for business it has experienced in many years. The reason for the falling off in business, both at wholesale and retail, cannot be explained. Many salesmen, visiting the market, find orders hard to get, and for limited amounts. Collections are also becoming normal.

Changes Hands
Faber, Coe & Gregg, Inc., who last year opened a very classy inside in the Strauss Building, have dissolved some of Albert Breitung, who took possession April 1. Albert Breitung is one of Chicago's best known cigar merchants, and operates a chain of stores down-town.

Rosenberg, sales ambassador of the referred Havana Tobacco Company, leaves tomorrow for Detroit, and New York. While in New York he will hold a conference with Jose Diaz as to the Spring campaign that will be in force throughout the north and middle west on Henry fourth cigars.

Moving Out
On April 30 Albert Breitung will vacate his store in the Borland Block, east corner of Monroe and Dearborn streets. Breitung has for many years conducted a high class store at this location, they catered to the La Street financial district. In Chicago's Newspapers on Wednesday the following cigar and cigarette advertisements appeared. The Congress Company showed La Palma in a ten cent by ten. John Ruskin covered by four and one-half by five. Webber by twelve; Helmar cigarettes by sixteen; Camel cigarettes by sixteen; Chesterfield cigarettes, and one-half by twelve; Manuel by six by ten; La Feudrich cigars by eight; and Dunhill cigarettes by six.

One would have thought he was reading a trade paper when these advertisements covered the pages. All the big ads, both in the cigar and cigarette ads, are waging an extensive newspaper campaign at present.

Stief Married
Eddie Stief, popular Cyrella salesman, the trade extends their heartiest congratulations. Eddie's charming daughter was married to J. Arthur Sullivan, a popular local boy, at the Bel-Saford Hotel a few days ago. Four hundred guests attended. Some of the well known local men were Julius Fernbach and J. Iverberg, of Julius Fernbach & Company, and Nathan Elson, of Nathan Elson Company.

Joseph Ostheiner, head of the Frank-Cor Company, has returned from his father's home at Fort Wayne, Ind.

Lucius Announcement
Lucius Cigar Company, with headquarters in the Steger Building, has advised the trade that they are ready to supply Lucius de Luxe Havana cigars made in Chicago. Lucius, a shade wrapped cigar, is made in the San Martin Leon factory in Cuba. Both these brands had a long life here in the old days of the Raphael Cigar Company.

Next month end sale Tebbetts & at 16-18-20 North Michigan featured the new Pancho shade wrapped cigar made by Davis & Company, of Tampa, in prices.

There is all looking for Eddie Marlin in. Eddie has been out on his booking orders for La Mega

pany, of Tampa. T. C. Gales, of the firm, closed this deal while here this week.

L. & I. Rubovits, at 11 Board of Trade Court, are featuring D. F. Mixture, an aromatic blend that comes from Daniel Frank Company, of Boston.

Naturelle virgin briar, pipes from S. M. Frank & Company, are displayed on the counters to sell at \$1.

Gene Pholey is doing good work on the Corina cigar, still a clear Havana smoke. Corina will shortly be made into a shade wrapped by Jose Escalante & Company, of Tampa.

Back Again

J. Henry Hamann, after recovering from a sick siege, is back at his store, 8 South Wabash Avenue, taking of his customers.

With each one pound of Blue Roar tobacco, selling at \$2.25, and any \$1.50 pipe in the store, the United Cigar stores Company offer this \$3.75 value for \$2.50.

Rockpany A Partner

John Rockpany, who has filled several important positions in the past, has become a third partner in the Metropolitan Cigar Company, which has a factory at 228 North Wells street. John will feature La Tremona, a brand formerly owned by Leopold & Mergentheim, in past years one of Chicago's leading retail merchants. The Metropolitan Cigar Company also manufactures El Salero, a brand formerly owned by Guendalia & Company.

Tennesson, a fine five cent cigar, packed in tins, is featured in the stores of L. & I. Rubovits and the Rubo Cigar Company, located in the Postal Telegraph Building.

Red Man chewing tobacco, in ten and fifteen cent packages is being placed with the Chicago dealers. Window displays of Red Man are shown in many stores.

Clever Advertising

In yesterday's Chicago Herald and Examiner, the Consolidated Cigar Corporation featured a full page advertisement of Dutch Masters cigars for P. J. Rubey Company, local distributors. The advertisement read, "A tells B", "B tells C", "C tells D", and that is why the sales of Dutch Masters are more, and more and more.

Ludwig Schwab, a nephew of Max Maier, secretary and treasurer of Robert J. Kugelmann, Incorporated, of New York, importers and exporters of Sumatra and Java leaf, will make his headquarters in Chicago, and will travel the middle and northwest for Robert J. Kugelmann, Inc. During the absence of Robert J. Kugelmann, who is in Europe, Max Maier, who has made this territory, will remain at the New York headquarters of the firm.

Havana Smokers

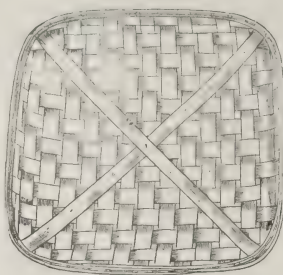
B-B-D, a five cent Havana wrapped blunt, made by the Preferred Havana Tobacco Company, at Tampa, and packed in tins, is selling at a rapid pace with many of the Chicago dealers.

The Schulte cigar department at The Fair offered the Famous Ostello cigar at a special price.—H. L. H.

Ricoros Lower

Prices of the Ricoro Porto Rican cigar of the United Cigar Stores Company were reduced last week to meet the new revenue cuts. Saratoga, panceta and straight sizes are reduced from eight cents, two for fifteen, to seven cents. Invincibles, formerly ten cents, are now three for a quarter. Perfectos, formerly ten cents, are nine cents. Attention is also directed, in the Company's current advertising, to the wonderful 1926 crop of Porto Rican tobacco—the best in many years—and this makes the Ricoro, it is said, one of the mildest, sweetest, most luxurious smokes in the world.

**LEAF TOBACCO GROWERS, DEALERS, & WAREHOUSEMEN
SAVE MONEY AND TOBACCO BY USING**



**NORFLEET
UNIFORM
WEIGHT
TOBACCO
BASKETS**

Write for Sample and Price

**Norfleet Basket Mfg. Co.
Winston-Salem, N.C., U.S.A.**

Mail Pouch

*"The Original Package
Chewing Tobacco"*

The Bloch Bros. Tobacco Co.

WHEELING, W. VA.

Arthur Bornholdt & Co.

Importers of

SUMATRA

152 Water Street

New York

Amsterdam

Frascati-Nes

Alfred W. Penner

Western Representative

Room 419, 100 North La Salle St.

CHICAGO ILL.

Glass Cigar Box Covers

Highest Quality—Lowest Prices

Our Style D Suits the Purpose

100 15 cents each
250 14 cents each
500 or more 12 cents each

Includes Printing on Glass or Metal

Choice of Five Colors

Send for Sample.

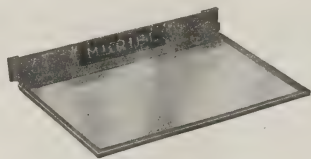
GEBHARD MFG. CO.

Manufacturers

9-11 E. FAIRMOUNT AVENUE, NEWARK, N. J.

THE BRUNHOFF MFG. CO.

York St. and Freeman Ave., Cincinnati, Ohio



Box Covers—Box Openers, Change Trays
Display Cases—Cigar Cutters

In appearance, construction, material and strength, we
give the most for the money.

W. S. LaKamp

Eastern Representative
113 Maiden Lane, New York

HOYO de MONTERREY

The Aristocrat of

Imported Cigars

VALERIANO GIUTERREZ, Representative

82 Wall Street

New York



MARIE ANTOINETTE

A Specialty in Mild Havana Cigars

27 Sizes—MADE IN—27 Sizes

"Bought When Quality is Sought"

Descriptive Booklet and Samples Sent Upon Application

E. KLEINER & CO., Inc., Makers

320-322 E. 63d Street, New York City

EMANELO

Highest Grade

Conn. Shade Wrapped
Havana Filled
Cigars



D. EMIL KLEIN CO. Inc.

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New Orleans Still After the Sales Tax

Those For and Against the Tobacco Sales Tax Soon to be Heard—Southern Cigar Factory Again in Trade—Donovan Returns from Alabama—Carlos Lopez a Favorite

NEW ORLEANS, La., March 27—"Ridiculous," is the term applied by Mrs. J. G. Skinner to the proposed luxury sales tax, for State school purposes, at a meeting of the High School Alumnae of the School Board of New Orleans, recently. Mrs. Skinner remarked significantly that women would insist on having cosmetics, and men would have tobacco, and to pass such a tax bill would mean hardship for the family budget. She took occasion to stress the point that no more money was needed for school purposes, though there was a lack of money for giving the New Orleans school teachers adequate pay; a deficiency that could be very easily supplied by a reallocation of the seven mill school tax. Mrs. Skinner urged the members of the New Orleans Public School Association, and those of the Public School Alliance, to take an active part in putting this reallocation bill through, at the coming meeting of the Legislature, in May.

The Mississippi Legislature has just adjourned, after accomplishing a big lot of work. No tears are reported to have been shed over the defeat of State Superintendent Bond's sales tax bill, already reported in TOBACCO. If it be true that coming events cast their shadows before, it may be safely forecasted that a similar fate awaits Louisiana's State Superintendent of Education's luxury sales tax bill.

Elected Again

George F. Thompson, Chairman of the Legislative Committee of the Cigar Manufacturers Division of the Association of Congress, who will have charge of the matter of presenting the protest of the manufacturers, jobbers and retailers of tobacco and its by products to the committee on Ways and Means of the House of Representatives on the Harris Sales Tax bill at the approaching meeting of the Louisiana Legislature, has just been re-elected president of the Wholesale Grocers' Association. This is his fifteenth term in office. Mr. Thompson enjoys a large personal acquaintance in the State among influential men in both political and commercial lines, and may be depended upon to render efficient service to those engaged in the tobacco industry in checking the effort of Superintendent Harris to place a new incubus upon the business.

By the time this letter is published, the financial troubles of the Southern Cigar Factory, Inc., formerly in St. Mary's street, will be over, and the rehabilitated factory will be functioning as of yore, at 1015 Washington avenue. The troubles of the Southern Cigar Factory were purely circumstantial, and were not due to lack of good judgment or want of proper management.

Henry Estes, who founded the factory, is an experienced cigar man—none better—and is well and favorably known, both in and out of the cigar manufacturing industry in this city, as well as among its many jobbers. The soft drink establishment and retail cigar store he is now successfully operating at 137 Royal street, will continue business under his management. His many friends here wish him every measure of prosperity.

Donovan Back

R. F. Donovan, manufacturers agent, has returned from a successful trip through Alabama, accompanied by Louis Benish, president of Benish & Meyer, Selma, Ala., distributors of Villazon in Alabama. Mr. Donovan heard nothing but praise of this brand of Tampa made goods. Duplicate orders were the rule, not the exception.

A. J. Lyon & Company, of Meridian, Miss., have added the Carlos Lopez, of Carlos Lopez & Company, to their lines, and the Cuban Hand Made, manufactured by this firm. These brands are very popular in that section, as well as in New Orleans, where the high standard of their excellence in make up and

materials are known and appreciated. The factory is domiciled at Mobile.

Rush Order

The C. & C. Company, of Galveston, Tex., report a fine business on Carlos Lopez, and their stock of these cigars being now low, they have insisted on the factory to rush shipments. They also carry the Cuban Hand Made, a cent seller.

Lionel's Cigar Store, at 107 Upper City Place, has a steady demand for Carlos Lopez corona size, a telltale sign, this popular brand having been taken on by the Southern Cigar Company, at Gravier and Camp streets. J. & M. Schwabacher, Ltd., wholesale grocers here, have added the Cuban Hand Made to the big list of cigars which they are distributors of; also Corona size Carlos Lopez.

George Moroy, at 1024 Second, is the well known up town distributor in New Orleans, who has had the distinction of the Cuban Hand Made for some time, is broadcasting its merits via several auto delivery trucks being operated by him.

Donovan has taken over the sales of the Carlos Lopez lines for the New States.—CRESCENT.

The Father's Day Posters Should Be Ordered Now

Under date of March 27 Chairman M. Freeman, of the Father's Day Committee of the National Board of Trade Salesmen's Association, writes the cigar manufacturers and jobbers: "We have not ordered their supplies of Father's Day posters and stamps to be at once."

June 20 will soon be here, and the trade desires to make this date as profitable as a sales effort to establish an order for the cigar industry, action be taken immediately. There is a week in fact, from June 13 to the 20th, which the retail trade may work up to this Father's Day appeal.

The Eveready Moistener Registered

As a more acceptable title for the H.P.W. adjustable cigar, cigarette and tobacco moistener, made in H.P.W. Cigar & Cigarette Company, 500 Fifth avenue, New York, the Eveready has been registered. Attached show cards, carrying a sample of the famous moistener, are now being sent to the dealers' counters. Consumers everywhere are interested in keeping their cigars in perfect order, the Eveready moistener is just the thing to do it at small expense.

Major Witsell Dead

NEWARK, N. J., March 24—Major Witsell was buried here today one of the best known cigar men in the country. Frederick C. Witsell, who sold the Key West brand for the Key West factory, George W. Nichols & Company, many years.

Major Witsell died Monday of a short illness of two weeks. He was 60 years of age, and he is survived by a daughter, Mrs. William J. Tappan, 671 Ridge street, where the funeral will be held.

Rosenberg Approaching

Scheduled for a visit to New Orleans headquarters of the Preferred Tobacco Company, Jack Rosenberg is passing through such active cigar centers as Detroit and Cleveland, and will arrive at the Henry the Fourth this week.

Another of the Camel Cigarette series now running nationally in the magazines

When you and spring are thrilling to the first ball game of the year—and your favorite player drives out a homer—when the stands rise, roaring with cheers—have a Camel!

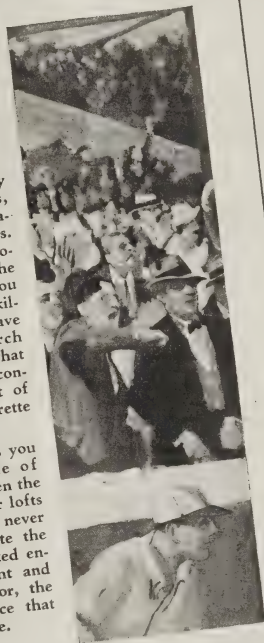


WHEN spring and the first ball game are here. And the shouting banter flings out on the sunlit air. When the heavy hitter cracks the ball, shrieking into deep center-field for a home run—oh, happy mortal, as the stands roar with glee—have a Camel!

For Camel floods every friendly view with greater brightness, adds the magic of its own fragrance to life's most festive days. Camels are of such choice tobaccos that they never tire the taste no matter how zestfully you smoke them. Camels are so skillfully made that they never leave a cigarette after-taste. Search where you will and spend what you may—you'll get more contentment, more pleasure out of Camels than any other cigarette you ever put a match to.

So this fair spring day as you watch the opening game of another eventful year. When the bases fill and a hefty batter lofts out one that it seems will never stop flying—oh, then, taste the smoke that means completed enchantment. Strike a light and know the mellowest flavor, the most blithesome fragrance that ever came from a cigarette.

Have a Camel!



Camels contain the very choicest tobaccos grown in all the world. Camels are blended by the world's most expert blenders. Nothing is too good for Camels. In the making of this one brand we concentrate the tobacco knowledge and skill of the largest organization of tobacco experts in the world. No other cigarette made is like Camels. They are the overwhelming choice of experienced smokers.



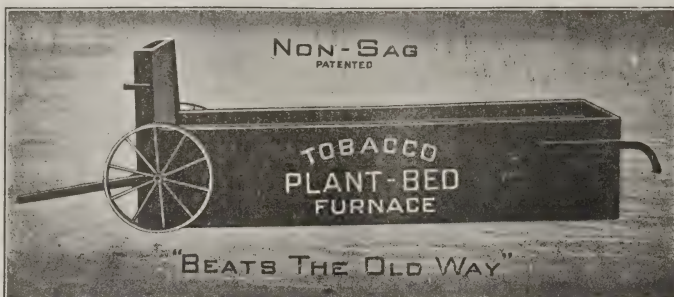
Our highest wish, if you do not yet know Camel quality, is that you try them. We invite you to compare Camels with any other cigarette made at any price.

R. J. Reynolds Tobacco Company
Winston-Salem, N. C.

THE WYATT NON-SAG TOBACCO PLANT-BED FURNACE

The preparation of the Tobacco Plant Bed is of the greatest importance

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Special Folder



This Furnace has many special features of interest to every grower of tobacco

Write for
Special Folder

Manufactured by

Clarksville Foundry & Machine Works

Clarksville, Tenn.

Situation in Various Tobacco Markets

Louisville Sales for Week Show Considerable Decrease—Burley Auction Sales for Season Approximate 140 Million Pounds—Burley Association Receipts Estimated at 260 to 265 Million Pounds—Other Market Notes.

LOUISVILLE, Ky., March 27.—Sales on the Louisville Market for the week ending March 19 totaled 98 hogsheds of which 86 hogsheds were Burley and 12 hogsheds were Dark. From January 1 to March 19 this year they have sold 5,375 hogsheds. During the same period in 1925, 10,534 hogsheds—in 1924, 13,382 hogsheds—in 1923, 19,779 hogsheds. On account of the diminishing importance of this market it is no longer considered a serious source of supply nor a guide to prices or values.

Burley

Sales are completed on all markets with approximate total sales without deductions for rejections or resales of 140 million pounds. The total quantity of Association receipts is not known, but it is estimated they have received approximately 125 million pounds. The estimated size of the crop in net pounds will run from 260 to 265 million. The weather is favorable this week for preparations for the coming crop which will, no doubt, be to the widely increased territory, due at least normal in size. It is too early to predict anything definite.

The Association is probably carrying of the 1923, 1924 and 1925 crops approximately 160 million pounds. Stocks in dealers hands are small, consisting mainly of common and medium grades.

One Sucker

On account of dry weather final sales on a few of the large markets have been delayed, but they will probably close during the current week, having sold approximately 30 million pounds at an average of about \$9.00 on the warehouse floors. It is estimated that 60% of the crop was bought by large domestic manufacturers, possibly 30% by rehandlers and smaller manufacturers and the remainder by dealers, indicating that there will be only limited quantities for sale.

Stocks of old tobacco in the hands of dealers as well as the Association are small.

There does not seem to be any considerable demand for a re-organization of the Farmer's Co-operative Association to handle the 1926 crop. Indications are that there will be a normal planting this year.

Green River

Recent rains should bring in practically all of the unsold crop and result in closing sales April 9th. The Owensboro Market sold to date 28 million pounds of Green River tobacco at an average of \$7.32. There has been no material fluctuation in the prices for the general run of desirable crops, although common dirty trashies suitable, particularly for nicotine purposes, have been slightly easier during the past month. The principal buyers of this crop have been large domestic manufac-

turers. Purchases for dealers and manufacturers in the British Isles have not only been large and the general export demand otherwise has been very small.

Dealers have bought only in a moderate way with the exception of the Association holdings, principally of the 1922 and 1923 crops; no considerable quantities of Green River tobacco will be available after the close of the markets.

There does not appear to be any general demand for rehabilitation of the Association for another long term Pool contract. Preparations would indicate that the farmers will plant a normal crop in 1926 with the possible exception of a somewhat larger production of Burley on account of the higher average price.

Henderson Stemming District

There are no outstanding developments to report in this section, and general conditions prevailing are similar in practically all respects to those in the Green River section. Indications are that a normal crop will be planted in 1926.

Clarksville-Springfield-Hopkinsville District

Sales for the greater part of the last thirty days have been small due to dry

weather and average prices have been lowered somewhat due primarily to small offerings, in which common and nondescript grades predominate. With resumption of larger sales since recent rains prices on many grades have shown a tendency to strengthen. At the close of March 19 the Clarksville market had sold 16 million pounds at an average of \$12.81 compared to an average of \$16.17 last year—Springfield had sold 8,000,000 pounds at an average \$15.66 compared to \$20.46 last year—Hopkinsville had sold 21,500,000 pounds at an average of \$9.81 compared to \$12.87 last year. It is now estimated that 65 to 70% of the crop has been sold. Good spinners, wrappers and binders, limited in the crop, command prices well up to the season's average.

There appears to be little, if any, possibility of a re-organization of the Farmers' Co-operative Association in this section. Tennessee farmers have recently brought suit in the United States Court at Louisville, asking for a Receiver for the Association. Arguments will be heard by the Court and a decision rendered sometime in April.

Preliminary preparations for 1926 would indicate that a normal crop will be produced.

Western District

Sales in this section have been retarded materially during the past month on account of dry weather, and although the general average has been about maintained at around \$7.75, the market has been irregular. About 50% of the crop estimated at a total of 60 million pounds has been sold. There does not appear to be any competition in sight

that would materially advance the price in the Western District. Reports indicate that on account of the relatively higher prices for good grades farmers have been holding back the common of their crops. Up to the present dealers have taken only a small percentage of the offerings.

Farmers have not so far shown much interest in preparations for the coming crop, but it would seem logical to assume that there will be some reduction in the planting.

Bright Virginia

The total figures of the 1925 Virginia crop show that 507,214 pounds were sold at auction at an average price of \$20.21 per 100 pounds in warehouse floor condition. Totals of each section are as follows:

	Pounds	Average Price
Georgia	49,030,944	\$20.21
South Carolina Belt	76,982,074	\$20.21
Eastern Carolina		
Proper	218,444,447	\$20.21
Old Belt	162,757,343	\$20.21

While the figures covering the receipts of the Co-operative Association have not been given out officially, it is understood that the approximate receipts from the various sections are as follows:

South Carolina Belt	26,044,000
Eastern Carolina Proper	8,044,000
Old Belt	34,044,000

The above figures, while not correct, are approximately correct and will indicate a bright crop of 575,214,808 pounds and we do not anticipate that the figures will show any great change above. The size of the bright crop proved to be a surprise to the trade.

(Continued on page 40)

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All Types of Leaf Tobacco

210 W. Grant St. Lancaster, Pa.

We have the right tobacco for that cigar.
Accurate, reliable service guaranteed.

I. H. WEAVER CO.**Cigar Leaf Tobacco**

241 No. Prince St.

LANCASTER, PA.

York County Interested in New Stamps

Manufacturers and Dealers Secured Rebates—Revenue Stamps Arrive—Brooks to Open Eighth Factory—Stahl Bankrupt—Meads to Buy Entire York Corp.

York, Pa., March 29—Supplies of the J. S. Internal Revenue stamps, which are hereafter to be used by manufacturers of the York-Adams division of the First Pennsylvania U. S. Internal Revenue district, were received last Thursday by Deputy Collector Chauncey A. Hershey, in the stamp office of the York County office.

Revenue Act for 1926

The revenue act of 1926 reduces the cigars. In order to receive a refund from the government for the stamps bought prior to the change in manufacturers and persons sellers are requested to make an inventory on a form furnished by the Philadelphia office.

The act provides for refunds on all cigars in original and unbroken packages and intended for sale by any person, including manufacturers, on the reduced rates of tax take effect, provided the claim for refund is equal to the difference between the old and the new rate, amounts or more.

Claim Quantities

For 5,000 Class A cigars in stamp packages at \$2 per 1,000, the rate of thereon, to make a \$10 claim; for Class B cigars at \$3 per 1,000, the rate of thereon, or 2,500 class C cigars at \$4 per 1,000, the rate of thereon, and a corresponding number of class D or class E cigars at 13,334 small cigars or an average of 4,000 cigars of different classes for less to make an allowable amount of \$10.

Use the stock of stamped packages of cigars, either on or off bonded stamps, are sufficient to make an allowance claim, dealers or manufacturers immediately request to be for-

warded the necessary blank form 481 revised 1926, on which to make inventory of such stock and claim.

Since the inventory must be made in the presence of two disinterested witnesses, and any stamped cigars on the bonded premises must be set down separately from those off the premises, it will simplify the work by removing the stamped packages of cigars from the factory on the day before, according to instructions received here. Under no conditions will the government allow to be used after March 28, the date when the revised revenue act of 1926 becomes operative, any stamps bought at the old rates.

Another New Plant

The T. E. Brooks Cigar Company, composed of T. E. Brooks, and Arthur H. Thompson, of Red Lion, will open its eighth cigar factory in the near future. The company has leased a large three-story factory in Ephrata, Lancaster county, which will be opened as soon as the necessary equipment can be secured. About 100 cigar makers will be employed. The Brooks Company factories are located at Red Lion, York, Jacobus, Windsor, and Craley, York county, and Reamstown, Lancaster county. The additional factory is required in order to fill the firm's large number of orders. The output of the company last month was nearly 5,000,000 cigars.

Stahl Bankrupt

D. Lester Stahl, cigar store and pool room proprietor, Hanover, has been adjudicated a bankrupt by the United States Court for the middle district of Pennsylvania. The decree of bankruptcy was handed down by Judge Albert W. Johnson on a petition presented by Attorney C. W. A. Rochow in behalf of the petitioner. Stahl's li-

abilities are \$2,556.66, and his assets \$700, according to a schedule referred by the court to William H. Kurtz, referee in bankruptcy, in York county. The time for a meeting of the creditors has not yet been fixed.

The cigar store, located at Market and Water streets, this city, owned by H. P. Hake, will be managed in the future by his grandson, G. Edward Hake, formerly an ensign in the United States navy.

Brooks Bought Florida

T. E. Brooks, Red Lion, has returned from Florida, where he purchased tobacco for the company's eight factories.

C. N. Foreman and Company, Red Lion, last week increased the working force of the factory by the addition of six cigar makers.

A colonial style building of Foxcroft stone will be erected on East Springettsbury avenue, this city, by A. B. Fix, cigar manufacturer. The building will be thoroughly modern in every respect and in keeping with the beautiful homes that are being built in that section of the city.

To Buy Crop

Beginning today, the Meads Tobacco Company, Red Lion, is employing a day and night shift. The company at present has 322 men on its payroll. Tobacco is being brought in trucks from Lancaster county to the factory. In the near future the firm expects to buy the entire crop of York county Tobacco.—YORK AD.

Employment Statistics

WASHINGTON, D. C., March 30.—February employment figures in the tobacco industry have just been made public by the Bureau of Labor Statistics, Department of Labor.

Replies were received from 146 cigar and cigarette factories which reported their employment in January at 31,612 increasing in February to 32,968 an increase of 4.3 per cent. The payrolls in these plants, however, decreased from \$592,994 in January to \$567,278 in February a decrease of 4.3 per cent.

The bureau also received replies from 33 chewing and smoking tobacco and snuff plants which reported their employment in January at 8,449 increasing in February to 9,156 an increase of 8.4 per cent. The payrolls in those plants also increased from \$132,196 in January to \$152,538 in February, an increase of 15.4 per cent.—L.A.M.M.

Bradford Smith Recovers

Feeling a trifle under the weather, Bradford Smith ran down to Atlantic City for a fortnight recently. Making a rapid recovery, he immediately prepared for a brief road trip for Hinsdale Smith, Inc., landing at the New York offices this week. No more news on the Sumatra situation is expected until the next inscriptions, April 9.

Winter Returns Home

After many weeks in Porto Rico, Maurice Winter, of Maurice Winter & Company, 273 Pearl street, New York, returned from the island last week.



FARMVILLE TOBACCO CO.

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Leaf Tobacco Dealers
ALL GRADES VIRGINIA AND CAROLINA TOBACCO

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L. B. JENKINS & COMPANY**Leaf Tobacco Dealers****Kinston, N. C., U. S. A.**

Dealers and packers of all grades of Bright Leaf Tobacco. Domestic and export types bought on order or contract. Modern redrying plant equipped with improved machinery and ample storage facilities.

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Asked to Curtail Bright And Dark Crops

DANVILLE, Va., March 27.—Secretary of Agriculture Jardine has been asked by the Tobacco Association of the United States to give official color to the warning given tobacco growers that they curtail their crops both in the Bright and the Dark sections.

Tazewell M. Carrington, of Richmond, chairman of the board of directors of the Tobacco Association, sent the following letter to Mr. Jardine, a copy of which has been made available to Tobacco by Col. A. B. Carrington, president of the Association:

"From our study of the tobacco situation, especially in its relation to foreign growth tobacco, and with reports from every district (except the cigar growing district of Maryland), we cannot help feeling that the proposed planting of bright tobacco, especially in certain sections of Kentucky and possibly Tennessee, is more than the demand is going to remuneratively call for. We figure that a 500 million pound crop of bright tobacco is about the consumption demand. There are fairly large stocks on hand and approximately 500 million pounds were made last year, notwithstanding a small yield in what we term the Old Belt Section (that is, Virginia and the northern part of North Carolina) and with fair seasons in the Eastern Section we think there would have been 600 million pounds raised, and there would have been that much surplus, which would have depressed prices.

"The leading demand for bright tobacco for domestic purposes for cigarette tobacco and a certain amount of the semi lower grades is taken for granulated smoking, and the next largest demand comes from Great Britain which takes a considerable percentage of the best grades, and there is also quite a good percentage taken for certain foreign uses, but this is limited, and added together make about 480 million lbs."

"The low grade bright tobacco, which has heretofore been going in large quantities to Central Europe cannot now compete with the tobacco raised in Europe and Asia, except at a very low price, and this is what our farmers should particularly try to avoid, and the main way of doing this is by planting only such size crops as they can take care of economically in every way.

"The dark tobacco situation is even more complex, and the only solution of the matter is to urge the farmers to plant only such crops as they can take care of with the labor they have without being dependent on extra labor at critical times of the crop. A further good reason for this is that this will leave the farmers plenty of time to look after their home supplies. Any results of a short crop on account of seasons will be taken care of in enhanced values.

"The writer may take advantage of your kind suggestion that a visit will be welcome and may give himself the pleasure of seeing you at an early date."

TETLEY.

Lynchburg Market Season

LYNCHBURG, Va., March 27.—John D. Oglesby, of the Lynchburg Tobacco Warehouse Company, makes the follow-

ing report of leaf tobacco sold in Lynchburg "open" market:

Sold this week	3,850
Sold to March 26, 1926	8,500
Sold to March 27, 1925	8,250

Increase for 1926

With sales yesterday the market opened for the season and it was only open this week to allow a few farmers who could not get their tobacco sooner, to dispose of what they had. The quantity that came hardly kept keeping open, but the Lynchburg market has always made it a point to keep the farmer in every way possible.

Taking the season as a whole, the quantity of tobacco sold was greater than was estimated at the start, and a crop of tobacco was known to be short one; so, from standpoint of pounds sold, the season was a very satisfactory one.

The quality of the crop, however, was the poorest known in years, caused by a dry summer, hail storms and so it being impossible to make good tobacco under such conditions, and the grades naturally could not bring the price of good tobacco.

Some Old Belt Co-ops Still in Doubt

DANVILLE, Va., March 27.—Agitation over co-operative affairs continues to claim a large share of the interest of growers in this section, and meetings being held in many surrounding cities relative to the new sign up. No confusion appears to exist as to what the "new sign up," to which reference is being constantly made, means. It is a formation of a new and distinct organization, or whether it means continuation of the Tri-State organization. Persons identified with the Tri-State body, they know nothing of the Old Belt, which is to be organized through Virginia and North Carolina, April 3. Several meetings have been called for a purpose in nearby towns and there is growing impression that the tobacco growers unwilling to participate fully in the Tri-State organization are turning to the new body.

At Chatham a few days ago Tri-State officials called a meeting of landowners which was well attended. No response was had when it was suggested that they endorse a new sign up. That afternoon the same body of farmers met and agreed to sponsor a new sign up of "new organization" and a meeting was called for April 3 at Chatham, the day the Old Belt co-operative is to be launched. The impression among some of those who attended this meeting is that unless there is some assurance a new directorate will control the Tri-State body there will be no anxiety to follow it further. There is, however, an equally apparent determination on the part of farmers to cling to the co-operative method.

As yet no one has come out into the open and said definitely that the Old Belt organization is in no way connected with the new one about to be organized. Confusion, it is expected, will continue until this point is definitely cleared up.

TETLEY.

Cable Address: "Morrisco"

All Codes Used

J. B. MORRIS COMPANY, Inc.

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LEAF TOBACCO

Specializing in Virginia and Carolina Brights

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U. S. A.

Cable Address: "STRAUSE"

Head Office: Richmond, Virginia, U. S. A.

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Specializing in Old Belt, Virginia & Carolina Tobaccos. Full lines carried in stock. Samples on application.

Arnold's Code No. 5, Lieber's A. B. C. 4th & 5th Editions.

Danville, Va.

Japanese Regie Raises Tobacco Prices

Immediate and Autocratic Action Unpopular—Twenty Per Cent Raise—Newspapers Oppose It—People Are Enormous Smokers—Poorer Classes Suffer Most, of Course.

Yokyo, Japan, Feb. 28.—The increase in the price of tobacco, suddenly announced some time back by the Government, and put into force on the following day, has called forth a continued outpouring of disapproval from the Japanese press. The step is opposed on the ground that it is a piece of anti-social policy, that it stimulates the rising tendency of prices, and that it is an unnecessary annoyance to the public.

The rates of increase vary according to brands, but they are on an average twenty per cent. According to the estimate issued by the Department of Finance, the increase was decided upon by the authorities at the time when the reform plan was elaborated some time ago. The Department takes the view that as the sake wine and beer taxes are to be raised in order to find money with which to make good the deficit to be caused in the revenue by the proposed abolition of reductions in certain taxes elsewhere, it is right that the price of tobacco, which is as much a luxury as sake and beer, should be raised in price to the same purpose.

Press Opposed

Mr. Jiji, one of Japanese leading newspapers, with a circulation of over 100,000, denounces the increase as running counter to popular feeling. Japan is in the depths of economic depression, it says, and to make the situation worse prices are showing an upward tendency. For the Government to take steps calculated to accentuate this at this momentous juncture is reckless and improper. Setting apart the question of whether tobacco is a luxury, the fact remains, according to the paper, that the Monopoly Bureau is making a huge profit out of the tobacco taxes, which is almost the worst kind in the world. For instance, the profit for the present fiscal year is estimated at 129,205,000 yen, which represents about 50 per cent. of the amount realized by the sales, which are put at 250,000 yen.

Since the war boom the price of tobacco has been raised three times. The first increase took place in December, 1918, and the second in August, 1919. The reason given each time for the increase was the increase of cost of production. In the latter case, where about a 100 per cent increase was carried out, was officially explained that, what had increased in the value of raw materials and high prices of commodities, the cost of production had increased one hundred forty per cent, and that it made it necessary to increase the revenue by \$15,266,000. Compared with this increase was made, the prices now are generally lower; and supplied with the retrenchment efforts in administrative expenditures, it is not impossible for the Monopoly Bureau to realize an income of 15,000,000 yen in the revenue without efforts, this paper says.

Tax Reform

Mr. Yamato discusses the subject in a similar strain. According to the tax reform plan of the Government, it says, the consumption duties, which are to be reduced or abolished, involve a total amount of 42,592,000 yen.

In the price of tobacco brings to the State an added revenue of 20,000,000, the total increase in the consumption duties, under the Government's tax reform plan, will exceed 60,000,000. This means that the burden on the nation will increase by 20,000,000. The proposed increase in the sake tax lends itself to objection as contrary to the interests of the masses. As to the raising of the price of tobacco, it is outrageous to a degree, the Yamato declares.

The fact that the profit of the Tobacco Monopoly Bureau exceeds 100,000,000 annually indicates that tobacco is obviously a necessity of life for the people. As the rate of taxation on the cost price has hitherto been over two hundred per cent. and the recent increase has made the amount of taxation borne 2 yen per head. A family, if it consists of five members, is paying 10 yen a year, but as there are people who do not smoke, the burdens on smokers increase proportionately.

Tobacco Prices Are High

In Japan, the price of tobacco has been increased often, and nowhere else in the world is the commodity so high in price as in this country. The Government's step is expected to increase the prices of commodities generally, and with the commodity prices ruling high, it is well-nigh impossible for the foreign trade of the country to be developed, according to a British paper, the Chronicle of Kobe.

The Osaka Asahi takes exception to the suddenness with which the increase of the price was announced and carried out. The authorities explain that the profound secrecy observed was due to fear lest premature announcement should lead to cornering and speculative practices, to the serious inconvenience of general consumers, but the Osaka journal is inclined to believe that they could find some other effective way of preventing such acts.

It adds: "The Government has provoked much resentment among the consumers by taking them completely by surprise, thereby depriving them even of the opportunity to express their opinions upon the Government's plan."

Sake and tobacco may be luxuries, as the authorities contend; they can hardly be described as necessities of life. But the fact remains that the taxes to be levied are consumption duties, which weigh more heavily upon the poor than upon the rich. It betrays lack of sympathetic consideration for the masses for the Government to increase the price of tobacco on the ground that it is a luxury.

"Taste for tobacco is more general among the Japanese people than among Western peoples. The Britons have the established fame of being heavy smokers, but even they sink into insignificance as compared with the Japanese people in the matter of smoking," says the Osaka. "It is due to their love of tobacco that the Japanese people are free from the vice of opium-smoking, in spite of the fact that their country is situated so near China and India, where the natives indulge in the vice. The question of tobacco has thus a bearing on social policy, and it is regrettable that such extensive powers are allowed to the Government."

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PERSON-GARRETT COMPANY, Inc.

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Rehandlers of and Dealers in all Types of Carolina and Virginia Tobacco. Modern Redrying Plant Equipped with Latest Improved Machinery and Ample Storage Facilities.

SAMPLES SUBMITTED UPON REQUEST

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R. M. GARRETT, Pres. GREENVILLE, N. C., U. S. A. R. P. WATSON, Vice Pres.

Cable: Monk Bentley's Arnolds No. 5 & Western Union A. B. C. Fourth & Fifth Edition

A. C. MONK & CO.

Farmville, N. C.

A Large Supply of Leaf Tobacco Always on Hand.

We buy all grades Bright Tobacco, Virginias, Darks and Burleys, Steam and Natural Season. Samples Furnished.

Branch Factories: Wilson, N.C.; Wendell, N.C.; New Bern, N.C.

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We give our personal attention to all orders either small or large. Samples submitted upon request. Branch: Springfield, Tenn.

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RICHMOND OFFICE
100—Shockoe Slip

PEMBERTON & PENN, Inc.

Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

Buyers on All Important Markets in Virginia and CarolinaCABLE ADDRESS: "Penn," Danville, Virginia
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CODES USED: Western Union, Arnold's 5 and 15, Bentley's

Cigar-cigarettes Patented in United States, Canada, Mexico, Cuba and other countries.

The cigar-cigarettes are being manufactured by the following firms:
Levante-Tabak A. G., Loreleystrasse 10-12, Köln A. R. H., Germany.
N. V. H. D. Mac Gillvary of Ambarawa, Java, Dutch East Indies.
S. H. Faour, 378 Water St., Saint John's, Newfoundland.In order that cigar-cigarettes shall also be known in the American market, we authorize anyone to manufacture cigar-cigarettes in accordance with American patent No. 1479458, under the following conditions:
1st. There must be used, as a basis, the large cigarette known as Old 76 Mild Havana Cigarettes. These cigarettes may be purchased from Berberian Brothers Inc., 138 Pine St., Providence, R. I.
2nd. The finished cigar-cigarette must be packed in boxes of ten, with the following label:

- (a) Brand name.
 - (b) Cigar-cigarettes.
 - (c) Made with mild Havana tobacco, filler and finest of Sumatra wrappers.
 - (d) Made with mild Havana tobacco filler and finest of Sumatra wrappers.
 - (e) Firm name and address.
- But before engaging in the manufacture of this patented smoke, a written license must be obtained from us. This we will grant FREE until May 31, 1926. Experience may thus be gained of the market; and, afterward, as the manufacture is continued, a new license agreement must be obtained upon a royalty basis.

We will also sell these new smokes in boxes of ten, with the following label:
"DIPLOMATIC"
Cigar-Cigarette.
Patented January 1, 1924
Made in the U. S. A. with Mild Havana tobacco filler and the finest Sumatra wrapper.
International Tobacco Corporation,
Montreal, Que., Canada.
And we can supply these goods at the same prices the Berberian Brothers, Inc., charge us.
Apply for samples and quotations to
International Tobacco Corporation, 5729 Park Avenue, Montreal, Que., Canada.

E. B. FICKLEN TOBACCO CO., INC.

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Dealer in Bright Tobacco of South Carolina and North Carolina and All Grades of
Virginia and Kentucky

CLARK BROS. & CO.

Buyers, Packers and Exporters

All Grades Virginia and Carolina Tobaccos.

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We cover closely the Virginia Dark Belt and specialize in this type of Export.

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CABLE: "Edmunds" Danville

CODES: Bentley's, Lieber's

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INCORPORATED

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Dealers and Exporters

Virginia, Carolina, Kentucky and Tennessee Leaf Tobaccos

Cable Address: "JASIMILLER"

Codes: Liebers—Western Union

JAS. I. MILLER COMPANY, INC.

HENDERSON, N. C., U. S. A.

LEAF TOBACCO MERCHANTS

We specialize in Georgia, South Carolina, Eastern North Carolina and Old Belt
Strips, Leaf and Scraps, handled and packed to suit the needs of our trade.
Samples and Quotations Furnished on Request

Government Policy

"It is certainly an anomaly in a constitutionally governed country like Japan that the Government is allowed a free hand in increasing the prices of salt, railway freights, postage and tobacco, which have a serious bearing on the national life. The prices of sake wine and tobacco are usually raised as the last resort, when all other means have been exhausted, in order to meet the heavy expenditure that the exigencies of war entail, or the country is faced with dire financial straits after the war. The public little expected, therefore, that the Government would try to raise their prices in these days, when the first necessity of the moment is to reduce the burdens on the people.

"Tobacco is in general use among the poorer classes in this country, and we refuse to believe that the financial distress is so severe as to make it imperative for these classes to be taxed so heavily. All other means ought to have been exhausted before the authorities fixed their eyes on tobacco as a source of new revenue," the Asahi concludes.
—ORIENTO.

Nicotine Wanted

GENEVA, N. Y., March 29.—Nicotine, not less of it, but more, is wanted by tobacco-breeding plant scientists at the state agricultural experiment station here. This reversal of usual tobacco

requirements is being sought for the benefit of the insecticide industry, which makes large use of nicotine in the manufacture of insect poisons. Certain tobaccos are being found more promising than the cultivated varieties and are being experimented with to learn of increasing their already high nicotine content.

Andre Going to Cuba

On Friday, April 9, M. A. Andre, well known leaf broker of 168 West Street, New York, is to sail for Havana. He will remain in Cuba ten days, when he returns he expects to have a really important announcement to make about his recently introduced Andre cigarettes. Distribution at present extends from the eastern to the far western coasts. All distributive centers supplied with the Andre. New night clubs and cabarets are soon supplied with Andre's advertising for the cigarette girls to carry them to the restaurants.

Index Number Shows Scarcity Variations

WASHINGTON, D. C., March 30.—The index number for tobacco for February 1919 at 100 per cent the number for tobacco for February according to the Department of Commerce is 105 compared with 110 for January and 100 for February of last year. LAMM.

Cable Address:

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Rocky Mount, N. C.

Codes:

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A. B. C. 4th & 15th

G. R. GARRETT COMPANY, INC.

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BRIGHT LEAF TOBACCO

Clean, Uniform Strips a Specialty.

ROCKY MOUNT, N. C.
U. S. A.

CIGARETTE PAPERS

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ALSO CIGARETTE BOOKLETS FOR TOBACCO MANUFACTURERS

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GIESKE & NIEMANN, Leaf Tobacco, BALTIMORE, MD.

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Our own domestic and foreign packing plants enable us to meet all requirements

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RICHMOND, VA., U.S.A.

Chinese Cigarette Tax

SHANGHAI, China, March 5.—Special mental methods are adopted by Chinese tobacco dealers in Peking in observing the new cigarette tax laws. When a carton of cigarettes is purchased, the dealer hands the buyer a stamp of uncancelled tax stamps. These revenue stamps have merely the Chinese characters of the shop printed on them. No attempt was made to cancel them, or to wet the glue on the back, so that to all intents they were unused.

The new tax adds materially to the cost of cigarettes, which are graded according to the value. In the case of the brand of American-made cigarettes, which previously sold for Mexican \$1.55 (U. S. 80 cents), thirty cents stamp is insisted upon by the shopkeeper. The government has forced the dealer to take up a quota of tax stamps.

Use of the new cigarette tax revenue, largely for educational purposes in Shanghai, is the aim of a campaign directed upon at a meeting of the teachers of the primary and middle schools, who agreed to sharing these funds with the government.

Delegations were sent by the teachers to the government ministries to urge the monthly sum of \$35,000 be paid to the Hatanen (Peking) Octroi for the schools, and that some of their money be forthcoming immediately.—APRIL 1, 1926.

New Capstan Humidor

SHANGHAI, China, March 1.—The British-American Tobacco Company is introducing to the Shanghai public a new form of Capstan cigarette and tobacco humidor, especially adapted to this climate, for keeping cigarettes and smoking tobacco.

An absorbent pad is used; to be moistened in dry weather or kept dry in humid weather. The humidors have a capacity of fifty Capstans, and sell on the local market for Mexican \$2.20, or approximately U. S. \$1.25.—ORIENTO.

Decision in Hughes Case This Month

DANVILLE, Va., March 27.—Judge D. P. Withers is to render a decision early in April in the long pending chancery suit filed by Col. W. T. Hughes against John E. Hughes Tobacco Company of Danville. Col. Hughes is claiming \$250,000 which, he says, represents profits due him from the Wrapping Department of his brother's concern during the war time period. The tobacco company denies liability and claims that the old contract under which Col. Hughes claims he was operating at the time of his brother's death was not in effect during the years referred to. The suit is highly complicated and the bill of complaint makes a good sized book.—TETLEY.

Students Burn Cigarettes

SHANGHAI, China, Feb. 23.—Further trouble between students and tobacco dealers is reported from Hangchow, where members of the local union recently took a number of cases of cigarettes from a branch store of the British-American Tobacco Company, carried them to a conspicuous place before the Hsiu Fu Tien temple and burned them.

At the same time they took coal oil from the Asiatic Petroleum Company's branch office to ignite the fire.

The value of the cigarettes lost is reported as several hundred dollars.—ORIENTO.

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All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

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Bought on order or contract for domestic, or foreign account
Ample facilities for steam and air drying
We manufacture hoghead shooks. Stock on hand at all times

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Burley—Western—Seed Leaf
Strips—Scraps—Stems—Cuttings

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Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.

Correspondence solicited.

Satisfaction guaranteed.

Samples sent on request.

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Buyers and redryers of leaf tobacco on order or contract. Bonded storage warehouse under government regulation. Stocks of leaf tobacco on hand at all times. Samples submitted on request.

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Leaf Tobacco Dealers

Packers and Exporters

Our facilities are ample to buy, handle and redry in the best manner, any Quantity of Tobacco in any way desired. Branches on principal market of Virginia.

Farmville, Va.

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To men who make a hobby of pipes

Old peace-pipes, church-wardens, hookahs and briars make the finest sort of hobby . . . But don't let it run away with you. Spend all the time and money you can afford on tobacco tricks but stay off the trick tobaccos . . . Don't forget that what you get out of any pipe depends on what you put in it . . . And none of your trick experiments will go entirely sour if your pipe's always packed with sweet, spicy, mellow Granger.

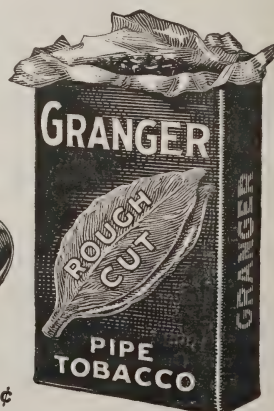


If ever a tobacco was "made for pipes"—it's Granger

Fine, ripe old Burley, mellowed by Wellman's famous 1870 method. And specially cut for pipes (rough cut) to burn slow and smoke cool and sweet—that's Granger. It's pipe tobacco from start to finish!



Packed in heavy foil instead of tins—hence 10¢



San Francisco Trade Gets In New Stride

ch to Follow on Plan as Result of Cigar Reduction—General Shows Generosity to Distributors—Machine-Made Cigars Growing in Popularity—Trade Talk.

AN FRANCISCO, Cal., March 23.—The seems now to be generally accepted matter of course that the tax reductions will not mean a direct lowering of cigar prices, and as a result the talk at it has rather died down. Haas & others, for instance, are very extensive cigar distributors, besides doing a general wholesale grocery business; and Mr. Mero, manager of the cigar and tobacco department, states that it will be their policy to offer reduced prices, but that there will be offered higher and better cigars. This policy, of course, that the benefits will be passed on to the smoking public and the retailer will profit merely by the attraction which better values may offer for the public.

General Readjusts Discounts
It seems in contrast with the new policy of the General, which is making certain jobbers better discounts, though still giving to large retailers the same advantage. Changes in their schedule of discounts are also reported as made by Glazer Brothers, distributors.

The advances in Havana cigars were expected because of the wage increases in Tampa. But the distributor of the A. J. Vega has already announced that they will absorb the advance, news which is welcomed by their retailers. Vicente Nieto announces that they will maintain the full size and standard of their cigars. While the shortening of a cigar even a quarter of an inch is a material difference in the labor cost of manufacture of handmade cigars, they believe it best to assist their customers by giving his customer the same as he has been accustomed to without change, and without increased expense to the retailer.

Install More Cigar Machines
The increasing labor problems are being met by the Petri Cigar Company by use of machines. They installed machines to help care for the Christmas rush of last season. These proved highly satisfactory. Not only did the machines keep them from being swamped, which would have certainly happened, but they have been complimented for the evenness and regularity of the cigars made cigar. The result is that they are keeping their force going full time to supply the orders coming in in every direction. P. A. Bricca, the manager, states that they have ordered more machines which they will soon install, as the demand is growing, not only for the old brand, the Van Camp, but also for the new Natividad.

Brothers report that they have been having an excellent run on the Van Camp cigar of late. And C. W. McCormick, the factory representative, is having an unusually fine run all through the Pacific Northwest. John, of the Golden State Tobacco Company, reports that on his recent trip through the center part of the State, he found the small manufacturers doing much better business than they have for some time at this season. And it is not to be wondered at, for the country never looked more prosperous than it did on this trip. Leonardhardt is back in the leaf business. He was formerly a part of the firm of Goldberg & Leonardhardt on the same street, so that he does not look into the business as a stranger.

London note the improvement in the demands of the small manufacturers, though they frankly say that they need a great amount of room for this

trade to develop with the perfection of the machine made cigar offering increased competition.

Harold Horn is again making the trade in Los Angeles, and reports everything down there in most prosperous condition, and the factories rather liberal in their orders.

There are still some people who have the courage of their convictions, for Herbert Dean has started a new factory at 145 Valencia street.

I. Gordon, the owner of the Ferry Bridge stand, has secured the services of Frank Neff to look after the stand, in place of Emil Landman, who has gone to Stockton to go into business on his own hook. Neff will probably make a good salesman for the stand; as it is one appealing largely to transient trade, and Neff has had experience not only having been in business at Billings, Montana, but also having formerly been on the road as a salesman for an eastern house.—SUNSET.

Baltimore Market

BALTIMORE, Md., March 25.—Gieske & Niemann, leaf tobacco merchants, make reports as follows:

MARYLAND—Receipts for the week were 137 hogsheads, mostly new crop, while sales were 56 hogsheads.

The demand continues good for desirable grades if packed in safe keeping condition.

OHIO—No Receipts, sales 5 hogsheads.

Association Data

Leaf Tobacco Associations of Baltimore City issue these statistics for the week ending March 24.

Receipts, Including Reinspection

	This Week	Previously	Total	Net to Same
Maryland	142	1,862	2,004	1,623
Ohio	...	2	2	...
Total	142	1,864	2,006	1,623
Reinspection this week:	Maryland, 5;	Ohio, 2;		

Deliveries

	Coastwise and Domestic	Foreign	Total	Ohio Total
This week	409	409	1	410
Previously	1,693	6,122	7,815	43
	1,693	6,531	8,224	44

Stock in Warehouses

	Maryland	Ohio	Total
Stock Jan. 1	11,451	680	12,131
Receipts since	1,623	...	1,623
	13,074	680	13,754
Delivered since	8,224	44	8,268
Stocks today	4,850	636	5,486

Sales

	Maryland	Ohio	Total
This week	56	5	61
Previously	1,677	17	1,694
	1,733	22	1,755

Groundleaves to date 795 hogsheads.

Frieder in New York

All the famous Frieder family are busy, and Morris Frieder, in New York, says his brother Alex is at the Manila factories, while Philip is now on his way back to this country from the Philippines.



W. O. SMITH & CO., INC.

Established 1855

Freight Brokers and Forwarding Agents

Location of Office and Agents in the United States

W. O. SMITH & Co. JOHN S. CONNOR W. O. SMITH & Co. BIDDLE W. ALLEN & Co.
32 Water St. Marine Bank Bldg. McKevitt Bldg. Whitney-Central Bank Bldg.
New York City Baltimore, Md. Norfolk, Va. New Orleans, La.

Prevailing ocean freight rates on LEAF TOBACCO in Hogsheads from Atlantic and Gulf Ports. Subject to change without notice.

Liverpool	65c	Las Palmas Direct	82½c
London	65c	Tenerife	82½c
Glasgow	65c		
Belfast	70c	FRANCE	
NORWAY		Bordeaux and Havre	60c
Christiania	67½cC-75cD	FAR EAST	
Christiansand	67½cC-75cD	Hong Kong	\$1.30
DENMARK		Shanghai	1.32½
Copenhagen	65c	Yokohama-Kobe	1.30
Aalborg	65c	AUSTRALIA	
BELGIUM		Melbourne & Sydney	37½c
Antwerp	60c	MEDITERRANEAN PORTS	
HOLLAND		Genoa	45c
Amsterdam	60c	Marseilles	70c
Rotterdam	60c	Algiers-Tunis-Oran	\$1.00
GERMANY		Tangiers	90c
Hamburg	65c	Gibraltar	1.00
Bremen	65c	Malta	90c
Danzig	50c	SOUTH AMERICA	
Ports in Finland		Juanos Aires	E.\$1.00 F 1.10
Direct	80c	Montevideo	1.00
Via Hamburg	75c	Santos	37½c cu. ft.
Lisbon-Portugal	60c	RIO	40c cu. ft.

B—Includes "Kings Warehouse Delivery"—Conference Lines.
C—Norwegian American Line—Carloads of 20,000 lbs. or more.
D—Norwegian American Line—Less carload lots.
E—Freight Steamers.
F—Passenger Steamers.

THERE IS NO BETTER
CIGAR IN THE WORLD

Perfecto Garcia



MADE IN TAMPA

ASK FOR THEM

Cable Address
Wilson, N. C."

R. L. Swain & Company
Incorporated

Leaf Tobacco Merchants
Wilson, North Carolina

Packers, Dealers and Exporters of
Virginia, Carolina, Kentucky and Canadian Tobacco

Codes used
Lichers 5 letter
A B C 5th Edition

Cable Address "Argue," Henderson, Ky.

Codes:—Bentley's and
Western Union**CHARLES T. W. ARGUE COMPANY, Inc.****Leaf and Strips for Home and Export Trade**

Henderson, Ky., U. S. A.

HEADQUARTERS for all grades of Kentucky and Tennessee DARK tobacco, fired and air-cured—CABLE ADDRESSES [U. S. A.—Command, Owensboro, Ky.
[ENGLAND—Intrade, Liverpool.**ROSS TOBACCO COMPANY, (Incorporated)**

(Formerly called ROSS-VAUGHAN TOBACCO CO.)

BUYERS, REHANDLERS AND REDRYERS OF**LEAF TOBACCO and STRIPS ON ORDER****FOR HOME TRADE AND EXPORT**Improved Continuous Suck and Approx Steam Drying Machines. Ample Room for Air Drying
U. S. A. Offices—Owensboro, Ky.British Offices—John Ross & Co., No. 27 King St., Liverpool, Eng.
Factories—OWENSBORO, KY., LOUISVILLE, KY., PRINCETON, KY., SERRIE, KY., ERIN, TENN.
Buyers on all Hoghead and Loose Leaf Markets in Burley and Dark Sections**THE MEADS TOBACCO CO.****If it's TOBACCO we have it****DOMESTIC AND EXPORT****RED LION, PA.****U. S. A.**

Cable: "Meads," York, Pa. Codes: Arnold's 5 & 15, A. B. C. 5th, c/o Western Union.

Cable Address "ROSSAFRICA" LOUISVILLE, KY

Ross Tobacco Company

INCORPORATED

AFRICAN BRANCH

OFFICE AND FACTORY, 111 COR. FIRST MAGAZINE STREETS

LOUISVILLE, Ky., U.S.A.**J. M. PHILLIPS, GENERAL MANAGER**

MANUFACTURERS OF ALL GRADES AFRICAN and BLACK FAT LEAF TOBACCO

Fine Burley Tobacco Seed**Three Standard, Hardy and Color Varieties**

Grown by us in 1925, under expert supervision on land that a plow had never turned before. Virgin soil, now growing scarce, produces vigor, purity and color which old land will not do.

Every tobacco grower knows that no fine tobacco can be produced without good seed. We are prepared to furnish fine seed for every type of soil in the Burley Belt.

No. 1. "HALLEY'S SPECIAL"—This is the color disease resistant type—developed first on our own land by a representative of the Experiment Station of the University of Kentucky eleven years ago.

This tobacco is vigorous, color and has plenty of weight, and is the safest tobacco to grow on any kind of soil. It is the only variety to plant in land that has grown much tobacco, insuring a crop when other varieties fail. This type of tobacco is the great contribution of the Experiment Station to the tobacco trade, and this autumn it took first prize at the Greendale, Fayette County Community Farm Produce Show.

No. 2. "COLOR TWIST BUD"—This is the old fashioned type of Burley crossed with color—the best weighing tobacco grown with sufficient color to command a good market price. Many sections of the Burley Belt are especially suited for this type and any grower who has used it has been pleased with the net return in dollars per acre.**No. 3. "IMPROVED HALLEY"**—This type of tobacco was developed by us in 1907. It is the pioneer as a strictly smoking tobacco and the forerunner of several famous Burley cigarettes. It is a stand-up type, producing color on old land and new. This tobacco, smokers from top to bottom, commanded the leading prices on the Kentucky markets the first three years it was introduced.

FOR SALE BY

The Halley Tobacco Seed Co.

Fayette Warehouse No. 1, Lexington, Ky.

PRICE RECLEANED AND GUARANTEED, \$1.50 PER OZ.

Hopkinsville Has Better Week

HOPKINSVILLE, Ky., March 27.—With heavy offerings on the Hopkinsville dark tobacco market during the week, some improvements have noted, both in the offerings and the tone of the market. Although the rain this week throughout the section was not sufficient to make a real "season" for handling tobacco, more than a million and a half pounds were sold over the nine local floors and tobacco men believe that it was due to the fact that many farmers had a quantity of stripped tobacco in bulk and brought it to market because the ground was too wet for plowing.

The average price for the week was \$8.22 per hundred, or 34 cents higher than a week ago. Offerings totalled 1,514,955 pounds, bringing the season's total to 23,000,995 pounds. The season total a year ago was 14,820,690 pounds. The average price for this season now stands at \$9.73.

"The general tone of the market this week certainly was a little better," J. W. Hancock, president of the Hopkinsville Tobacco Board of Trade, declares. "Common tobacco is still bringing low prices, but there is really a strong demand for good, usable tobacco and it will likely continue."

Operators Divided

The loose floor operators were divided as to a change in the market, but the majority of them say they believe it really has shown a better tone during the week. None of them thought the

prices had dropped, but two or said they had noted no change.

"Just to show you the reason for some of the low prices being paid for tobacco, I would like to cite two instances that came to my attention during the week," Judge Hancock said. "A. J. Adams, who lives near Crofton, told me that sometime ago he brought in a quantity of tobacco and was forced to receive bids of \$3.50 and \$4.50 for the crop. He took the tobacco back home, put it in the barn and fired it carefully. Then he brought it back and the buyers gladly paid \$20.50 around for it."

"Another farmer I know came to the market and bought some of the cheap, poorly fired tobacco that was bringing such low prices, took it to his barn and fired it ten days and nights and sold it at a profit of \$1,200."

Quotations for the week were: Trips \$2 to \$3.50; Lugs, common, \$3.50 to \$5; medium, \$5 to \$8; good, \$8 to \$11; fine, \$11 to \$14; Leaf, low, \$4 to \$6; common, \$8 to \$15; medium, \$15 to \$20; good, \$20 to \$30; and fine, \$30 to \$40.—BURCH.

Hopkinsville Average, \$8.22

HOPKINSVILLE, Ky., March 27.—The tobacco sales for official week ended Friday, 1,514,955 pounds; average paid \$8.22 per 100 pounds. Sold to date 1925 crop, 23,000,995 pounds; average price per 100 pounds, \$9.73. Sold to date time last year, 14,820,690 pounds; average price per 100 pounds \$12.86.—W. HANCOCK, President Hopkinsville Tobacco Board of Trade.

All Grades of Leaf and Strip Put
Up by Latest Improved ProcessCable Address, "Wag"
Arnold's Code No.**W. A. GRAY**
LEAF TOBACCO DEALER

HOME AND EXPORT TRADE

MULLINS, S. C.Dealer in Bright Tobacco of South Carolina and North Carolina and All
Grades of Virginia and Kentucky

Cable "Miller" Paducah

Codes—A. B. C., 5th Edition

ED. R. MILLER & SONS**DEALERS and BROKERS****Dark Fired Kentucky Leaf Tobacco****PADUCAH, KY.****U. S. A.****SPECIALTY—BURLEY AND ONE SUCKER****BUYERS and HANDLERS****ORDERS SOLICITED**Operating on markets at Franklin, Tenn.,
Mt. Pleasant, Tenn., and Hartsville, Tenn.,
and Scottsville, Kentucky.

Head Offices: Nashville, Tenn.

A. F. Moreland

B. L. Withers

E. B. Hicks

Cable Address: "Moreland"

MORELAND, WITHERS & HICKS, Owensboro, Ky.

(Successors to J. S. Phelon)

Leaf Tobacco Brokers, Dealers and RehandlersCan handle all grades in any way desired, on Order or Commission. Personal care of
all business, with special attention to Green Rivers and Burleys

Cable: Austin, Greenville

Arnold's No. 5
A B C 5th Ed. Improve**LEAF TOBACCO**
THE AUSTIN CO., Inc.

GREENEVILLE, TENN.

Latest Proctor System

SUHLING & CO., INC.**VIRGINIA, CAROLINA & KENTUCKY TOBACCO**Cable Address: Lynchburg, Va.
"Suhling," Lynchburg

Cable Address, "WILSIMMONS"

Codes { A. B. C. Fifth Edition Improved
Arnold's No. 5 and 15

Established 1886

W. H. SIMMONS & CO.

Packers, Dealers and Exporters

ALL GRADES TENNESSEE AND KENTUCKY TOBACCO

Correspondence Solicited

Louisville Market

LOUISVILLE, Ky., March 27.—The Louisville Tobacco Board of Trade reports the hoghead leaf tobacco transactions as follows:

Tobacco Sales for the Month and Year to March 26

	Auction Sales	Private Sales	Total for Week	Year Jan. 1 to date
Kentucky & Virginia	47	16	63	3,273
Leaf, Stem & Scrap	20	..	20	1,407
Green	7	2	9	787
Dark	74	18	92	5,467
Y 1925	..	..	227	10,761
Y 1924	..	..	551	13,933
Y 1923	..	..	579	20,358

Classifications of This Week's Sales

	Old Crops	1925 Crops	Total
Green	27	49	76
Dark	3	13	16
Leaf	30	62	92

Classifications of Sales Jan. 1 to Date

	Old Crops	1925 Crops	Total
Green	728	4,554	5,282
Dark	146	39	185
Leaf	874	4,593	5,467

Classification of Sales to Same Date in

	1925	1924	1923
Green	9,857	12,751	18,789
Dark	904	1,182	1,569
Leaf	10,761	13,933	20,358

Comparisons With Previous Years

SALES	1926	1925	1924
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Total sales of new crop to date, 7,223 11,541 14,676
Small inspection, 6,214 9,753 12,793

REJECTIONS

Rejections this week:

Leaf	21	..	..
Dark	00	..	..
Leaf	21	70	69

Percentage of rejections to total sales:

Leaf	28	..	..
Dark	00	..	..
Leaf	28	37	15

Rejections, Jan. 1 to date:

Leaf	1,027
Dark	1
Leaf	1,028	2,141	1,903

RECEIPTS

Leaf this week	66	133	549
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Receipts, Jan. 1 to date

Leaf	3,900	8,381	10,622
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Quotations at Louisville

March 26

	Burley, Old	Burley, New	Dark	Mfg.
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Green or

Dark	11-13	14-16
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Sound

Dark	10-11	12-14	17-19	6 1/2 - 7
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ugs

Dark	13-15	16-18	19-21	6 1/2 - 7
------	-------	-------	-------	-----------

ugs

Dark	17-19	20-22	23-25	7 - 8
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ugs

Dark	20-22	23-25	26-28	7 1/2 - 8 1/2
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on leaf

Dark	16-18	19-21	22-24	10 - 12
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on leaf

Dark	10-12	14-16	18-20	8 - 10
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on leaf

Dark	15-20	22-24	26-28	14 - 16
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on leaf

Dark	14-16	18-20	22-24	10 - 12
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on leaf

Dark	16-18	19-21	22-24	10 - 12
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on leaf

Dark	22-24	26-28	30-32	10 - 12
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on leaf

Dark	26-28	30-32	33-35	12 - 25
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on leaf

Dark	30-32	33-35	36-38	12 - 25
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on leaf

Dark	36-38	40-42	44-46	12 - 25
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on leaf

Dark	44-46	48-50	52-54	12 - 25
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on leaf

Dark	52-54	56-58	60-62	12 - 25
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Paducah Prospects

PADUCAH, Ky., March 27.—During the first part of the week warm moist weather produced a good handling season for tobacco, which resulted in heavy deliveries to loose floors.

As a whole offerings have been very common, but some very desirable tobacco has sold at good prices, a strong demand continuing for the better grades. Competition for good tobacco is very keen, and prices have been a shade higher than last week. Although offerings have been heavy we see practically no change in prices on the common and low grades. Lugs have continued at about the same prices as last week.

Quotations: Good leaf, 25c to 30 1/2c. Medium leaf, 18c to 25c. Good common leaf, 14c to 18c. Common leaf, 8c to 14c. Low leaf, 4c to 8c. Good lugs, 4 1/2c to 7c. Medium lugs, 3c to 4 1/2c. Common lugs, 2c to 3c.

Soft Tobacco

A good deal of tobacco has come to market in too soft condition, and tobacco in this condition is, of course, discriminated against by buyers, and sells at low prices. This is true mostly of common and low grades, the larger percentage of good leaf being in fine condition.

We estimate that from 60 to 65 per cent of the crop in the western district has been sold, and with favorable weather for handling indications are that tobacco still in farmers' hands will be sold early.

Fine Crop Weather

The weather during the first of the week was warm and pleasant, and farmers were afforded an opportunity for doing farm work, and some preparation for the new crop has been made.

We have reports of several sales of old stock during the past few days. Prices have not been made public, but no doubt this stock sold at lower prices than prevailed earlier in the season.—W. B. KENNEDY & SON.

Owensboro Outlook

OWENSBORO, Ky., March 27.—The tobacco sales on the Owensboro market are reported by Moreland, Withers & Hicks as follows:

"Light offerings this week gave us aggregate sales of Green Rivers, 758,300 pounds; average \$4.39. Burleys, 26,630 pounds; average \$8.06, and we can report no change in general market conditions and prices.

"Total sales to date, Green Rivers, 28,778,305 pounds; average \$7.25; Burleys, 1,630,050 pounds; average, \$12.06."

The Kentucky & Virginia Leaf Tobacco Company, Inc., says:

"Offerings this week were moderate in size and generally very common, with no change in prices."

Malone in Shanghai

SHANGHAI, China, March 2.—J. F. Malone, who represents the Cobb-Gwynn Tobacco Company of Richmond, Va., and the Dixon-Buchan Tobacco Company, of Mullins, South Carolina, has arrived in Shanghai, on business connected with these firms. Mr. Malone is staying at the Astor House, and expects to be in Shanghai for several months.—ORIENTO.

J. M. VAUGHAN, Pres. J. W. VAUGHAN, Vice-Pres. R. N. CASTLEN, Sec'y.
Cable Address: "VIRGIN," OWENSBORO, KY.

Kentucky & Virginia Leaf Tobacco Co.

(INCORPORATED)

BUYERS, REHANDLERS AND REDRYERS ON
Leaf, Strips, Stems and Scraps

FOR DOMESTIC AND EXPORT TRADE

Green Rivers, Burleys, Darks, Virginia and Carolina Tobaccos

Improved Stick and Apron Drying Machines.
With Capacity of 200,000 Pounds Per Day.

Samples Submitted.

Orders and Contracts Solicited.

OWENSBORO, KY.

Louisville Office: 1120 West Main St., LOUISVILLE, KY.

G. F. VAUGHAN TOBACCO CO.

BUYERS, REHANDLERS, REDRYERS OF
LEAF, STRIPS, STEMS, AND SCRAPS

FOR HOME AND EXPORT TRADE

Samples Submitted.

LEXINGTON, KY.

Contracts Solicited.

W. R. NAGEL & CO.

Dealers and Brokers on All Western Markets

Western District, Clarksville and Springfield Tobacco

OFFICE AND FACTORY:

NINTH & FINDLAY STS.,

PADUCAH, KY.

W. B. KENNEDY

Cable: Kennedy

Codes: Arnold's 5 and 15, A. B. C. 5th Edition

W. B. KENNEDY, JR.

W. B. KENNEDY & SON

PADUCAH, KY., U. S. A.

Leaf Tobacco Broker and Handler of All Grades of Leaf and Strips

Business Solicited on Orders for Commission

Factories: Paducah, Ky., Murray, Ky., Mayfield and Martin, Tenn.

A. R. BLANKS TOBACCO CO.

LEAF AND STRIPS Handled on Order or Contract

FOR DOMESTIC AND EXPORT TRADE

All Grades of Fired, Air-Cured and One-Sucker

Orders and Contracts Solicited. MADISONVILLE, KY.

THE STANDARDS OF AMERICA

Lorillard's Snuff, : Est. 1760

Rail Road Mills Snuff, Est. 1825

Gail & Ax's Snuff, : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboy's—Rappees—High Toasts—Strong, Salt, Sweet and Plain
Scotchs

MANUFACTURED BY

GEORGE W. HELME COMPANY

111 FIFTH AVENUE, NEW YORK

THE TOBACCO TRADING CORP.,

All Kinds Kentucky - Tennessee & Virginia - Carolina.

— LEAF TOBACCO —

Louisville, Ky.

Richmond, Va, U. S. A

CABLE ADDRESS: "OBRIENCO"
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LEXINGTON, KY.
BALTIMORE, MD.

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EDWARD J. O'BRIEN & CO.

LEAF TOBACCO BROKERS

MAIN OFFICE, 815-817 WEST MAIN ST., LOUISVILLE, KY.

Lexington, Ky., 1016-1024 So. Broadway

WE ARE BUYERS OF

Baltimore, Md., 18-20 E. Pratt St.

Burley, Aircured, Green River, Fired Dark, Maryland, Virginia and Seed Leaf Tobaccos on all markets.

We air and steam dry on most of the loose leaf markets and have the latest improved Philadelphia Steam Dryers in our Lexington and Louisville factories for handling Leaf and Strips.

Burley Growers to Get Millions Shortly

LEXINGTON, Ky., March 27.—Millions more in money will be released to the business of the Burley district the coming month when growers of tobacco who are members of the Burley Tobacco Growers' Co-operative Association receive their checks for the second distribution on the 1924 crop. Secretary and Treasurer H. Lee Earley said Saturday at Lexington that the checks for this distribution would be in the hands of the growers by April 30.

The amount of the distribution to be made, Mr. Earley said, cannot be stated at this time, but it will amount to a considerable sum and will mean a great deal to every business in the Burley district.

Not counting the advance on the 1925 crop, all of which has not yet been delivered, the Burley Association previously has paid to its members on the various crops delivered by them a total of \$121,970,070.30. These payments were as follows:

The 1921 Crop

Paid on delivery	
December to April	\$9,465,858.42
Second payment, May 15,	
1922	9,467,034.99
Final payment, January 15,	
1925	4,516,184.58

Total for 1921 crop

The 1922 Crop

Paid on delivery	
December to April	\$18,746,363.18
Second payment, May 26,	
1923	14,997,090.54
Third payment, May 20,	
1924	9,600,464.35
Final payment, February	
13, 1925	6,082,701.28

Total for 1922 crop

The 1923 Crop

Paid on delivery	
December to April	\$21,412,827.36
Second payment, June 20,	
1925	12,419,439.87

Total for 1923 crop

The 1924 Crop

Paid on delivery,

December to April

In the five years the Burley Association has been in operation, it was stated, it has received approximately 875,000,000 pounds of tobacco from its members and it has sold more than 700,000,000 pounds. The Association and its subsidiary warehouse corporations own land and buildings valued at more than \$6,250,000. Of these buildings eighty-three are operated as receiving plants and eleven other receiving plants on the border of the Dark district and in states other than Kentucky are leased by the Association. It owns storage houses with a maximum capacity of 200,000 hogsheds and is equipped to store its own tobacco without renting outside storage in anything like a normal crop year.

The Association also owns fourteen re-drying machines located at eleven different points in the Burley district, these plants being so situated that the tobacco of the members can be handled as economically as possible as regards freight rates.

These re-drying machines and the new storage it was found necessary to construct have more than paid for themselves, as they saved their cost in little more than a year in the difference between what it cost to re-dry and store outside and what the Association found it could perform this service for itself and its members. There was an additional large saving in insurance charges, as the storage plants were so constructed as to get the full benefit of low insurance rates.

The receiving plants of the Association are four-fifths paid for and will belong to the growers after the delivery and sale of the 1926 crop.—J. S. P.

Rosenthal in Cincinnati

Vice President Edward F. Rosenthal, of the Porto Rican American Tobacco Company writes from Cincinnati that business in the central western metropolis is rather good, and that indications are extremely favorable for a large cigar year.

Heavy Deliveries

MAYFIELD, Ky., March 26.—Favorable handling season the early part of the week caused heavy deliveries of which a large per cent contained excessive moisture. The unsatisfactory condition coupled with large offerings of low grade leaf and an unusual large offering of lugs, especially at this market, accounts for a lower average than the preceding week. With quality and keeping condition considered, the Western District as a whole in our opinion can be reported firm compared with the past week; while Hopkinsville, Clarksville and Springfield show slightly higher averages. It is now conservatively estimated that 65 per cent of the Western District crop of fired dark tobacco has been marketed.

Auction sales for the week are as follows:

MAYFIELD: Sales for week 938,010 pounds, at an average of \$6.18; for season 10,148,290 pounds, at an average of \$7.60 against an average year ago of \$10.00 on approximately 8,152,000 pounds. Week's average 20 cents lower than preceding week.

MURRAY: Sales for week 217,875 pounds, at an average of \$6.09; for season (auction market) 3,395,280 pounds, at an average of \$8.65. Week's average \$1.09 lower than preceding week.

PADUCAH: Sales for week 616,160 pounds, at an average of \$6.55; for season 7,535,190 pounds, at an average of \$7.24. Week's average 12 cents lower than preceding week.

HOPKINSVILLE: Sales for week 1,514,955 pounds, at an average of \$8.22; for season 23,000,995 pounds, at an average of \$9.73, against an average year ago of \$12.86 on 14,820,690 pounds. Week's average 34c higher than preceding week.

CLARKSVILLE: Sales for week 1,398,770 pounds, at an average of \$11.31; for season 17,399,410 pounds at an average of \$12.69, against an average year ago of \$16.25 on 15,143,430 pounds. Week's average 86 cents higher than preceding week.

SPRINGFIELD: Sales for week 679,700 pounds, at an average of \$13.72; for season 8,582,660 pounds at an average of

\$15.50, against an average year ago of \$20.36 on 10,448,600 pounds. Week's average 87c higher than preceding week.

OWENSBORO: Sales for week 758,630 pounds at an average of \$4.39 and 630 pounds of Burley at an average of \$8.06. Week's average on Green River 81 cents lower than preceding week; 21 cents higher on Burley.

HENDERSON: Sales for week ending March 19, 551,425 pounds, at an average of \$6.65 and for week ending the 26, 448,425 pounds, at an average of \$6.44. Week's average 31 cents lower than last week and 6 cents higher than week ending March 19. This market will close for the season on April 9.—S. B. SMITH & COMPANY.

South Georgia Prospects

THOMASVILLE, Ga., March 27.—Since our last letter, March 16, weather conditions have been very much more favorable for the growing plants, and the situation is much better in this section as regards plants.

We have had some warm weather with lots of sunshine and the plants have come out wonderfully. We expect to begin setting out next week, and great many of the growers have plants that are in fine shape, and are ready to begin setting out, and if we have favorable seasons we believe they by April 5, transplanting will be in full swing.

We are having some inquiries about plants from growers who did not set plant beds and we have a few growers who will have more plants than they need, and we are inclined to believe that we will have plenty of plants to set around and we will get our crop out due time. However, we are from two to three weeks later than last season.—THOMAS COUNTY TOBACCO WAREHOUSE COMPANY.

Orlik to England

Alfred Orlik is to sail for England early in April, and he will undoubtedly return to his New York offices with many new numbers for the Spring and Summer business in pipes.

DARK TOBACCO

The Dark Tobacco Growers Co-operative Association—a selling organization for 70,000 tobacco growers of Kentucky, Tennessee and Indiana, with headquarters at Hopkinsville, Ky., U. S. A.—offers for sale all types of tobacco grown in the entire Dark Tobacco District as mentioned to the right. All tobacco handled and graded by expert tobacco men; prices uniform.

FOREIGN OFFICE

In charge of Mr. W. M. Fallon (formerly with United States War Finance Corporation.) Sentinel House, Southampton Row, London, W. C. 1, England.

LIMITED STOCKS OF 1922, 1923 AND 1924 CROPS

Packed in Hogsheads, Air-Cured or Redried and Continental Order. Dry Leaf and Strips for English, Continental or Domestic Trade.

ALL TYPES

GREEN RIVER TYPE, Owensboro, Ky.
STEMMING TYPE, Henderson, Ky.
ONE-SUCKER TYPE, Bowling Green, Ky.
DARK FIRED TYPE, Hopkinsville, Ky.
Clarksville, Tenn., Springfield, Tenn., Paducah, Ky., and Mayfield, Ky.

Connecticut Rushes Through The Week

Busiest Period of Month—All Grades Sold—Fine Tobacco Scarce—Filler Sells, Too—Automatic Crop Reduction—Additional Association Fines—Lowell Brewer Dies.

HARTFORD, March 27.—A busier week than any of the previous ones of this month prevailed here. Sales a-plenty were booked, covering all grades and kinds. Many inquiries were for goods that are no longer to be had, and, as usual in such cases, buyers will have to content themselves with the next best available, and pay accordingly. Now that the 1925 crop is all pretty well packed in cases, and buyers still among the growers who have not yet sold, the chances are good for the energetic hands within the next six weeks.

Disappointed Buyers

In the meantime the earlier packed crops are coming out of the sweat rooms, and being sampled when cooled off, and showing up a very desirable product that will be eagerly sought by both manufacturers and leaf jobbers. It will soon be off the market, and those who did not buy early and supply their needs, will find a good assortment was there to pick from, may be sadly disappointed when they come into the market later.

New England tobacco has always been valued for its excellence as a wrapper and binder, and little or no mention was made of its merits as a filler. Yet the shorter sizes of the dark grades, which have generally found a ready sale, after they had been rehandled and re-christened.

Disguising under different names they found plenty of users, who paid

liberally for them, and will continue to do so, as long as they can get them.

But with all the hue and cry of the enormous stocks of old dark grades that were being carried over, from season to season by the packers, and the Connecticut Valley Association, was there not a good reason for the bulk of these short dark grades going to the stemmers? They came out of the 1925 crop, along with big blocks of the 1923 and 1924; thus, in a measure, opening the way for a new use for surplus stocks of dark grades that had been packed for wrappers and not wanted even for binders.

Splendid Resweat

They will resweat splendidly and soak up flavor like a sponge. And they make mighty nice looking and good working fillers, and, perhaps, can be worked at a lower cost per thousand cigars than some of the regular standard grades of rehandled wrapper grade fillers. For it seems no one cares for the ordinary filler grades, except, perhaps, in the stogie industry.

They can't use 'em all and the stemmers can, so, in future, is it not going to develop that packers of cigar leaf will only pack such grades as the cigar manufacturer must have and is willing to pay for? All the "off" grades, which are not wanted by the cigar industry, will be sold in the bundle to stemmers.

They will eliminate from the regular packing entirely, before they eat themselves up with sundry charges of warehousing and carrying until a market is found. If this method is put into vogue, it will mean that New England's fifty

million pound crop will only yield about twenty million pounds available for the cigar industry. This would about satisfy present day demands, with cigar output of about seven billions, and leave but a small surplus stock to carry over.

Among the many buyers in town this week were: Theo. Sterneman, Milwaukee; N. Goldring, Chicago; A. Loeb, Philadelphia; Louis Kramer and Harry Bayuk, of Bayuk Brothers; Geo. Gary, of Lorillard; B. G. Meyer and A. Woolfson, General Cigar Company; P. Lowe, Jr., J. Klorfein and brother, of Garcia Grande, A. I. Mendelsohn, Sam'l Mendelsohn, Jack Jacoby, Jack Marqusee, R. Stanley, Max Hartman, all of New York; Ed. Hemple, Pittsburgh, and several others, with more expected next week.

Sales covered all kinds and grades, and were in considerable quantity. Shipments continue to go out in good sized lots, one single shipment called for about sixteen hundred cases, and many smaller ones, including a good many bales of shade.

There is little to report, except such as one hears about the several suits that have been brought in regard to violating of contracts. This has been covered by daily press articles, and the outcome of the several suits is awaited with interest by all the trade. Sales have been better than for some time back, with an increasing demand for the light grades of the 1925 crop, beyond the limits of the supply.

More Fines

Fines have been imposed upon Frederick M. Hills, of East Hartford, and W. E. Fiske, of Warehouse Point, by the Connecticut Valley Tobacco Association for selling their 1925 tobacco crops to Hartford dealers. The fine on Mr. Fiske is about \$1,350, and that on Mr. Hills about \$500.

Mr. Fiske, it is alleged, sold his fifteen acres to Meyer, Mendelsohn, Weil & Son of New York and Hartford. The

purchaser of Mr. Hill's crop is not yet ascertained. Suits for the recovery of the tobacco and damages will be brought by the association. The association has suits pending against A. S. Hartman, Steane, Hartman & Co., and Meyer, Mendelsohn, Weil & Son.

So far as known, no other Hartford leaf dealers have bought any Association tobacco.

It was learned to-day that several dealers, other than the three firms sued, have told the association officers that they would not buy any association tobacco.

There is a good demand for the 1925 light grades in association Havana seed and it seems that all the light grades will sell quickly. Sampling of the 1924 crop is going steadily on, and it is now expected that all of the 1924 crop will be sampled and pooled by April 25.

Lowell H. Brewer, one of the largest independent tobacco growers in Hartford county, raising more than 100 acres, died at his home, 7 High street, Hockanum, this morning of pneumonia, after an illness of nine days.

He was born in Hockanum, November 27, 1847, a son of Ashbel Brewer and Mary (Whaples) Brewer, and had always lived in Hockanum. He had large holdings of tobacco land on High street and on Main street north of Brewer street. He had been very successful in his occupation.

Mr. Brewer was a member of the Hockanum Congregational church. He leaves his wife, Edna C. Brewer; five sons, Millard V., Lowell H., Jr., Harry F., Ashbel A. and Charles H. Brewer, all of Hockanum; two sisters, Mrs. Martha Bidwell of East Hartford and Mrs. Marietta Griswold, of Tolland, and two granddaughters and one grandson, children of Mr. and Mrs. Charles H. Brewer.

Committees have been appointed and arrangements are being made for the annual convention of the National Leaf Tobacco Association, which will be held in Hartford, June 6 and 7, according to

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officials of the Connecticut Leaf Tobacco Association. The convention, which was last held in Hartford in 1921, is for the leaf tobacco wholesale dealers all over the country, and is held to consider measures which will benefit the leaf tobacco business.

Gordon W. Stewart, of A. N. Shepard & Son, of Hartford, vice-president of the national organization, has been appointed general chairman of all the arrangement committees.

The committees are as follows: banquet committee William P. Haas, chairman, Jerry Kohn, Philip Hammerslough, F. B. Griffin, M. J. Gans, H. J. Steane and Howard Brewer; printing committee Frank H. Whipple, chairman, J. E. Luddy, William Kahn, H. J. Hunting and Joseph W. Alsop; reception committee, F. B. Griffin, chairman, Karl Kulle, J. E. Stewart, Barney Rapaport, Max Newfield, Irving Katz and Louis Weston; entertainment committee, Albert Newfield, chairman, William Hunting, S. J. Kohn, Walter Katzenstein, Jerry Connor and Louis Juno; invitation committee, Benjamin L. Haas, who is president of the Connecticut association, chairman, S. A. Fassler, A. N. Shepard, W. E. Fuller, Joseph W. Alsop and Maurice Hartman. Benjamin L. Haas has also been appointed head of the finance committee.—NUTMEG.

Richmond Receipts Light

RICHMOND, Va., March 27.—Owing to adverse weather conditions only three wagon-loads of tobacco came in to this market this week. They came in Friday, and brought 6,035 pounds, which sold at \$14.08 average. One good "season" will enable farmers to bring in the rest of the crop, and then this market will close for sales of loose tobacco until next fall. There are plenty of old and re-dried new crop tobaccos held on this market to take care of any demand, however.—R. C. MORTON & Co.

Tobacco Revenue Shows Increase

WASHINGTON, D. C., March 30.—There was an increase in the taxes collected during February on tobacco products over the same month of last year according to the Bureau of Internal Revenue. Total collections on tobacco products for February amounted to \$27,968,586.54 as compared with \$26,131,653.80 collected in the same month of last year.

There was \$18,721,027.28 collected in February as tax on small cigarettes as compared with \$17,043,934.65 collected in February of last year also in February \$5,169.60 was collected on large cigarettes as compared with \$4,754.89 collected in the same month of last year.

The bureau's figures show also that during February \$2,983,236.87 was collected on large cigars as compared with \$2,942,284.21 collected in the same month of last year. On small cigars during February the bureau collected \$27,164.04 as compared with \$52,023.21 collected in the same month of last year.

Tax collections during February on snuff of all descriptions totalled \$682,055.74 as compared with \$664,722.66 collected in the same month of last year and taxes collected in February on chewing and smoking tobacco amounts to \$5,463,231.57 as compared with \$5,306,289.08 collected during the same month of last year.

It is shown that during February also the bureau collected \$82,912.10 as tax on cigarette papers and tubes as compared with \$111,997.22 collected during the same month of last year. Special taxes collected during February from manufacturers of cigars, cigarettes and tobacco amounted to \$2,496.82

as compared with \$2,208.42 collected in the same month of last year and miscellaneous taxes collected relating to tobacco in February amounted to \$1,255.35 as compared with \$3,439.46 collected in the same month of last year.—L.A.M.

Tobacco Co-ops Begin Election

RALEIGH, N. C., March 29.—The first step in the election of directors to conduct the affairs of the Tobacco Growers Cooperative Association for the coming year will take place Saturday, April 10, at the county seats of tobacco growing counties in the Carolinas and Virginia. Members of the marketing association have been called to meet at the county court houses on that date to select the names of those to whom will entrust the election of their directors for the coming year.

The importance of electing directors to meet the problems of the tri-state association in its fifth and sixth year of operation has been urged upon the members of the association in letters mailed last week to the local and county units of the tobacco co-ops in the states. As the present association holds large stocks of tobacco, valued at millions of dollars and the present membership have considerable financial investment both in the warehouse properties and the reserve funds of the present association, they have been urged to take a very active part this year in choosing and naming the men who will direct their business at a time when their organization is undergoing the most serious attacks in its history.

Following the meetings of tobacco growing members of the association which are called for April 10, the names selected by the growers in open meetings will be placed upon ballots mailed to every member of the association in the three states with instructions to scratch such names as the members may desire from the ballot, choosing one-half of the nominees from his list for the task of elector of the association, or scratching all names if desired and adding new names as his choice in their place. These ballots to be effective must be cast in person by mail at the county seats on or before May 8. By this means the members will be given the opportunity of carefully choosing the electors of the new body which will this year largely determine the fate of the present association. The delegates who are elected at this meeting will meet in each of the 22 electoral districts, May 15, to nominate the directors for the coming year from each district.

The final step in this year's election of directors for the Tobacco Growers Cooperative Association will be the annual meeting at Raleigh, N. C., which is scheduled for May 18. United States Secretary of Agriculture, William J. Borah, has been invited to attend the annual meeting of members of the association at Raleigh and has signified his desire to be present.—S. D. FRISSELL.

The P. R. Guarantee Agency Settling Down

In the attractive new offices of the Government of Porto Rico Tobacco Guarantee Agency, at 1457 Broadway, New York, Agent F. Linares is settling down and preparing to receive visitors. When all is complete Mr. Linares will surely have the finest up-town offices in the vicinity of Times Square. Cigar manufacturers, and those interested in the development of Porto Rican tobacco, can now more easily reach the Guarantee Agency, as almost everyone's hands in town eventually arrives in its Forty-second street and Broadway corner tract.

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Havana Tobacco Arrivals Decreasing

**Two Weeks 4439 Bales Arrived in Havana from Interior—
Practically All Sold—Wrappers and Fillers Sell Quickly
—Vuelta and Remedios Moved—Crops Piled.**

HAVANA, Cuba, March 25.—The arrivals of tobacco from the different sections are decreasing, which is natural. Within a few weeks, probably, there will hardly be any tobacco to speak of left in the country, with the exception of material needed for cigar and cigarette manufacturers there. During the last two weeks 4439 bales arrived at Havana from all sections, and most of these tobaccos sold right away.

Although we had certain days with very little movement, during others some tobacco changed hands. The large exporters seem to be going through several manufacturers of Tampa and Havana were active in the market, seeing the necessity of buying next year's tobaccos for mixing purposes.

Errol, Wodiska & Co., of Tampa, are active in the market, having bought several factory vegas of Vuelta Abajo; as they still remain in the market long at tobacco, further purchases probably will follow. Their Tampa factory is working with full speed, and is to do very well.

Alcornoque & Garcia obtained several hundred bales of Vuelta Abajo and Remedios tobacco from Gonzalez & many. Const. Gonzalez & Co., Torres & Cia., etc.

Alcornoque & Company were buyers of 2 bales from José Puente, consisting of Vuelta Abajo and Partido Vegas.

Amil, Santalla & Company bought, in 1925, over 300 bales of all kinds of tobacco—wrappers and fillers—in several sections.

Abella sold to Sierra & Diaz 100 bales of Puntillas, and Mark A. Polanco bought from this latter firm a good quantity of Vuelta Abajo.

Walter Sutter & Company bought 200 bales of Vuelta Abajo 14as from Foyé & Rodriguez de Reina 22, who also sold

of the same grade smaller lots to Tamargo & Company, and Hijos de Camacho.

Gerardo Smith added a small lot of thirds to his large stock for stripping purposes.

Echevarria & Perez registered in the warehouse of Abelardo Perez 170 bales of first and seconds, bought a few days before.

Of further local manufacturers Torres, Gener & Company, Partagas and the Gloria Cubana were active in the market, buying from wrappers down to cigarette material.

New Needs Old

There is no doubt that the small stock of last year's tobacco, left in the market, will find buyers by and by, as the new tobacco needs old goods to be mixed with.

The crop in the country takes its normal course.

In Partido the farmers took advantage of the warm and damp weather to bundle and put their tobaccos in pile. Also, from the Manicaragua section the same operation is reported. The tobacco in this section is said to be first class in every respect. From the Lomas de Santa Clara samples of bundles arrived, showing a fine type of tobacco and excellent burn, notwithstanding the rawness of the goods.

Manufacturers will find in Cuba a splendid selection of wrappers this year, and most probably prices will be low enough to enable even Europe to import same as years before. The new Remedios crop is considered to be something like the 1912 crop, probably even more developed and of a better quality. The tobacco from Vuelta Abajo will be more divided, containing good and poor tobaccos, as some rain showers interrupted the cutting and made leaves get overripe.—GALLO.

Waller Prepares Leaf Board Message

Preparation of his annual message, the New York Leaf Tobacco Board, occupies the time of President Waller. This meeting is to be held April 8, and notices are now being sent to members. Undoubtedly, a re-organization will be discussed, and the attendance of every member is desired to consider the matter.

April 1 a meeting of the trustees will precede the annual affair, and amendments to the constitution and by-laws will then be proposed. Due consideration about these amendments contained in the mailing notices being distributed, and members will therefore have ample opportunity to go over the situation before the general meeting.

Practically all of President Waller's time is to be devoted to this important matter. Much intensive consideration has been devoted to the re-organization by President Waller and his associates, and all the members are urged to consider ways and means to promote the welfare of the Board.

One of the proposals uppermost in President Waller's mind is the injection of new blood into the official position of the Board. Presidents and members of the Board have customarily served from three to seven years, and it is believed to be entirely too long a period for the benefit of the

trustees also selected for the Board, and its representation at the approaching convention of the National Cigar Leaf Tobacco Association at Hartford, June 7 and 8, the April meeting will undoubtedly adjourn in much better shape than it has ever been before, because the revised plans call for continuous action of the Board to meet the pressing requirements of the trade.

Big Twist for Governor

COLUMBUS, O., March 29.—Governor Donahey is in receipt of the largest pile of burley tobacco ever possessed by an Ohio chief executive. Wednesday, John Wood, of Georgetown, treasurer of the State Democratic Executive committee, presented the governor with a burley twist raised on his Brown county farm. The twist is two feet long and weighs more than two pounds.

Sam Paley on Water Street

One of the visitors to the New York leaf market last week was Samuel Paley, President of the Congress Cigar Company, of Philadelphia, who, as usual, was looking after choice tobacco for the La Palma cigar.

Hirschhorn to Holland

In order to be on hand for the final Amsterdam inscriptions, Fred Hirschhorn, President of the General Cigar Company, New York, sailed Friday last for Holland.

Beyea Travels West

Fastening the buckles on his sample tobacco grips securely for a long trip westward, Ben Beyea left the offices of S. Ruppini, Inc., New York, last week to call upon the cigar manufacturers of the great open country.

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ADVERTISING - SLIDE SHELL PACKS**Commissioner Humphrey's
Open Price Opinion**

WASHINGTON, D. C., March 29.—Federal Trade Commissioner, William E. Humphrey, has just issued a statement containing his dissenting opinion on the procedure of the Commission in connection with its investigation of open price associations being made at the request of the Senate. Because of the great interest in the open price association, we present in full herewith Mr. Humphrey's statement:

The question here is further proceedings under Senate Resolution No. 28. This resolution directs the Federal Trade Commission to investigate the activities of "Open Price Associations." In the third paragraph of this resolution is found the following language:

"Whereas such associations may exert a large influence in maintaining prices at an exorbitant level, particularly in the case of manufacturing concerns, the products of which are protected by a high tariff."

He would be a credulous political neophyte who could not translate the meaning of that language. Every member of Congress, and of this Commission, has announced that the Commission should not be used for political purposes; and yet, under this resolution, the Commission proceeded to have questionnaires sent, as far as known, to all "Open Price Associations." The replies to these questionnaires were not satisfactory to the Economic Division. Dr. Walker, the head of the Department, then declared that the only scientific way to procure the information needed, was to send out questionnaires to associations that were not open price, and, of course, not within the purview of the resolution. The Commission has directed him to do this, after the majority expressly refused to compel him to file a memorandum giving the reasons therefor.

Not in Resolution

It is well to keep in mind that Dr. Walker, when he asked this permission, and Commissioner Van Fleet, who made the motion to permit this action, both agree that other than "open price associations" are not within the provisions of the resolutions. It is, therefore, admitted that we have no legal right to require these other associations to answer any questionnaires, and it is also admitted that these other associations have never been accused of any wrong.

It has frequently been asserted that the Federal Trade Commission, contrary to the intents and purposes for which it was created, and without any authority to do so, has persistently annoyed and irritated business institutions, and put them to great trouble and expense by unauthorized and unwarranted requests and demands for information relative to the conduct of their business. Heretofore these complaints have been made where the Commission has proceeded against such parties as have been accused by someone of violating the law; but we now propose to extend this inquisitorial system of prying into the

private business of these who have been accused—against those who have admitted to have done nothing wrong.

I think it is to be regretted that the Commission refused to submit to the chief counsel the question as to whether or not the Commission has a legal right to spend money to secure information that it has no legal right to obtain.

Action Regretted

The action of the Commission, in judgment, is especially to be regretted because of the questionnaires sent out and the letters accompanying them, and on their face an element of deception; in this, they do not plainly state that the Commission has no legal right to require them to be answered. The letters and questionnaires should contain nothing. They should state all the facts. They should not mislead by omission and such omission, by necessary implication, carries the statement that the Commission has the legal right to compel an answer to the questions submitted.

For the Commission to send a questionnaire to a citizen who is under no obligation to answer the questions therein propounded, and where we have no legal way to compel him to do so, where such answer depends entirely on his voluntary action, without plainly and specifically so stating, is not treating the citizen with the frankness and spirit of fair dealing that he has a right to expect from his Government. A request to the Commission of any citizen for an answer to a questionnaire, from whom we have no legal right to demand an answer, without fully stating that it is in itself a species of coercion.

Such failure is to a degree not on practice coercion but it is an attempt to obtain evidence by a method that is in it an element of fraud and false pretense.

Not Secret Service

The Commission is not a detective bureau, nor a secret service organization, and we cannot afford to attempt to obtain information by any method which contains an element of deception or coercion.

I am persuaded that one reason for more answers to the questionnaires ready sent were not received, and that those received were not more satisfactory, was because the questionnaires did not state on their face that the recipient was under no legal obligation to answer them.

The average business man is highly intelligent and entirely human, and when he receives such questionnaires, he knows that the Commission is not demanding them frankly and openly with him. It arouses his suspicion and his resentment. He naturally refuses to answer at all, or purposely to answer fully. His answer, like the questionnaires, may not state all the facts. If we dealt with him on his entire frankness, if we told him the true facts, we at least would deserve the same treatment from him. If the questionnaires stated fully that the information sought was believed, was for the public good, and that we sought his

(Continued on page 36)

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Trade-Marks Filed
In U. S. Patent Office

The following trade-marks were published in compliance with section 6 of Act of February 20, 1905, at amendment March 2, 1917. Notice of opposition must be filed with the U. S. Patent Office, Washington, D. C., within thirty days from date of official publication. Ser. No. 223,595. THE OHIO MATCH COMPANY, Wadsworth, Ohio. Filed Nov. 13, 1925.

PITTSBURGH NOISELESS

223,595

No claim is made to the right to the exclusive use of the words "Pittsburgh" or "Noiseless" except in the combination shown in the drawing. The particular description of goods.—Cigarettes. Claims use since July 26, 1925.

Ser. No. 223,216. CONTINENTAL TOBACCO COMPANY, INC., New York, N. Y. Filed Nov. 13, 1925.

REVELATION

223,216

The particular description of goods.—Cigarettes. Claims use since Dec. 1, 1924.

Ser. No. 223,307. KRAUS & Co., INC., Baltimore, Md. Filed Nov. 14, 1925.

N-B-TWEEN

223,307

The particular description of goods.—Tobacco Products—Namely, Cigars, Cigarettes, Cherokees, and Smoking and Chewing Tobacco. Claims use since 1914.

Ser. No. 223,592. THE OHIO MATCH COMPANY, Wadsworth, Ohio. Filed Nov. 13, 1925.

OHIO SAFE

223,592

Applicant disclaims the word "Safe" in the combination shown. The particular description of goods.—Cigarettes. Claims use since Apr. 30, 1915.

Ser. No. 223,596. THE OHIO MATCH COMPANY, Wadsworth, Ohio. Filed Nov. 13, 1925.

OHIO MATCHES

223,596

The label shown upon the accompanying drawing is crosshatched to indicate the word "Red," and the letters of the word "Ohio," "Red Label" and "Matches" are crosshatched to indicate the word "Blue." Applicant does not claim the right to exclusive use of the words "Red Label," and "Matches" in the combination shown in the accompanying drawing.

The particular description of goods.—Cigarettes. Claims use since Aug. 12, 1923.

Ser. No. 220,229. ELOF HANSSON, Stockholm, Sweden. Filed Sept. 14, 1925.

Applicant disclaims the words "Impregnated Safety Matches" apart from the combination shown in the drawing.



220,229

The particular description of goods.—Matches. Claims use since May 1, 1925.

Ser. No. 224,680. SMITH & SCOTT TOBACCO Co., Inc., Paducah, Ky. Filed Dec. 14, 1925.



224,680

The particular description of goods.—Smoking Tobacco. Claims use since Nov. 27, 1925.

Ser. No. 225,228. GEORGE KAZES, Sioux City, Iowa. Filed Dec. 28, 1925.

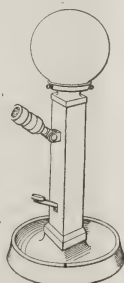
"Red Book"

225,228

The lining indicates shading only. The particular description of goods.—Cigarette Papers. Claims use since Dec. 22, 1925.

Patent Designs

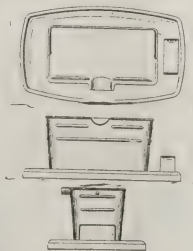
No. 69,253. CIGAR LIGHTER. OSCAR COHEN, New York, N. Y. Filed Oct. 10, 1924. Serial No. 11,019. Term of patent, 3 1/2 years.



69,253

The ornamental design for a cigar lighter, as shown.

No. 69,288. ASH RECEIVER. ROBERT A. RUSSELL, Ridgewood, N. J. Filed Nov. 19, 1925. Serial No. 15,473. Term of patent, seven years.



69,288

The ornamental design for an ash receiver substantially as shown.

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Packers of NORTHERN WISCONSIN TOBACCO

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PERFECT CIGAR GUM (Powder)
GENUINE SPANISH LICORICE
(Powder and Extract)RICH POWDERED GUM (3 Grades)
CIGAR AND TOBACCO FLAVORS

F. E. Richardson & Co., Inc., 114 John St., New York City

Read Tobacco Weekly**Wisconsin Leaf Market Just Seasoned****Bloch Bros. Buy Three Million Pounds of '25 Crop From Pool—This Equals 10,000 Cases of Binders—Warehouses Hum—Pool Figures—Court Fight Again Postponed.**

EDGERTON, Wis., March 27.—The market, the past week, on the new tobacco has been merely seasonal with one sensational exception. Last week the writer printed, as a well founded report, that Bloch Brothers, Wheeling, West Va., had purchased three million pounds of 1925 assorting tobacco from the pool. This report has been verified, and it is true.

This is equivalent to ten thousand cases of binders definitely whisked off the market as far as the cigar trade is concerned, and has caused a great sensation in cigar leaf circles. This means that the writer's printed opinion of last week, that not much more than ten thousand cases will be put up in this state of the '25 crop for resale by packers, etc., to the general cigar trade, is apt to be verified.

It is an even bet that the trade will see a shortage of binders next fall, of all United States types, should the nickel cigar be made in numbers approaching those made in pre-war days. Although it is a time worn saying that a cigar factory has never yet been forced to close because of a want of any class of goods, it is a puzzle to many just where their binder supply is to come from.

Bloch Bros. Receipts

Bloch Brothers are busy receiving their new purchase from the pool, together with their huge purchases from the independent growers. The other work in this market is just seasonal. The general receiving of the '25 has slackened off, and there is no tobacco left outside the pool of any description, and little left inside of the pool ranks.

Warehouses in every town are running full blast on the fanciest lot of packings ever put up in this state. Those few, which will be for sale, will be moaned for as long as the purchaser thereof will live and breathe, and will establish records for color and yield that won't be approached for a long, long time.

The internecine warfare of the pool has spent itself upon the slow mill wheels of justice. The appeal filed by counsel for Pool to the Supreme Court from Judge Hoppman's court order, allowing attorneys for the rebel farmers to examine the books of the Pool unhindered, will delay the resumption of the fight an indefinite length of time. Meanwhile the Pool posted a bond to protect Ole T. Oleson from possible loss through the resultant delay.

Pool Records

The pool published, early this week, a complete statement of the number of pounds of each grade handled by them of the 1922, 1923, and the 1924 crops of tobacco. The total of these three crops reaches the aggregate of 77,000, 000, and represents total payments of

\$8,000,000. It shows that the pool handled 30,631,245 pounds of the '22 crop, 31,049,418 pounds of the '23 crop and 15,577,078 pounds of the 1924 crop. The binder grades of '22 brought growers of the north from 14c a pound to 30.7c a pound, and of the south, from 10.7c to 25.7c a pound. The northern growers of the '23 received from 21 1/4c to 38 1/4c a pound, southern growers received from 18c to 34 1/4c per pound. The '24 crop went mostly into the stemming.

The expense of handling the 24 crop equalled eight-tenths of a cent a pound as announced by the pool.

Several good sized shipments of cases goods went out last week. Eighteen cars were received, and eleven were dispatched last week from the point.—BADGER.

February Production Summarized

WASHINGTON, D. C., March 3.—There were 451,204,147 large cigars manufactured in February of this year as compared with 451,562,278 manufactured in the same month of last year, according to the Bureau of Internal Revenue. During February also 3,109,360 small cigars were manufactured as compared with 34,682,140 in the same month of 1925.

The bureau's figures show also that during February 6,240,141,950 small cigarettes were manufactured as compared with 5,681,227,300 in February of last year. There were also 718,000 large cigars manufactured in February, compared with 660,401 in the same month of last year.

In February also 3,789,074 pounds of snuff were manufactured as compared with 3,692,904 in the same month of 1925, and in February of this year 30,265,559 pounds of tobacco were manufactured as compared with 29,479,348 pounds manufactured in the same month of last year.

There were 8,301,695 large cigars manufactured in Porto Rico during February as compared with 11,415,259 in the same month of last year according to the figures of the bureau. Also there were 2,000,000 small cigars manufactured in February as compared with 1,000,000 in the same month of last year. There were 150,000 large cigarettes manufactured in Porto Rico in February as compared with 100,000 in the same month of last year and 48,240 small cigarettes as compared with 40,150 in the same month of last year.

The bureau's figures show also that during February there were 15,929,815 large cigars manufactured in the Philippine Islands as compared with 14,510,815 in the same month of last year and 103,826 small cigarettes in February as compared with 84,250 in the same month of last year.—LAMM.

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Makers of

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MANUELHOME OFFICE DETROIT, MICH.
BUILT TO MAKE THE BEST

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Tobacco from Porto Rico		American Tobacco Co., Inc. 5,000 Bales
S. S. Tachira	—March 25	S. S. Patria —March 25
Blach Bros.	534	Italian Tobacco Regie .....45 Cases
rn, Mendelsohn Co.	190	
gas & Co.	639	Tobacco from Greece
mburger Bros. & Co.	4	S. S. Edison —March 23
	Bales	Liggett Myers Tobacco Co. ..2,978 Bales
Blach Bros.	32	Tobacco from Colombia
rn, Mendelsohn Co.	22	S. S. San Jose —March 22
mburger Bros.	29	J. A. Mesa & Co. ....5
	1	Friend & Co. ....7
Tobacco from Havana		J. A. Mesa & Co. ....2 Bales
S. Siboney —March 23		Friend & Co. ....18 Barrels
General Cigar Co.	325	Tobacco from England
end & Co.	5	S. S. Minnetonka —March 22
(W. Alday & Co.)	10	United Cigar Stores Co. ....9 Cases
nk Cigars, Inc.	100	Tobacco from Scotland
uppin, Inc.	25	S. S. Caledonia —March 23
use & Holzman	19	A. Dunhill —March 23
merican Cigar Co.	100	
P. Cordero & Co.	20	Tobacco from Ireland
A Lopez & Co.	115	S. S. Incemore —March 26
	Barrels	W. S. Luckett .....100
Graus & Co.	5	A. Oppenheimer & Co. ....5
A. Mesa & Co.	11	
lover Cigar Co.	20	Cigars from Havana
ris Rosenberg & Co.	31	S. S. Siboney —March 23
nd & Co.	55	British American Tobacco Co. ....4
C.W. Alday & Co.	5	B. Wasserman Co. ....3
dale Smith & Co.	114	United Cigar Stores Co. ....2
n, Mendelsohn Co., Inc.	19	J. Wagner & Sons .....2
osenwald & Bro.	108	J. T. Snyder .....2
J. Jorfein	50	Eastabrook & Eaton .....3
J. Jossin & Son	7	W. H. Allison .....1
Schwarz Corp.	84	D. A. Schulte, Inc. ....1
use & Holzman	14	Park & Tilford .....6
Huys & Co.	34	A. J. Billin Co. ....2
frican Cigar Co.	34	Faber, Coe & Gregg .....5
ut & Bond	356	Stearn Co. ....5
toledo	10	M. M. La Rosa .....1
Brothers	55	Chicago Athletic Assn. ....2
A. Andre	26	I. Kaffenburgh & Son .....1
A. Pendas	10	
M. Lopez	5	Cigarettes from England
	Packages	S. S. Berengaria —March 27
General Cigar Co.	111	Perry, Ryer & Co. ....1
nd & Co.	7	D. Sternberg .....1
osenwald & Bro.	2	A. Dunhill .....2
G. I. P. Cigar Co.	287	M. Ewald .....2 pkgs.
orillard Company	166	Cigarette Paper from France
alk Cigars, Inc.	118	S. S. De Grasse —March 22
Stuse & Holzman	5	Surburg Co. ....26 Cases
frican Cigar Co.	89	Cigarette Tubes from England
er Bros.	3	S. S. Minnetonka —March 22
S. Siboney —March 23		Delacour & Lewis Corp. ....1 Case
General Union Trust Co.	14 Cases	S. S. Saugus —March 27
Tobacco from Holland		E. Gude .....1
S. S. Blonnerdyk —March 23		Faber, Coe & Gregg .....4
osenwald & Bro.	124	Pipes from France
illing Co., Inc.	30	S. S. De Grasse —March 22
deg & Sarluy, Inc.	16	C. B. Richard & Co. ....2
rnholt & Co.	45	A. Oppenheimer & Co. ....9
uys & Co.	116	R. H. Meehan Import Co. ....5
	Cases	F. Murray Hill Co. ....2
General Cigar Co.	258	
A. Smith & Co.	5	Tobacco from Italy
A. Fox	12	S. S. Columbia —March 26
uys	13	

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PORTO RICO TOBACCO

VEGA BAJA, PORTO RICO



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PORTO RICAN CIGARS FOR JOBBERS

Prices ranging from \$22 to \$75 per M.

Package goods \$19 to \$25.

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CARRO HERMANOS & CO.

Sen C

Growers, Strippers and Packers of Porto Rican Tobacco

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Barros, Porto Rico

ORTIZ HERMANOS

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E. ROSENWALD & BRO.

IMPORTERS
EXPORTERS &
PACKERS OF

TOBACCO

45 WATER STREET

NEW YORK

Pipes from England

S. S. Minnetonka	—March 22
Murray Hill Co.	..... 2
Delacour & Lewis Corp.	..... 4
S. S. American Banker	—March 23
C. B. Richard & Co.	..... 2 Cases
S. S. Berengaria	—March 27
Globe Shipping Co.	..... 1 Case

Tobacco Tins from England

S. S. Berengaria	—March 27
A. Dunhill	..... 2 Cases

Tobacco Pouches from England

S. S. Minnetonka	—March 22
Delacour & Lewis Corp.	..... 1 Case

Cigar Labels from Havana

S. S. Siboney	—March 23
P. Lorillard Co.	..... 1
Central Union Trust Co.	..... 14

Cigarette Holders from Germany

S. S. Albert Ballin	—March 22
K. Guggenheim, Inc.	..... 1 Case

Matches from Holland

S. S. Blonnerdyk	—March 23
Vulcan Match Co.	..... 400 Cases

Porto Rican Outlook

SAN JUAN, P. R., March 25.—Throughout the tobacco belt many small lots are already changing hands. We call these buyers "los tapados," that is, they don't say for whom they buy, but prices have gone up and I know of sales up to 36 cents, taking the tobacco as it is from the barns.

I have heard of a large sale in Comerio, of a lot of 800 quintales, but I cannot say yet at what price and under which conditions.

As mostly all the tobacco has disappeared from the fields, and as the drought is continuing, this, of course, facilitates the drying and fermentation of the tobacco so that the crop, as a whole, can be considered of good quality.

—"MIRAMONTES."

Buchanan in West

With his pipes spread out before the buyers of the middle west, G. A. Buchanan, of A. Oppenheimer & Company, New York, is booking considerable business, according to last reports.

Guinn in New York

With an extensive line of his famous Guinco cigar lighters, S. E. Guinn, of the S. E. Guinn Manufacturing Company, Johnson City, Tennessee, came to New York last week, and registered at the McAlpin. He transacted a surprising large volume of business on this trip, and a New York display room is now contemplated. One of the features of Mr. Guinn's line is a Liberty Bell cigar lighter, commemorating the Sesqui-Centennial to be held in Philadelphia this coming summer.

Adams Bound for Coast

On his way to far western points, G. C. Adams, of Alfred Orlik, New York, will stop off at all the principal pipe distributing cities of the wide open spaces.

Listed Tobacco Stocks

Closing Prices Monday
Reported by Marketywse

	Bid	Ask
American Snuff	137	138
American Snuff Pfd.	97	100
American Sumatra	9 1/2	10
American Sumatra Pfd.	None	12 1/2
American Tobacco	112 1/2	111
American Tobacco Pfd.	109	109 1/2
American Tobacco "B"	112	112 1/2
Consolidated Cigar	5 1/2	5 1/2
Consolidated Cigar Pfd.	75 1/2	75 1/2
Eisenlohr & Bros. Common	13	13
Eisenlohr & Bros. Pfd.	93	98
General Cigar New	47 1/2	48
General Cigar Pfd.	111 1/2	111 1/2
General Cigar Deb. Pfd.	109 1/2	111 1/2
Liggett & Myers	75	75 1/2
Liggett & Myers "B"	74	74 1/2
Liggett & Myers Pfd.	120	121
Lorillard, P.	37	37 1/2
Lorillard, P. Pfd.	110	114 1/2
Reynolds, R. J. Pfd.	125	125 1/2
Reynolds, R. J. "B"	90 1/2	90 1/2
Tobacco Products	99	99 1/2
Tobacco Products "A"	104 1/2	104 1/2
United Cigar Stores	89 1/2	90 1/2
United Cigar Stores Pfd.	117	121
U. S. Tobacco	58	60
U. S. Tobacco Pfd.	110 1/2	110 1/2

Inactive-Unlisted Stocks

Closing Prices Monday
Reported by Stone, Prosser & Doty

American Cigar	115	115 1/2
American Cigar Pfd.	97	98 1/2
Bayuk Cigars	40	41
Bayuk Cigars 2nd pfd.	99	100
British-American Tobacco	26	26 1/2
Continental Tobacco Co.	14 1/2	15
G. W. Helme Co., new	68	71
G. W. Helme Co., pfd.	114	117 1/2
J. S. Young	128	133
J. S. Young pfd.	103	108 1/2
Imperial Tobacco	24	25
International Cigar Machine	65	71 1/2
Johnson Foil	80	90
McAndrews & Forbes.	40	43 1/2
McAndrews & Forbes pfd.	100	101
Mengel Co., com	35	40
Philip Morris	21	22 1/2
Porto Rican A. T. Co.	68	70
Universal Leaf com.	60	62
Universal Leaf pfd.	99	101

Sailed for Porto Rico

Both Joseph Mendelsohn and Isidore Samuels, of Stern-Mendelsohn Company, Inc., 165 Front street, New York, sailed for Porto Rico last Thursday on the steamer *San Lorenzo*. They are expected to return to New York in about a month.

Open Price Opinion

(Continued from page 32)

operation and that his assistance would be appreciated, and that we had no desire to pry into his business and that it was entirely voluntary on his part whether he replied or not, I believe that then we would get a far larger number of replies to our questionnaires, and that such replies would be fuller and more satisfactory.

Fair Treatment

To thus treat the citizen that we deal with, would not only be a fair thing to do, but it would be the expedient thing to do. When we gain the confidence of honest business, we will have its support. Then we will have no difficulty in securing its cooperation. But we are not going to get this confidence and cooperation as long as we ourselves are lacking in fair dealing and frankness. If we expect honesty and fair dealing and cooperation from business, we must ourselves practice these virtues.

We cannot obtain confidence by exception. The Commission can never afford to state less than the whole truth in its dealings with any citizen. In fact, less than the whole truth is not the truth.

Such action does not tend to strengthen the confidence of the public and honest business in the good faith of the Commission.

For the reasons stated, among others, I most respectfully dissent from the action of the Commission in this matter.

—L.A.M.M.

"CIGARS MADE IN WHOLE FROM PORTO RICO TOBACCO OR JUDICIOUSLY BLENDED ARE INCREASING IN POPULARITY WHEREVER KNOWN"

25th. (1925) Annual Report of the Governor of Porto Rico, p. 40.

STATISTICS support Governor Towners in the above assertion. The fact that there was no holdover from last year's crop, indicating its total consumption, speaks volumes for the tremendous demand that is being created for the wonderfully smooth, free-burning Porto Rican leaf.

THE new crop has already been reported by competent authorities and tobacco men who have recently visited Porto Rico, to be remarkable for burn and yield, it being estimated that total production will reach to about 28,000,000 lbs.

FROM the jobber in tobacco leaf to the retailer of cigars, all those following an enterprising and far-seeing policy today look to Porto Rico as the dominant factor in the ascendant trend of public cigar-smoking supremacy.

The Government of Porto Rico, as a protection for all buyers of its genuine native tobacco, requires that a guarantee stamp be affixed to all tobacco or tobacco products originating in Porto Rico. Look for these stamps in all your purchases.

Full information on any subject relative to Porto Rican tobacco gladly supplied upon request.

GOVERNMENT of PORTO RICO

TOBACCO GUARANTEE AGENCY

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1457 Broadway

Telephone: WISconsin 4459

New York

Tobacco Products Has Fairly Good Year

Tobacco Products Corp., in 1925, fared a falling off in net income compared with 1924, showing profits equivalent to \$8.10 a share on \$514,896 acres of no-par common, against .70 a common share in the previous year. This is partly because United Cigar Stores Co. of America, the larger part of whose stock is owned by Tobacco Products, paid an extra cash dividend in 1924, but not in 1925. Net profit in 1925 totaled \$7,310,604, after federal taxes, against \$7,616,832 in 1924. In 1924, United Cigar paid off the year on a 12% annual cash dividend basis. The shares were split up four for one, and par reduced to \$25, from \$100, and the dividend was changed to 8% in cash and 5% common stock. Due to the readjustment, Tobacco Products received 12% dividends on its United Cigar holdings, totaling 12%, or \$3 in cash, and 3 3/4% in common stock. In 1925, however, dividends from United Cigar totaled \$2 a share in cash and 5% in common.

Sells Some United Cigar Dividends

In 1925, as in 1924, Tobacco Products sold a portion of the stock received as dividends from United Cigar Stores. Holdings of United Cigar Stores common at the end of 1925 amounted to 80% of the total issue compared with an 87% control it held at the close of 1924.

Of 1,364,525 outstanding shares of United Cigar Stores common (par \$5) at the end of 1924, Tobacco Products owned 1,155,000. This called for dividends of \$2,310,000 in cash and little over 57,000 shares of stock. Declaration of common stock dividends, the outstanding United Cigar Stores common at the end of 1925 was bought up to approximately 1,445,000 shares. Since Tobacco Products sold a greater portion of the stock received as dividends, its holdings were reduced to approximately 80% from 87% of the outstanding shares.

Where Earnings Come From

As Tobacco Products is a holding corporation, source of its income can be checked with a fair degree of accuracy. The largest item of revenue the annual rental of \$2,500,000 paid the American Tobacco Co. for its year lease of manufacturing properties. Next is the cash dividend of 12% a share on United Cigar common, which must have totaled around \$310,000. Dividends of 50 cents a share were paid on its 360,000 shares of Happiness Candy Stores, totaling \$180,000. Allowing interest of \$3,900,000 bills and accounts receivable, this would add only \$234,000. A small amount of dividends was received on certain holdings of Tuckett Tobacco Co., Ltd. Altogether, these added only a little more than \$5,000.

The balance of the \$7,310,604 is accounted for by sale of United Cigar dividend stock. Dividends at the rate of \$7 on the 1,092 shares of outstanding class A stock took \$3,136,198 last year, while common dividends on 514,896 no-par shares took \$2,831,641. The first three quarterly common dividends were at the regular rate of \$6 yearly, making a total of \$4.50 a share in

cash, while the final dividend was one-fifth share of founders' stock of Happiness Candy Stores, Inc.

The first dividend declared on Tobacco Products common this year was one of \$1.75, placing the common stock on a \$7 annual basis.

Floating Debt Eliminated

The chief features of the Tobacco Products balance sheet were a reduction in the figure at which stock in other companies is carried, and a reduction in floating debt. Stock in other companies was carried at \$53,070,400, a reduction of practically \$2,500,000 from \$55,565,287 at the end of 1924, and \$4,700,000 lower than the \$57,796,953 at which the item was carried at the close of 1923. There was a debit adjustment of surplus, totaling \$813,381, described as final adjustment and expense of American Tobacco contract and "adjustment of other assets not applicable to current year's operation."

Notes payable appeared on the 1924 balance sheet to the amount of \$4,000,000. These were reduced to \$1,500,000 at the close of 1925, and have since been retired. Cash for this purpose was obtained through the issuance of 144,434 shares of additional common at \$80 a share. Part of the proceeds went to permit Tobacco Products to purchase additional United Cigar common at par, to which it was privileged to subscribe to the extent of one additional share for each four shares held. This took somewhere in the neighborhood of \$7,000,000 out of \$11,554,720.

Equity in United Cigar

Bills and accounts receivable appear as \$3,900,009, against \$1,382,634 in 1924. This includes many inter-company items which appeared in 1924 as "due from other companies" and totaling \$2,893,653. Payables were reduced to \$350,836 from \$759,455.

By virtue of its 80% control of United Cigar Stores common, Tobacco Products may fairly claim a substantial equity in that company's 1925 earnings after preferred dividends. These amounted to \$8,526,951, of which Tobacco Products' equity would be \$6,821,560.

Tobacco Products carries its United Cigar Stores common on its books at between \$40 and \$45 a share, or a little less than half the current market price around \$93 a share.

Around the end of 1923, Tobacco Products leased all its manufacturing properties to American Tobacco Co. for 99 years. Consideration figured out at \$11,000,000 to \$12,000,000, plus \$2,500,000 rental yearly. American Tobacco has the privilege of purchasing the properties outright for \$35,000,000. This contract is carried on the balance sheet at \$1.

Tobacco Products class A common and the common stocks share alike after \$7 dividends are paid on the former. Consequently, if the American Tobacco Co. should purchase the lease, the proceeds would be applied equally to both classes of stock.

United Cigar Stores common, held by Tobacco Products, is now equal to approximately 130 shares for each 100 shares of combined class A common and common stock outstanding.—Wall Street Journal.

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PORTO RICO

Cable "Combate" San Juan

Code: A. B. C. 5th Edition

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Javier Alonso Riera, President

Growers, Packers and Strippers of

PORTO RICAN TOBACCO

14 Tetuan St.,

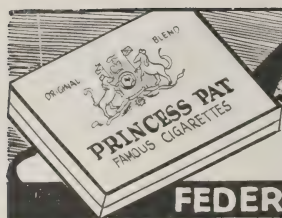
San Juan, Porto Rico

RUIBAL & MATANZO

Growers & Packers of Porto Rico Tobacco

Plantations
Juncos
San Lorenzo

JUNCOS, PORTO RICO



PRINCESS PAT CIGARETTES

FEDERAL TOBACCO CORPORATION -CHICAGO-

An Ancient and Honorable Industry

(Continued from page 13)

snuff user must have the brand of snuff he is accustomed to, else he will not buy.

In the 17th Century

And the seventeenth century idea of using

snuff by women of fashion elaborated the plan of taking snuff, too, in order to make a most favorable impression, as a writer of the time has said: "There are three occasions when women should use snuff:

"First: In order to make a new acquaintance with the beaux and ladies by giving, receiving or asking for a pinch; and upon this occasion

the pretty, soft and thoughtless creatures may take a favorable opportunity to prattle and praise of their different kinds of snuff and snuff-boxes and give directions where to buy the best."

"Second: To break the interval of silence or to amuse themselves when they are not furnished with the proper matter for discourse."

"Third: And lastly, when they have a desire to shew the diamond rings, their handsome hands and well-shaped and snowy arms. Yet in all these, let such a due regard for health be had that no more than two pinches be taken during the entertainment of the same company."

About Lundyfoot

An old story is told, too, about the accidental discovery of the former famous Lundyfoot snuff. This is a very keen and pebbly Scotch snuff, somewhat coarser than the original Scotch, and much more penetrating to the nostril.

And it seems that an old country tobacco merchant having a quantity of prepared Scotch snuff in his hand, which he undoubtedly flailed and packed himself, suffered a severe fire upon his premises. Later, when he entered his ruined shop he was surprised to find the Scotch snuff unscorched, but not spoiled. And it had, seemingly, developed into the more concentrated style of goods, named for himself, which in the trade of many, many years afterward knew as Lundyfoot.

Enormous Industry

In the Helme rehandling plants at Lynchburg, Virginia, and Hopkinsville, Kentucky, where the new leaf tobacco is received, graded and packed into immense hogsheads of 1500 to 1800 pounds each, there are many men employed in the industry.

These men ship the tobacco to the storage warehouses at the various plants, and the tobacco is held and aged from two to three years in the wood before the first ounce of snuff is ground from any of it at all.

And so it is seen that the manufacture of snuff is not so simple and ordinary a business as it appears. For it is, in fact, the basis of an industry which encircles the world, and the world today demands finer processes and more complete perfection in its goods than ever before—and snuff is no exception.



It takes this page and the next to show you the World's Largest Snuff Factory
note the covered passageway



joining the two sections—Geo. W. Helme Co.'s main plant at Helmetta, N. J., 1925

A. H. BUCHAN, President

DIXON-BUCHAN TOBACCO COMPANY

Cable address
DIBUCO, Mullins, S. C.

Located on the largest market in the South Carolina Belt
MULLINS, S. C.

Codes used:
LIEBERS 5 letter
A. B. C. 5th Edition

DEALERS and EXPORTERS
VIRGINIA—CAROLINA TOBACCO

Our Specialty

BRIGHT CIGARETTE TOBACCO

Manila News Notes

D. F. Morris, tobacco agent for the Philippine Government, has been spending the past two weeks with the cigar ade in Oregon and Washington. Mr. Morris called on many jobbers and dealers. He reports that Manila cigars are making progress in that territory, and at several brands are well established, among them Nevandas, Los Angeles, Hambra, La Insular, La Minerva and others. He expects to return to San Francisco in the very near future

A petition by the Manila Tobacco Association for a lower freight rate on cigars coming to the United States was turned down by the Associated Steamship Lines, the body controlling freight rates on the Pacific. It was shown in the petition that freights from Hong Kong, Shanghai and Japanese ports are much lower than those from Manila.

Recent dispatches from the Cagayan valley indicate a short crop of tobacco is year due to drought. This condition not only applies to tobacco, but has led back the production of rice and other food stuffs are said to be 100 percent higher than in normal times.

The Government experimental farm at Iligan has produced some new strains of wrapper tobacco and a number of growers have signified their willingness to carry on the experiment during the coming year.

A. Bond, Philippine tobacco agent, returned to New York recently from a tour south as far as Atlanta and Savannah. He reports cigar conditions in Georgia and South Carolina in bad shape, due to the state taxes. Stabilized mill brands, however, were much in demand and the trade was growing. Tobacco jobbers, advertising agencies and newspapers, who profit by the advertisement of tobacco products, express themselves as thoroughly disgusted over a report that drove business from the states.

I. Delbourgo, of the El Oriente cigar factory, in Manila, is visiting New York at the present time. He has placed the line with Lyon, Cowdrey & Wilson, who are preparing to cover the East and the Middle West. Fighting Bobs in two sizes will be featured in this campaign. This brand is very popular on the Pacific Coast, where high grade Class A Manila cigars are very popular with smokers.

Henry Ottenberg, of Henry Ottenberg & Company, has so far recovered from his long siege in the hospital that he is now able to be back at his desk. His many friends are congratulating him on his return to work.—PHILIPPINE TOBACCO AGENT.

Ten Cars For Reynolds

DANBURY, Conn., March 29.—Beeman & Strong have about finished shipping tobacco for this season to the firm of J. H. Reynolds in Elmira, N. Y., and this week have made shipments of two carloads, one on Monday and another on Tuesday. Next week they will ship the last carload, which will make ten carloads they have shipped in the past few months.

Shanghai Imports

SHANGHAI, China, February 23.—Figures just given out here by the foreign managed Chinese Maritime Customs Service show imports of cigars and tobacco into Shanghai during December to have been as follows: These figures represent practically all arrivals reaching China during this period. ("Pls." represents the piece of 133 1/3 pounds): Cigars: total 1,967 mille; Manila, 1,796; Netherlands 66; Germany 50, U.S.A. 43; Denmark 10; G. Brit. 2. Cigarettes: total 375,086 mille; U.S.A. 343,315; G. Brit. 30,615; Manila 889; Egypt 167; Japan 100. Tobacco Leaf: total 45,867 add 1,748 pls; U.S.A. 45,053 add July 756 adn sep. 992; Manila 432; Straits 331; Egypt 33; G. Brit. 14; Netherlands 4. Tobacco, Prepared: total 60 pls.; U.S.A. 33; Hongkong 20; G. Brit. 7.—ORIENTO.

Cigarette Paper "EL PINO"

In Reels, Reams or Books

MIQUEL y COSTAS & MIQUEL

BARCELONA, SPAIN

United States Branch, 59 Pearl Street, New York City

PAPER BAGS FOR SCRAP AND FINE CUT TOBACCO

Manufacturers, Protect Your Tobacco. Pack it in our Paraffine Lined, Weatherproof Bags that keep the natural moisture of the contents on the inside, and Exclude the Dampness and prevents Mould. For twenty-five years we have furnished bags to the Scrap Tobacco Manufacturers. There is a Reason. Write for samples—make a trial and be convinced.

THE WESTERN PAPER GOODS COMPANY

Third and Lock Streets

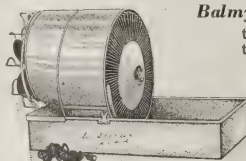
Cincinnati, Ohio

LA FLOR DE LA ISABELA

FACTORY, MANILA, P. I.

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COMPANIA GENERAL DE TABACOS
DE FILIPINAS
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Balmy, Moist Atmosphere

to prevent the leaf from drying out—to keep cigars fresh—

The American Portable Humidifier

For Ten Years

used by the leading Cigar MANUFACTURERS in all departments where humidity helps production. CIGAR JOBBERS AND RETAILERS find it THE humidifier best suited for use in humidors and stock rooms, large or small.

No mist, no spray, no noise.

Humidity evenly distributed and regulated.

40% of total sales are repeat orders

AMERICAN AIR PURIFIER CORPORATION

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New York City

FUMIGATION



Factories and Warehouses Effectively Cleaned of All Tobacco Eggs, Bugs and Worms

Does Not Injure the Finest Tobaccos

We have an especially built chamber to take care of any quantity of leaf in bls., cases or bales.

*Names of Satisfied Customers
Furnished on Request*

Write for full particulars

GENERAL FUMIGATING COMPANY

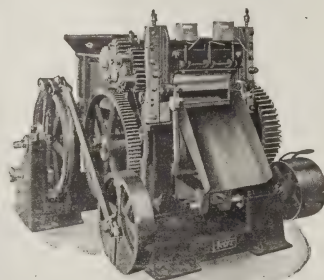
17 Battery Pl., New York

"ADT" Tobacco Machinery

The "ADT" Tobacco Cutter

Class B—Model No. 1
for cutting all kinds of Tobacco

*Large Capacity
Precision Cutting*



The Machine with the Crankshaft below the Knife

Our Catalog No. 50 contains full details and illustrations of 88 Tobacco Machines. We will be pleased to send you a copy.

The John B. Adt Co.,

Established 1865

BALTIMORE MD. U.S.A.

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., INC.

Established 1873

Manufacturers

New York

Tobacco Merchants' Association Of The United States



Officers and Executive Committee:

Jesse A. Bloch, Wheeling, W. V., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
William Best, New York, chairman executive committee.
Major G. W. Hill, New York, vice-president.
George H. Hummel, New York, vice-president.

Julius Lichtenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Harvey L. Hirst, New York, vice-president.
Asa Lemlein, New York, treasurer.
Chas. Dushkind, New York, counsel and managing director.

Legal Lore

An Excuse for Unfair Dealing Which Will Not Hold Water

As showing the lack of accurate information about the everyday legal affairs of business men, read this from an Atlantic City, N. J., correspondent:

"I think I read some time ago something about the U. S. Supreme Court settling the question whether or not a merchant was compelled to sell his goods against his wishes to any one that demanded the same. I would like to get what information I could on this subject and would appreciate your advice on the same.

"We have another problem. A manufacturer we have been representing for a good many years has just sold a contractor direct several carloads of material on the dealer basis. They did this on the quiet and it is our opinion they hoped to get away with it, but we have just found out the circumstances and when we confronted the representatives of the manufacturer with these facts they admitted selling the contractor on dealer basis, without consulting any dealer in the district.

"They offered the following novel excuse. They contended that when they quoted the contractor they used contractors' price, but the customer proved to

them that under the law, inasmuch as they have already quoted a party they were compelled to bill it at their lowest lowest price they were selling any one in the same territory. Therefore they were compelled to bill it at their lowest price, which, of course, is the dealers' price.

"Any information you may give us on the above points will be greatly appreciated.—D. D. S."

It is astonishing how rife the idea is that a seller of merchandise must sell anybody who presents himself with the money or agrees to the terms. There is plenty of court authority for the contrary position. Nobody can be more independent than the seller who has no monopoly. He can go to the absolute limit in choosing his customers—he can even refuse to sell anybody but cross-eyed buyers if he wants to, and there isn't a soul on earth that can object to it.

The next question is, must the seller who does sell two or more buyers in the same territory, sell them all at the lowest price made to any? He need not. No court has ever attempted to curtail the right of a private seller, who is neither a public utility nor a monopoly, to handle his business as he sees fit, charging one man a dollar, the next a dollar and a quarter and the next five dollars, if you please. Naturally the thing must not be tainted with fraud in any way, but short of that a seller can have a different price for every customer, if he wants to. The law forbids that only (1), when it is done in interstate commerce, and (2), where it is done in the interest of monopoly.

I have known quite a number of manufacturers, or wholesalers who, wishing to compete with their own customers by selling over their heads, have excused themselves on the same ground, viz.: "We don't want to sell these people, but when they come at us with an order and the money, under the law we have to sell them. We would protect you if we could, but you can't expect us to break the law."

There is not one word of truth in this. A manufacturer has a perfect legal right to refuse to sell a retailer, if he prefers to distribute through wholesalers, and a wholesaler has an equal right to refuse to sell consumers if he prefers to deal through retailers. Any case based on the contrary theory would be thrown out of court the minute its true inwardness was understood, and a number of them have been thrown out.

In one of these cases a group of merchants who considered that they were being discriminated against by a manufacturer (who on the above ground) persisted in selling them and their customers too, came to me to see if there was anything in his excuse. I prepared a written opinion for submission to this manufacturer. His answer was that his own attorney advised him the other way, and, of course, he must believe his own attorney. My request to be permitted to see his attorney's opinion has never been granted and it never will be, because in my judgment there was never such an opinion. A manufacturer who takes refuge behind such a plea is either badly deceived or is four-flushing.—Copyright, 1926, by Elton J. Buckley.

Lederer Going to Europe

President H. S. Lederer, of A. Oppenheimer & Company, New York, is now in the south with his Gallaher to-

baccos and G. F. B. pipes, but he will shortly return to his offices, and then sail for Europe to look over the smoking supplies of the continent.

Lambert Shows New Case

One of the most useful and necessary tobacco display cases ever made is that produced for Gallaher tobaccos. It is now being exhibited to jobbers and retailers by M. H. Lambert, of A. Oppenheimer & Company, New York, who is on a tour of the central states.

Cincinnati

(Continued from page 7)

Consolidated Cigar Corporation, which they are featuring. Some very attractive publicity matter is being used, including large newspaper displays.

"Business is showing a tendency to get better, but we have been greatly handicapped by sickness, and this has prevented us from making as great a gain as we might have made otherwise," said Simon Ullman, senior partner of Ullman & Company. "First I was laid up with the grippe, then my son Robert got it, and then it brought down some of our salesmen and part of the office force. But in a day or two everybody will be back on the job, and we will proceed to make up for lost time."

"Business seems to be on the up-grade," said Max Guggenheim, jobber. "Trade has not been as good as it should have been in the rural districts, but now that the weather is getting better there are signs of improvement. At any rate, business is better than it was at this time last year, and there is no reason for pessimism."

Frieders on Move

Morris Frieder, of S. Frieder & Sons, is in New York, looking after business affairs. Alex Frieder is in Manila, in charge of the factory, and Philip Frieder is on his way home from that city. In the meantime Herbert Frieder, youngest member of the family, is in charge of the executive offices.

Samuel D. Hachen, president of the Hachen-Rothert Cigar Company, is packing his grips, preparatory to making his usual spring trip through Ohio, Indiana, Illinois, Iowa and Wisconsin, in the interest of Gath, Marguerite and other brands of the company's manufacture. In the meantime, the office and factory will be looked after by Oscar W. Rothert, secretary of the company.

Harry Koking, of the H. F. Koking Tobacco Company, leaf dealers, who has just returned from a trip through the Miami Valley, reports that the growers of that section are planting the usual acreage, as the Pool is winding up its affairs, and will not be an influence in the 1926 crop.

George W. Greene, retired tobacco dealer, residing in Ft. Thomas, Ky., a suburb of this city, died March 18, at the age of 81 years. He was connected with the old Bodman tobacco warehouse several years ago, at which time it was one of the largest burley markets in the world.

Fox Gets Business

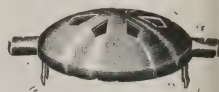
William Fox, of Philadelphia, eastern representative of the Robey Cigar Machine Company, was in the city a few days ago, to discuss business affairs at headquarters. He stated that he has, in the last few days, received orders from several Pennsylvania cigar factories, and that several other deals are pending.

H. Sherman has opened up a cigar store and confectionery in the Doctors' Building, 18 Garfield place, carrying a fine line of high-grade goods.

It is stated that the United Cigar Stores Company will open up another store on Fourth street in the near future, but the location has not been disclosed.

The Kelson Cigar Company, jobbers, have just been made distributors of the Masterpiece brand, a five-cent seller, which is said to be very popular in this territory. Daniel Kelson is taking a short vacation at Milan, Ind., the well-known spa. A recent visitor at the Kelson establishment was J. Sutton, who was in the city in the interest of the King Edward brand of John H. Swisher & Son.—WALT.

IMPORTED METAL PIPE COVERS



SUITABLE FOR ANY SIZE PIPE

\$1.95 Per Gross

In Gross Lots Only

ACE IMPORT CORP

137 E. 14th St., New York

Various Markets

(Continued from page 18)

it was generally estimated that a much smaller crop would result from the unusually severe weather during the growing season. The quality of the Georgia crop was below average. South Carolina was about the usual crop rating in this section. In Eastern Carolina the crop was unusually good and no doubt will prove very serviceable to the foreign trade. The Old Belt crop was unusually poor one, there being a scarcity of colored leaf grades, while there was an abundance of common brown tobacco, both leaf and lugs.

Stocks held by dealers are not considered large. The trade is fairly active in redried stocks and indications are that they will be substantially liquidated before the new crop moves.

Preparations being made by the farmers indicate a full crop in all sections by 1926.

Dark Virginia

Official figures are not yet available for the 1925 Dark Virginia crop but the following figures are approximately correct and indicate a very much larger crop than was first estimated:

Auction Sales _____ 30,596,442 \$102
Co-operative Association _____ 14,000,000

Total _____ 44,596,442

The crop consisted principally of small and filler leaf and lugs. There was a comparatively small per cent of stems and cigar wrappers.

Some trading in redried stocks is evidence and the limited holdings of dealers are being steadily reduced.

Farmers appear to be making preparations for a normal crop in 1926.

Maryland

Since our last report the Baltimore market has received 679 hogheads making a total of 1,388 hogheads since January 1. Sales since our last report have been 720 hogheads and a total since January 1 of 1,571 hogheads. If the total receipts probably 200 hogheads have been of the 1925 crop. There is a strong demand for fine cigarette tobacco of both the old and new crop at \$50.00 to \$55.00 first cost. Indications are that there will not be a large percentage of desirable Seconds in the new crop but it promises a substantial proportion of domestic decided cigarette types as well as semi-cigarette tobacco.

Ohio

There is no change in the situation here since our last report.—INTERNATIONAL PLANTER'S CORPORATION.

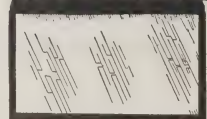
CLASSIFIED ADVERTISING

FOR SALE—TOBACCO SEED. Shiloh's Famous Kentucky Experiment Station, Rufford Resistant Stand-up White Burley Tobacco Seed, pure selection, improved strain, \$1.50 per ounce. J. V. Shipp, Midway, Ky.

WANTED—FIRST CLASS COMMISSION SALESMEN FOR A NOVELTY STEEL LINE FROM DIFFERENT SECTIONS OF THE UNITED STATES. CALLING ON LEADING CIGAR STORES, HOTELS, CLUBS AND DRUG STORES. RES. 138 PINE ST., PROVIDENCE, RHODE ISLAND.

Glass Lids Get You Better Display

A & P METAL-GLASS DISPLAY CO.



WE offer the cigar manufacturing trade a new type Glass Cover for cigar boxes and cans—a double-beveled lid riveted and strongly reinforced—at prices which will save you money and give you unequalled advertising value.

Write for sample and prices

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407-13 E. 91st St., New York

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TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

VOL. LXXXI. No. 24

APRIL 8, 1926

Per Annum, \$3.00
This Issue, 10 Cents

(Co-operative Receivership Suit Fails

ion by Members Against Tri-State Pool Ends Without Complete Success to Either Side—Federal Judge May Bring Case Into Court Again for Further Orders.

WILSON, N. C., April 3.—Concluding hearing that lasted five days, Judge M. Meekins, in Federal District at Raleigh last night signed an order denying a receivership for the Tri-State Tobacco Growers Cooperative Association, but at the same time expressly retaining the cause for further proceedings, and both the defendant association and creditor banks were restrained from transacting any unusual business, anything to dissipate or materially affect the assets of the association. Thus the association, by the skin of its teeth, and after the skies were overcast, at times, wins another victory and gets a new lease on life, though the court retains the power to turn that victory into defeat at any time it sees fit. It has been one of the most trying cases the association has ever faced. The case was hard fought on both sides, and has continuously been the big piece of news of the week in North Carolina. On the one side, Aaron Sapiro, who led through the three States in 1920 the "solid" cooperative idea to the farmers, led the fight to preserve the association intact. He was assisted by Colonel W. T. Joyner, of Raleigh, association counsel for the pool. On the other representing at first five plaintiffs in Virginia, and later 73 others who admitted to the complaint by Judge Meekins after considering the appeal several days, were former State Senator Wiley M. Person, of Franklin County; former Judge E. Lloyd Horton, of Raleigh; Colonel E. P. Buford, of La Grange, Va., and P. W. Glendon of Reidsville, N. C. It was Colonel Person who early in the present year instituted in the State courts a suit for receivership, and who was overruled and motion denied by Judge Thomas H. Carr, in chambers in Raleigh, February 1. The other attorneys came into the case after the suit was instituted in Federal court.

The case opened last Monday with the surprise in the plea of abatement filed by Sapiro for the defendant association, in which he charged "fraud, conspiracy and misrepresentation of fact" in the institution of the suit. This case precipitated a battle of personalities in which the attorneys for the plaintiff fired back at Sapiro, and the war words grew hot. Personal violence at one time apparently very near, finally was averted upon the sharp order of the court.

After ordering closing the case for the present was signed last night by Judge Meekins, following the close of the second conference he had held with opposing counsel.

The limelight which has focused about Sapiro, and charges against R. R. Patterson, general manager of the association, yesterday shifted sharply to Oliver Davis, a public director appointed by the governor of Virginia, who has been charged of the financing policies of the

association during the four years of its existence. Judge J. Lloyd Horton, chief counsel for the plaintiffs, stated that the facts disclosed yesterday showed that the association was in the control of one man.

"Do you mean Patterson?" asked Judge Meekins, who had intimated at the afternoon session, without calling that official's name, that he would consider the discharge of one or more officials as an act of house cleaning.

"No, I mean Sands," replied Judge Horton.

What has been denominated as the second big surprise of the hearing came at the close of the afternoon session yesterday when Judge Horton, of plaintiffs' counsel, suggested to Judge Meekins that if he considered a receivership inadvisable, that he appoint a commission of three business men to look into the affairs of the association. The commission, under his plan, would examine the affairs of the association, make what recommendations as to further activities it deemed best, then submit its recommendations to a referendum of the 97,000 member growers, and report back to the judge at the June term of Federal court in Raleigh. The suggestion was made during the course of the attorney's closing argument and was considered by many in the court room as something akin to an admission that the plaintiffs considered their chances for a receivership slight.

This suggestion came on the heels of the argument by Mr. Sapiro. That argument, and the previous admission of an affidavit from the Federal Intermediate Credit Bank of Richmond to the effect that the association had \$9,000,000 in assets over all liabilities, and that it considered its chances of getting back the huge sum it had loaned to the association, in the sum of \$9,000,000, much

(Continued on page 17)

Official Opening of New Coulapides Quarters

A. Coulapides, Inc., manufacturers of high grade Turkish and Egyptian cigarettes, announce the "official opening" of the new quarters at 14 West 17th street, New York, which is to take place at 3 p. m., Saturday, April 10.

The new Coulapides quarters will occupy the fifth floor of building at the new address, to which they recently moved from 22 Greenwich street.

Porto Rico Tobacco Officials On Trip to Island

M. T. Saldana, Assistant Agent of the Tobacco Guarantee Agency of Porto Rico, in New York, will sail for San Juan within the coming week. Mr. Saldana is being sent to that island by

Agent F. Linares, in connection with the permanent exhibit of tobacco and tobacco products to be presented at the forthcoming Sesqui-Centennial Exposition in Philadelphia.

The Government of Porto Rico will have an exclusive pavilion at the aforementioned Exposition, in which the principal industries of the island will be featured. Tobacco being one of the three leading insular products it will be given a prominent part in the exhibit.

Mr. Saldana will spend the best part of the next two months to interesting the Porto Rican leaf growers and cigar manufacturers in the advantages of this showing, soliciting their cooperation for a successful display.

B. Wasserman Co.'s Housewarming

A most interesting "Housewarming" is scheduled to take place Saturday afternoon, when the B. Wasserman Company will celebrate the move into their new home at 83 Chambers street, through to and including 65 Reade streets, New York. For many years this important jobbing house occupied 77 Chambers street but owing to the great increase of business during the past few years, they had to seek much larger quarters. The new building is 150 feet deep running through the entire block from Chambers to Reade street.

On the Chambers street side, the retail department will operate, and immediately at the back of the new and up-to-date show case, has been built an immense humidor with a capacity of nearly three million cigars.

Throughout this magnificent humidor, the American Air Purifying Company has installed humidifiers, assuring the contents of the humidor will always be in condition, every labor saving device has been installed, enabling the clerks to fill orders in the promptest manner possible.

Beneath the first floor another humidor has been built for keeping the goods in original cases in condition; this is a most important feature, because of the fact that the goods can be left in the original cases and not be affected by climatic conditions during their stay in the building.

The offices of the company are situated on the Reade street side of the building; are very roomy and convenient. There is also a room for the salesmen to meet and discuss their problems with the management.

No expense has been spared, and throughout the United States it is doubtful if any jobber is situated better to conduct business under better facilities and give customers better service.

Congratulations to Sam Wasserman and his colleagues.

The "Housewarming" takes place at 3 p. m., Saturday, April 10.

Cleveland Trade Changes for the Better

Collections Improve, Too—Schwartz to Marry—Kippner Store Fire—Corn Cobs in Keen Demand—Klein Resigns Form Lorillard—Rosen in Town—Pipe Stand at Carnival.

CLEVELAND, Ohio, April 5.—Changeable as the weather, and we are having snow one day and intense heat the next, is the business done by local dealers. It is certain, though, that business during the past two weeks has increased considerably. That can easily be believed, because in no wise could it have been worse than what was on tap during the past three and four weeks. But an improvement has been noted.

It is a substantial improvement, too, and it takes the shape of greater sales in volume and in dollars and cents. It takes its shape, too, in the light of improved credit conditions for the jobber. This last is probably the biggest single factor in the status of business conditions. Without a healthy condition prevailing, as regards collections, it cannot be said that business is good.

Jack Rosen a Visitor

Jack Rosen, genial salesman with the E. Linkman Company, was a visitor this week. Jack sells a lot of Nuvo pipes; and, after he sells them, so Jack says, they sell themselves. The Cleveland Pipe & Novelty Company distribute the Linkman brand in this section.

Ben Schwartz Engaged

It is with much pleasure that this writer notes the engagement of Ben Schwartz, one of Cleveland's most popular cigarists, to Miss Dorothy Florman, of this city. Ben has, for many years,

been with the A. D. Goodman Company, well known jobbers, and is known and liked by almost everybody in town whose business is buying or selling cigars or tobaccos.

Fire Damages Store

Fire damaged the store, fixtures, and stock of L. Kippner, of Quincy avenue. Fire was caused by an overheated and defective furnace and caused damage estimated in excess of \$2,000. Kippner had one of the finest stores in the neighborhood.

Operate Pipe Stand

Sol Fetterman and Milton Mendelsohn, of the Cleveland Pipe & Novelty Company, operated a pipe stand at the Intercollegiate Carnival at the Crystal Slipper last week. Pipes such as the college man smokes were offered for prizes at the wheels of chance operated in conjunction with the bazaar and entertainment. The Virginian pipe, already broken in by being smoked with real tobacco by a patented process of the M. Linkman Company, was a big favorite with those smokers who detest the usual ordeal of breaking in a new pipe.

Allan Klein in Town

Allan Klein, familiarly known as "Kotsy," was in town over the week end. Allan tells me that business in the southern part of the state is much better, and is improving right along now. Allan

(Continued on page 32)

Price-Fixing and the Hills Case

The latest case to be decided which involves how far a manufacturer can legally go in preventing the retail price of his product from being cut, is the case brought by the Federal Trade Commission against Hills Bros., a California firm packing coffee under trade-marked brands. This is one of the very few cases in which the contentions of the Federal Trade Commission along this line have been upheld by a court.

Hills Bros. do an extensive business in package brands and they early conceived the idea that the way of biggest business lay in fixing a retail price and compelling every retailer to live up to it. This they did and the way in which they carried the plan out is told as follows in the court's decision:—

"The petitioner (Hills Bros.) enforces the minimum retail plan by refusing to sell to a retail dealer who sells the brands for less than the minimum resale price, and when the petitioner is informed that a retail dealer is selling below the minimum resale price, and the retail dealer refuses to restore the minimum price, further orders from the dealer will not be filled. Since adopting the minimum price plan, the petitioner has refused to sell to approximately 100 dealers in the various States for failure on their part to maintain the minimum resale price. The petitioner learns of instances where its minimum resale price is cut, through its salesmen and from competing retail dealers located near the dealer who may be cutting the price, and salesmen report instances of price cutting in their respective territories, and invite and procure from retail dealers upon whom they call reports of the failure of other competing retail dealers to maintain the minimum price, which reports are transmitted to the petitioner. Retail dealers continually advise salesmen whenever a competitor cuts the minimum price established by the petitioner, and often telephone to one of the branch offices and report instances of price cutting by competitors. These reports by retail dealers are solicited and requested by the salesmen, and they assure the retail dealers that, if the offending dealer refuses to stop selling below the minimum resale price, the petitioner will refuse to make further sales to the offending party.

"When a retail dealer is reported, a salesman in the employ of the petitioner calls upon such dealer and endeavors to obtain a promise from him that he will restore the minimum resale price. In such case the salesman threatens the retail dealer that, if he does not restore such resale price and promise to observe it in the future, his name will be stricken from the list of customers, and he will be unable to obtain any further supplies; but upon the promise of the retail dealer to restore and maintain the minimum resale price he is given assurance by the salesman that the petitioner will continue to fill his orders. Retail dealers often voluntarily report instances of failure to observe the minimum price by competitors to the main office direct, and upon receiving such reports the petitioner writes a letter to the dealer who is not maintaining the price, calling attention to the resale plan and requesting his approval of the plan and his co-operation in maintaining it. The petitioner also writes to the dealer making the report, thanking him for the information and inclosing a copy of the letter sent to the dealer who has failed to maintain the minimum resale price. Whenever a dealer refuses to maintain the resale price, he is refused a further supply of coffee. When a dealer has been refused a further supply of coffee for failure to observe the minimum resale price, and his name is removed from the list of customers, his name will not be restored to the list until he gives satisfactory assurance that he will maintain the minimum resale price in the future."

I reproduce this in full, although it is a little long, because it is such a complete picture of a limited price scheme which has been declared illegal by the courts. The United States Circuit Court of Appeals decided that the thing went

so far that it became an unlawful interference with competition.

When I point out just where it passed over the safety line, readers hereof will have a pretty good idea of the subject.

The court said that the illegality of the scheme lay in making contracts or combinations with retailers and salesmen, express or implied, which unduly hindered or obstructed the free and natural flow of commerce. In other words, said the court, "the petitioner has in large measure succeeded in fixing and controlling the retail price of its product in interstate trade, not through individual effort alone, but by combination and through co-operation with its salesmen and customers, and it is this latter element which renders the method of competition unfair."

As I see it, the illegality lay in practically employing spies among retailers and salesmen. If Hills Bros. had learned it really wouldn't have made any difference how they learned; they might have learned from some other retailer—that so and so was cutting the price, they would have been quite within their rights to refuse to sell them any more goods. But to organize this system of espionage among the salesmen and the price-keeping retailers went too far.

No doubt a manufacturer could act on information given him by salesmen or other retailers. Casually or incidentally given, I mean, rather than given by organized effort—Copyright, 1926, by Elton J. Buckley.

Ecuadorian Tobacco Situation

WASHINGTON, D. C., April 6.—The Military Provisional Government, which took over the reins of government in Ecuador in July of last year decreed that beginning September 1, 1925, all monopolies granted should revert to the State, says American Consul Buttrick reporting to the Department of Commerce. Since that time the Central Government Quito has assumed entire charge. Taking up the tobacco monopoly in Ecuador, the report continues:

Under the new organization there is created in the city of Guayaquil the General Office of the Tobacco Monopoly in charge of a Director General who has charge of all the Monopoly's business. He also has charge of all advancement in tobacco culture in Ecuador and the expansion of the export trade. Prices will be fixed for future crops and a maximum premium of 10 per cent is allowed those producers who have fulfilled the cultural instructions imparted by the Department of Agriculture and the Inspectors.

Under Article 12 of the new organization, (according to Comercio Internacional of August, 1925) the Minister of Hacienda is authorized to expend \$45,000 in the purchase of raw or manufactured tobacco in foreign countries to fulfill the present needs of Ecuador in the year 1925.

On September 22, 1925 the Government entered into a contract with Leopoldo Mercado (largest manufacturer of cigars and cigarettes in Ecuador) granting him the privilege of importing tobacco. It is understood that a similar concession was granted Frederico Intrigo, but the Consular Office at Guayaquil has no record of it.

The present status and future possibilities of tobacco importation cannot be definitely defined. The law of November 24, 1920, prohibits the importation of unmanufactured and manufactured tobacco. Foreign cigarettes have been imported and are still freely for sale. At least one manufacturer has been granted the privilege of importing tobacco, but it seems improbable that the general importation of tobacco into Ecuador will be allowed within the next several years. Any arrangements to import tobacco, cigars and cigarettes into Ecuador would undoubtedly have to be made direct with the Military Government in Quito.

It is estimated that Ecuador produces approximately 1,400,000 pounds of tobacco annually, of the various grades and qualities, which is more than sufficient for the local consumption, a considerable quantity being available each year for export to the neighboring Republics. There is at present little or no

demand, the Peruvian market being closed to Ecuadorian tobacco by a prohibitive import duty.

The tobacco grown in the province of Esmeraldas is of exceptionally good quality and especially adapted for wrappers of fine cigars; the tobaccos grown in the Daule and Santa Rosa districts are also used to some extent for that purpose, although not equal to the Esmeraldas product.—L.A.M.

Leaf Tobacco Board Meets Today

The Leaf Tobacco Board of Trade of the City of New York, under date of March 31, sent out the following announcement through its president, Jerome Waller, and secretary, Moritz Neuberger:

"The regular annual meeting of our organization will be held on Thursday, April 8, at 3:00 o'clock at the office of Stern-Mendelsohn & Co., 165 Front St. This will be a very important meeting as the tentative plans for the necessary reorganization of the Board have been perfected and will be presented for your action at that meeting.

"Briefly, the plans are these: To place the management of your organization in the hands of an executive committee of smaller in numbers than your present board of trustees which will meet when necessity requires and when matters of importance have been brought to its attention, and the actions taken on these matters will be communicated to every member of the trade.

"The nominations for this new committee are to be made from the floor and not suggested by any nominating committee, giving every man a voice in the nomination.

"You may have suggestions to offer, and it is vital that you be present.

"Action will be taken at this time also for the election of delegates and alternates to the National Convention."

Tobacco Table Enjoys Reindeer Feast

Well attended, as usual, was the Tobacco Table at the Hotel McAlpin, Tuesday. President Carl Werner was in the Chair.

Reindeer meat was the principal part of the menu; Leo Steiner read an interesting article in reference to this new kind of delicacy and everyone present seemed to enjoy the fine steaks.

The principal topic of interest was the Group Insurance about to be placed by the Equitable Assurance on the Members of the Tobacco Table.

The next dance of the Table will take place at the McAlpin Hotel, Saturday, May 1, and an outing to one of the beaches during the month of June, according to Chairman Fallon of the Entertainment Committee.

Among those present were, S. Rosenthal and W. Catlin, of the Porto Rican American Tobacco Company; R. A. Bachia, S. Zimberg, R. Bythiner, S. Hargraff, Jackson Kelly, Leo Steiner, S. Jacobs, S. Jacoby, A. Vuccini, Fred Suss, Culver Wolfe, Charles Lee Hood, Valeriano Gutierrez, Captain Walker, James Head, S. Fischman, Barton Lemlein, J. Banker and others.

Benson & Hedges cigarettes were presented to each participant by the popular representative, Jim Head.

Parcel Post Bill Hearing May Be Held Next Week

(Special Telegram to Tobacco)
WASHINGTON, D. C., April 7.—No date has been set yet for the further hearings by the Ways and Means Committee in connection with the cigar parcel post import bill. It is expected, however, that a hearing will be held some time next week. The House Census Committee will hold a hearing on Thursday on the Gilbert Tobacco Censur Bill.—L.A.M.

New Stamford Branch

STAMFORD, Conn., April 7.—United Cigar Stores Company, is to locate a branch at Quintard Building, Main and Atlantic streets, taking over the store adjoining on Main street. Estimated cost is \$5,000.

Foreign Exchange Rates

In the subjoined table the quotation in sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate the price measured in fractions of a cent. Parity of exchange is given as reported by the United States Mint, except in countries with a silver standard, where parity fluctuates with the price of silver.

Closing Rates Monday

STERLING—Par \$4.86½ per sovereign	Cable. \$4.86½
Demand. \$4.85½	Cable. \$4.85½
FRANCE—Par 19.3 cents per franc	Cable. 19.3
Demand. \$3.49	Cables. 3.49
ITALY—Par 19.3 cents per lira	Cables. 19.3
Demand. \$4.02½	Cables. 4.02½
BELGIUM—Par 19.3 cents per franc	Cables. 19.3
Demand. 3.79	Cables. 3.79
GERMANY—Par 23.8 cents per mark	Cables. 23.8
Demand. 23.81	Cables. 23.81
AUSTRIA—Par 14.07 cents per schilling	Cables. 14.07
Demand. 14.125	Cables. 14.125
DENMARK—Par 26.8 cents per krone	Cables. 26.8
Demand. 26.16	Cables. 26.16
GREECE—Par 19.3 cents per drachma	Cables. 19.3
HOLLAND—Par 40.2 cents per florin	Cables. 40.2
Demand. 40.08	Cables. 40.08
HUNGARY—Par 20.3 cents per crown	Cables. 20.3
Demand. .0014½	Cables. .0014½
NORWAY—Par 26.8 cents per krone	Cables. 26.8
Demand. 21.43	Cables. 21.43
POLAND—Par 19.3 cents per zloty	Cables. 19.3
Demand. 12.50	Cables. 12.50
SPAIN—Par 19.3 cents per peseta	Cables. 19.3
Demand. 14.13	Cables. 14.13
SWEDEN—Par 26.8 cents per krona	Cables. 26.8
Demand. 26.81	Cables. 26.81
SWITZERLAND—Par 19.3 cents per franc	Cables. 19.3
Demand. 19.26½	Cables. 19.26½
CHINA—Cents per silver dollar of Hongkong; per tael for Shanghai and Peking.	
HONGKONG—	
Demand. .5600	Cables. .5601
PEKING—	
Demand. .7600	Cables. .7600
SENEGAL—	
Demand. 72.25	Cables. 72.25
PHILIPPINE ISLANDS—Manila; Par 50 cents per silver peso.	
Demand. 49.75	Cables. 50.00
JAPAN—Par 49.8 cents per yen	
Demand. 45.83	Cables. 45.83
ARGENTINA—Par 24.44 cents per Argentine paper dollar.	
Demand. 39.62	Cables. 39.62
BRAZIL—Par 32.45 cents per paper dollar.	
Demand. 14.06	Cables. 14.06

Tax Refund Budget

WASHINGTON, D. C., April 6.—President Coolidge has sent to the House Representatives a supplemental estimate of \$25,000,000 for the Treasury Department for the fiscal year ending June 30, 1926, to remain available for one year to be used in refunding excess automobile and cigar taxes under the provisions of section 1204 and 1205 of the new revenue law.

The Budget officials estimate that \$42,500,000 of the \$25,000,000 will be needed for making refund of the car tax, the amount having been determined by taking the amount of differential rates between the Revenue Act of 1925 and the Revenue Act of 1926 on 1,300,000 large cigars of various kinds weighing more than three pounds each and 167,000,000 small cigars weighing not more than three pounds per thousand. These figures, it is stated, represent the quantity of large and small cigars inventoried March 29, 1926, the effective date of the repeal of section 400 of the Revenue Act of 1925, upon which the refund of tax paid will be claimed under the provisions of the new law.—L.A.M.

Clarksville Sales for Week

CLARKSVILLE, Tenn., April 3.—The best sales on Clarksville loose cigar market are recorded as follows: Sales for week ending Thursday, 1,123,245 pounds; sales for the season, 18,524,245 pounds; sales to same date last season, 15,911,650 pounds.—HENRY M. LUMPH, Secretary Clarksville Tobacco Board Trade.

Like An Active Army Marching To Business Success or Otherwise

AMBRIDGE, Mass., April 5.—Central Store, Central Building, Central care, was damaged by fire last Wednesday.

PHILADELPHIA, Pa., April 5.—Aaron man, 3016 Susquehanna avenue, in cigar business, is to erect an addition at approximate cost of \$1,000.

ARRISONBURG, Va., April 3.—J. E. man has opened a wholesale and retail tobacco business on Main street.

SWEGO, N. Y., April 5.—Claude Dar- 25 West Utica street, has purchased cigar and provision business of Ray- H. Walker.

ASHINGTON, Pa., April 5.—E. H. is to apply for charter to operate cigar and provision business here.

MESTOWN, N. Y., April 5.—D. A. le Cigar Stores have opened a h in the Prendergast Block, Main Third streets.

ULAVILLE, N. C., April 2.—Gibson dor is to open a cigar and lunch ession on Main street, in about three ys. He is now in the market for e and fixtures.

or Haas, 1182 Broadway, New is, is to open a cigar store shortly.

MBERLAND, Md., April 3.—Carl H. es is to open a cigar and provision in at 152 Winewo street in about one h.

UNT VERNON, N. Y., April 5.—John or is to open a cigar and stationery essage in the Loew's Theatre Building nder four weeks, upon completion of utions.

INFIELD, Mass., April 5.—George ar, in the cigar and confectionery essage, is reported to have filed an vatory petition in bankruptcy.

ny, Conn., April 5.—M. Shaftel, uted in Ansonia, Conn., has opened uted Cigar Store Agency at Eliza- et and Third streets.

BERSTOWN, Md., April 3.—Charles ne has opened a cigar and cafe ession at 614 West Washington street.

ET HAMPTON, Conn., April 5.— lace Lesser, care David Leitze, is on a cigar and provision business n North Main street in about one utor.

OSBORO, N. C., April 3.—W. L. um erlin is to open a cigar and cafe ession at 130 North John street in nder four weeks. Business has been dis- uted at 126 North John street.

et Cushing has opened a cigar and ersonary business at 507 East 161st reet, New York.

N LONDON, Conn., April 5.—Mur- ly Store has opened a cigar depart- n the Hollandersky Building on an street.

LI: BRANCH, N. J., April 5.—Con- oluted Cigar & News Company, care e. M. A. Potter, attorney, 192 Broad- ay, has been incorporated with \$25,000 n. Incorporators, M. D. Bragar, e are attorney.

MLTOWN, Conn., April 5.—Sebas- ni Mauro has opened a cigar and ersonary business at 700 Main

STONFIELD, Mass., April 5.—Morti- nish, care Frank M. Smith, in the

cigar and confectionery business, is reported bankrupt, with liabilities of \$3,360 and no assets.

SEARN Company is to move from 35 Wall street, to 22 Beaver street, New York, in about one month, where their cigar business will be continued.

DANBURY, Conn., April 5.—Ross & Seri have purchased the cigar and provision business of Andrew Godlewski, 29 Patch street.

CANONSBURG, Pa., April 3.—Albert Andrews is to open a cigar and stationery business at 110 North Central street in about two weeks.

CUMBERLAND, Md., April 3.—Christ Bazonis is to open a cigar and lunch business at 26 North Centre street in about three weeks.

DANBURY, Conn., April 5.—Nicholas Shabbab has purchased the cigar and

200 shares of common, no par value, by F. A. Fisher and E. R. Applequist. Attorney, C. G. Hamlin.

NORTH PLAINFIELD, N. J., April 5.—Plainfield Cigar Company has been incorporated with 2,500 shares of common, no par, by Edward Bodin, Henry Hart, M. Feinsod, Calomon Feinsod. Attorney, Francis E. Bodin.

TACOMA, Wash., April 1.—Ellensburg Cigar Company, has been incorporated with a capital stock of \$50,000. Incorporators are Arthur Vertrees, E. E. Anderson, Orin Craig and Glenn King.

CHICAGO, Ill., April 3.—State Tobacco Company, 1326 West Madison street, has been incorporated with a capital of \$5,000. Incorporators are George S. Pines, Edward R. Newmann and Richard R. Klein. Correspondent, Pines & Newmann, 112 West Adams street.

CEDAR RAPIDS, Pa., April 3.—John Roddy, owner of three-fifths of the

this view was intelligible, but short-sighted. If the Treasury lost something in the form of duty, the sum for many years would only be small, and to set against this there would be a reduction in the payment of unemployment insurance benefit.

Much Dark Tobacco Yet to Be Sold

HOPKINSVILLE, Ky., April 3.—Tobacco continues to pour into Hopkinsville for sale over the loose leaf auction floors, offerings of 1,295,290 pounds during this week bringing the total for the season to 24,296,285 pounds of dark tobacco. Loose floor men believe that there is still at least ten million pounds of dark weed unsold in this section.

"A little warm weather and a good season would bring a flood of tobacco to Hopkinsville," according to Hunter Moss of the Hancock Warehouse Company. "The light rains of the last few weeks have provided practically no season at all and farmers are handling their tobacco in barns with difficulty."

At this time last year, the Hopkinsville market had handled 15,483,990 pounds of dark weed, or nearly nine million pounds less than this season's offerings to date.

Discouraging prices for dark tobacco continue to draw the attention of farmers to other crops on which to base their hopes of better conditions. A number of growers have sown beds for Burley, which was sold over the Hopkinsville floors for the first time this year, and a larger acreage of the light type than ever before seen in this section is expected.

Dairying, truck crops and orcharding are also holding the attention of many old tobacco farmers and plans were launched this week for heavier planting of sweet potatoes. Some growers, however, declare they intend to stick to the dark weed. Tobacco men say that growers of high grade dark fired tobacco have made money during the past year.

The average price for dark weed in Hopkinsville this week was \$7.64, bringing the season average down to \$9.62 per hundred pounds.

Quotations for the week were: Trash, \$2 to \$3.50; Lugs, common, \$3.50 to \$5; medium, \$5 to \$8; good, \$8 to \$11; fine, \$11 to \$14; Leaf, low, \$4 to \$8; common, \$8 to \$15; medium, \$15 to \$20; good, \$20 to \$30, and fine, \$30 to \$35.—BURCH.

American Machine & Foundry Company's Showing

Stockholders of American Machine & Foundry Co. have approved plan to create 30,000 shares of 7% preferred of \$100 par and to change \$100 par common into no-par common on a basis of three new shares for each share of present common held. Authorization was granted for 300,000 shares of no par common. As there are 60,000 shares of \$100 par common, this will call for 180,000 shares of new common, while 120,000 shares balance may be sold at such time and price as may be decided upon by directors. It is planned to offer 20,000 shares of the new preferred to stockholders pro rata at par, bearing non-detachable warrants entitling holder to purchase one share of common stock at \$50 between January 1, 1923, and December 31, 1929.

Tick-Tock!

Credit Man: "Why, you told me only the other day that Cutpryce's Cigar Store was running like an electric clock!"

Cigar Salesman: "Yep, that's just the trouble now. He let too many customers buy on tick, then he ran down, and now his creditors are goin' to wind up his business!"

If you have a voice, tell the Trade, in few words, through this Little Department of Tobacco, what you are doing to better your own business conditions.

confectionery business of George Kalesh, 51 Elm street.

CHARLOTTE, N. C., April 3.—Palace Smoke Shop, J. L. Johns, proprietor, 231 West Trade street, is reported destroyed by fire.

Marcus Berkowitz, 340 East Sixth street, New York, has leased a store at 55 Second avenue, and is to open a cigar and stationery business in about two weeks.

DURYEA, Pa., April 3.—John J. Kelly, 600 Main street, in the cigar and cafe business, is to remodel building for storeroom.

MIDDLETOWN, Conn., April 5.—John Behan, 323 Main street, in the cigar and confectionery business, is reported retiring from the trade.

KENNETT SQUARE, Pa., April 3.—Walter Phillips, Broad and State street, is to open a cigar and confectionery business in about one month. In the market for fixtures.

BALDWINVILLE, N. Y., April 3.—Harold M. Distin has purchased the cigar and provision business of F. A. Larkin.

PHILADELPHIA, Pa., April 5.—Vetterlein Brothers, Inc., 1615 Spruce street, cigar manufacturers, reported to have filed a petition in bankruptcy, with liabilities of \$142,490 and assets of \$17,754.

MIAMI, Fla., April 3.—J. R. Reddick, West Flagler street, Twenty-Second avenue and Beacom Boulevard, has opened a cigar department in this new branch of his business of Miami Beach, etc.

HANOVER, Pa., April 3.—C. J. Bange & Son, 115 Broadway, in the cigar and sporting goods business, has purchased E. M. Grubbine's cigar store at 36 Broadway, and will use it as his new location. He will also change the name to the Gray Goose.

PHILADELPHIA, Pa., April 5.—United Cigar Stores Company is to open a branch at the north-east corner of Seventh and Chestnut street in a few weeks.

BUFFALO, N. Y., April 3.—Buddies' Smokes, Inc., has been chartered with

stock of the Ranney & Scellars Cigar Stores Company, filed a voluntary petition in bankruptcy, with liabilities of \$6,000 and \$2,000 or which is in preferred claims, mostly salaries.

TACOMA, Wash., April 1.—Brower-Thomas Cigar Company has been incorporated with capital stock of \$8,000, by F. V. Brower and R. R. Thomas.

Largest English Crop Since 1660

LONDON, Eng., March 23.—A. J. Brandon, of Redhelds, Church Crookham, has just sold £4,000 worth of Hampshire grown tobacco to a Salisbury firm of manufacturers, says the Tobacco Trade Review. This, it is believed, is the largest sale of purely English tobacco that has been made since the reign of Charles II. Tobacco was introduced into England from North America early in the 17th century, and by the year 1659 cultivation of the plant had become a flourishing industry in 31 counties.

In 1660, however, tobacco-growing in England was prohibited by Act of Parliament, to suit our American colonies and to enable them to buy British goods. The embargo was not removed until 1910. Efforts to re-establish tobacco cultivation were then encouraged for two years by the grant of a rebate of one-third of the prevailing duty, but in 1913, when about 140 acres were under the plant, the rebate was withdrawn, and since the war tobacco-growing has been restricted to Hampshire and Norfolk.

Even in these counties cultivation is still on an experimental scale, but Mr. Brandon takes the view that with a more effective form of protection than that provided by the preference granted by the Government to Empire-grown tobacco the industry could, in the course of a few years, be developed on lines which would enable employment to be given to substantial numbers of men and women. There is a firm demand for the tobacco grown at Church Crookham, and the greater part of the crop is used, without any addition of foreign tobacco, for brands of cigarettes and pipe tobacco.

Efforts are still being made to obtain a further remission of the duty, but the view of the Treasury appears to be that if this were conceded the big tobacco companies would seriously take up tobacco cultivation in England, and there would be a considerable loss of revenue. Mr. Brandon said recently that

Herbert Tareyton



CIGARETTES

" *There's
something
about them
you'll like* "

TAREYTONS ARE A QUARTER AGAIN

Argentina's Sources of Tobacco Supply

Fifty to Sixty Per Cent of Purchases Made in Brazil—United States, Paraguay and Cuba Other Main Sources—Comprehensive Review of Interesting Situation.

WASHINGTON, D. C., April 5.—For many years Argentina has purchased between 50 and 60 per cent of the leaf tobacco consumed in her factories from Brazil, says the Tobacco Division of the Department of Commerce, reviewing the tobacco situation in Argentina, in a very comprehensive manner based on reports received from agents of the department. The Tobacco Division continues:

Only three other countries, viz., the United States, Paraguay and Cuba are all important as sources of supply and the quantities obtained from all three of these countries do not quite reach the amount purchased annually from Brazil. (See Table 1.) Ordinarily the prospects for expanding the trade in North American leaf would not be very auguring against such great odds as a well established trade channel with a neighbor country, but there is a strong tendency in the public demand of Argentina to switch from the Havana to the Virginia type of cigarette. The result of this is partially reflected in the fact that the demand for Virginia bright is increasing. It is gratifying to note, in this connection, that for the past five years the annual exports of all leaf tobaccos from the United States to Argentina have been over 40 per cent greater than pre-war exports, which amounted to about 2,134,000 pounds annually.

quired not only in its cultivation but also in curing and handling before the locally grown product can replace that imported from the United States.

Cigarettes. (Table 3)

Cigarettes are the principal manufactured tobacco product of the United States sold in Argentina. American smokers are insistent upon the brands to which they were accustomed at home and are willing to pay more and walk farther if necessary in order to smoke an American cigarette, but as long as a package of twenty good American cigarettes costs the consumer one peso (approximately 41½ cents U. S. currency at the present rate of exchange) the consumption of American cigarettes will be limited to that minor part of the cigarette using public who do not need to watch their tobacco money. There will also very probably come a time when the imported Virginia types of cigarettes will be brought face to face with the same type of cigarette properly blended, manufactured, packed and distributed in Argentina. Other lines of merchandise imported from the United States into Argentina have been forced after a brief period of good years to compete with similar products made in an Argentine factory. It is not generally appreciated how much local manu-

plans for the manufacture of American cigarettes in Argentina whenever it becomes necessary to do this in order to stay in the market and meet the competition of Argentine-made Virginia type cigarettes.

The sales of American cigarettes in Argentina today are not large enough to justify much study or expense on the part of American manufacturers, but provided this market receives the proper attention, there is going to be a steadily growing demand for American cigarettes. This increased demand is expected because the American cigarettes already enjoy a very high reputation in this country. They are outstanding in quality and are gaining constantly in popularity on merit alone. But when these qualities are backed up by the best American sales methods and advertising, the cigarettes imported from the United States gain in sales almost immediately in direct proportion to the time and money expended on distribution. Even if the sale of American cigarettes has not been large in Argentina, it is quite apparent that American cigarette manufacturers are certain of a very satisfactory business in this market if they care to use the same methods to get it that apply in the United States.

There is not much profit, however, in building up the demand at their expense and then permitting local manufacturers to step in and take over the business with a cigarette made in Argentina. The only recourse is to be prepared to make American cigarettes in Argentina when the time comes. Many facts indicate that this is practicable. First of all, the cigarette that sells from 30 to 40 centavos in Argentina is in the popular price range. This is for the standard package of 12 cigarettes and at par in United States currency is from 12 to 18 cents per package or 1 cent to 1½ cents per cigarette. In the United States, a package of 20 cigarettes sells at 15 to 20 cents, or ¾ to 1 cent per cigarette. It is evident that the popular price for cigarettes in Argentina is higher than in the United States. The only question then is whether cigarettes can be manufactured as cheaply in Argentina as they can in the United States. The answer must be in the negative under present conditions. There is not the possibility of mass production in Argentina because the Republic has less than one-tenth the population of the United States. But to offset this basic condition, taxes are less and a big part of the labor is cheaper. Factory sites and buildings will not cost any more than in the United States and machinery and equipment for this purpose could be imported free of duty. Raw materials will cost more unless the manufacturers care to interest themselves in developing the Argentine tobacco industry just as they have done in other South American countries. But even if this is not done and the leaf and other raw materials for making cigarettes should cost more than they do laid down in a factory in the United States, certainly it would cost an Argentine cigarette manufacturer just as much to obtain the needed raw materials to make a Virginia type cigarette as it would cost an American cigarette manufacturer to deliver the same raw materials to any factory which he might establish in Argentina to make his product.

Finally, the American cigarette manufacturer, unless he decides to manufacture his product in this country, will sooner or later lose his market for his goods in Argentina. The advantage of this method of operating has been appreciated by the British. For some time the largest English tobacco company has had its factory in Argentina, making the popular types of cigarettes used by

the majority of Argentine smokers as well as completing the last steps in the manufacture of its own popular brands of Virginia cigarettes for distribution in this country. Thus our principal competitor for the trade of Argentina in imported cigarettes has fortified himself against the day when the stronger domestic manufacturers decide that the demand for light cigarettes has been sufficiently developed to deserve their special attention. If the Argentine market for imported American cigarettes expands as rapidly in the next few years as might reasonably be expected, the American manufacturer might well take time to prepare to hold what he seems already on a fair way to capture.

Production

According to the Argentine Department of Agriculture, the area planted in tobacco in Argentina in the crop year 1924-25 is officially estimated at 21,016 acres, from which was obtained 20,432,233 pounds of tobacco, compared with 25,344,000 pounds in 1924 and 17,730,000 pounds in 1923. The average yield of the crop amounts to about 1,000 pounds per acre.

Tobacco production in Argentina is confined mainly to the provinces and territories of Misiones, Corrientes, Salta, Catamarca, Cordoba, and Tucuman. Until recently the Province of Corrientes has been outstanding in the production of tobacco, but since 1922, the Territory of Misiones has been forging ahead and in 1924, Misiones produced nearly twice as much tobacco as the Province of Corrientes. Tobacco production in the Province of Tucuman also has declined appreciably in the last few years. The decline in these two provinces is due partly to the failure of the growers in the past to receive a satisfactory profit from the crop; to a new disease called "corcovov"; and also to the tobacco horn worm and the tobacco flea beetle. In the Province of Tucuman the crop also had to compete with sugar for the time and effort of the farmers, and since there proved to be less tedious manual labor and equally as much profit in the growing of sugar cane, that crop has received more and more of the farmers' attention. Notwithstanding the fact that Misiones has now far surpassed Corrientes in its annual production of tobacco, it is still true that the Argentine manufacturers use more Corrientes tobacco in their factories each year than they consume from all the rest of the Republic.

Government Supervision of Tobacco Production

Tobacco production is closely fiscalized by the National Government of Argentina. The grower is required to report to the District Internal Revenue Inspector of the Treasury Department the number of tobacco plants which he has cultivated and the number of kilograms of tobacco which he expects to harvest. He then receives owners or growers tags from the Internal Revenue Office and he is supposed to put one of these tags on each bale of his tobacco. He is required, also, to inform the Internal Revenue Office to whom he has sold his tobacco and he is under obligation, also, to sell to a buyer registered with the Internal Revenue Office. The tobacco, which is usually sorted and packed during September and October, must be put into bales of uniform weight. Havana tobaccos are put into bales of 50 kilograms each, while the standard bales for other kinds of tobaccos weigh 100 kilograms each. No bounty is given for the production of tobacco in Argentina, but the Department of Agriculture encourages produc-

(Continued on page 26)

Table 1—Imports of Leaf Tobacco Into Argentina by Countries, 1921-1925

	Quantity in thousand pounds—				
	1921	1922	1923	1924	1925
Brazil	11,035	14,512	17,374	7,861	12,434
United States	3,532	2,511	3,978	2,450	2,610
Cuba	2,338	2,633	3,778	761	2,454
Paraguay	2,657	1,164	2,616	1,932	2,354
Other Countries	238	360	437	336	279
Total	19,800	22,180	28,183	13,346	20,131

Table 2—Exports of Leaf Tobacco From Argentina by Countries, 1921-1925

	1921	1922	1923	1924	1925
Germany	13	3	1	148	3
Belgium	107	26	208	574	263
France	...	...	65	312	...
Italy	(1)	2	62	2,486	...
Netherlands	(1)	...	162	1,496	...
French Possessions	...	10	17	102	11
Uruguay	6	10	1	18	2
Other Countries	1	9	1	...	...
Total	127	50	517	4,136	279

Table 3—Imports of Cigarettes Into Argentina by Principal Countries of Origin

Sources	1923	1924	1925
Pounds	Pounds	Pounds	
Germany	1,689	357	1,938
Cuba	8,627	2,535	5,157
United States	43,098	45,917	86,464
Italy	19,092	5,110	21,964
Paraguay	6,027	584	6
United Kingdom	147,466	62,608	75,642
Uruguay	192,548	103,085	5,522
Other Countries	2,538	1,768	1,734
Total	421,085	221,964	198,427

Exports of Kentucky and Tennessee dark fired leaf to Argentina are important and this type of American leaf will continue to be used in liberal quantities since it is essential to the manufacture of good "toscanos." Experiments are being made, however, in growing this type in the Province of Buenos Aires and the results obtained thus far indicate that it is possible to produce an acceptable substitute for Kentucky tobacco in this Province. The production will not be commercially important for some time yet, as much experience will be re-

quired has been developed in Argentina. The entire policy of the Argentine Government fosters the development of home industries and favors the Argentine manufacturer in every legitimate way to enable him to meet the competition of competing imported products. In the case of cigarettes, a well developed domestic manufacturing industry has long existed, and cigarettes of the type made in Argentine factories cannot be imported and sold profitably in competition with the home manufactured article.

So far, the Argentine cigarette manufacturer has preferred to devote his efforts almost exclusively to making the black Cuban type of cigarette because that has been the cigarette most in demand. It is entirely reasonable to expect that as soon as the public taste calls for more of the Virginia than of the Havana type of cigarettes, the Argentine manufacturer will give his attention to making the Virginia as well as the black cigarette and unless they are prepared, the Americans will lose a market which they have helped to pioneer and develop. Naturally the way to prepare for this eventually is to make the necessary

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NEW YORK, THURSDAY, APR. 8, 1926

Service—And Price

This is the day of service. Wherever we go—you and I—we expect service. We buy merchandise we admire, and of which we are assured quality, but we depend upon the accompanying service for the complete satisfaction which should go with every sale.

Price, of course, plays its part. Price is attractive. Price is the key which fits the purse. Price is decisive! Price is fundamentally the controlling interest in all sales.

And yet, price is not all. For price, minus service, is negligible. It is simply impossible to link price up to a service which is unsatisfactory, displeasing.

Right there it is, too, where the price cutters fall down. For prices cannot be cut and service maintained!

From time to time, and again at present, TOBACCO receives information from its correspondents that such and such prices are slaughtered in certain cities.

Dealers worry about it. Smokers revel in it. But only for a time! Because no profitless price can be maintained for any length of time.

True, as some cutters desist from their practices others emerge with new bargains. It has always been so. It will always be so, no doubt.

But they seldom succeed. That very important element of *service* is lacking. It is missed. It is commented upon by the customers of the cut price store—and the comment is always unfavorable!

There are, of course, some customers who are happy to ignore service for price. But the business of such customers is not satisfactory under any circumstances. It revolves entirely too much on the penny, not enough around that star of the heavens, *quality*.

To make any business financially successful, it should attract to itself customers who are willing—yes, anxious—to pay a price which includes a profit, for good goods—and good *service*!

To guarantee good service to desirable customers is not so simple. For good service consists of many things. Not the least of those things is the *best* merchandise.

And to select the best merchandise a merchant is a merchant! Merely advertised brands won't do. But the brands selected for sale *must* be advertised in some manner, else they never sell!

Then the remaining highlights of service are numerous. They consist, of course, in perfectly conditioned supplies, always the newest and freshest. They consist, too, of

salesmanship which is inclusive of courteous, attentive, suggestive service.

And that is a very large assignment! It is so large, in fact, that the customary merchant does not offer it in its complete form.

For the complete form of service which is found in cigar stores, for instance, does not average very high. There are exceptions to the rule, of course, but tobacconists are not giving the best they have to their customers!

Jobbers and manufacturers realize this. But they are helpless to amend it. Individual cases of excellent service are noteworthy. And the supporting distributors and the producers encourage it in every possible manner.

They do not, though, care to be associated with a dealer who ignores quality and service—and cuts a price.

So the evident future of those progressive tobacconists who wish ultimate success must be in the way of service—and more of it! Never, no, never, can a business man offer too much of this extremely scarce article.

But some apparently wise business men do substitute prices for service, believing they are freely offering their customers more value than the equivalent in service.

That this is *not* so is apparent from the very fact that one of the previously greatest price disturbers has now concentrated upon an improvement of their service, rather than upon additional price attractions.

This statement is verified by the assurance of the company's highest active official who absolutely controls this situation.

In this attitude, then, of the largest concern of its kind, other tobacconists can at last *believe* that service really is superior to price.

Making Good

When the reduction in cigar taxes was first proposed there was a lot of doubtful sentiment in the trade that the thing could be put through.

Now that it is not only through, but all the way through and settled, the cigar manufacturers are making good their various promises to give the smoker the eventual benefit of the cut.

Day by day TOBACCO receives notices from numerous factories of price reductions and shape and size changes to conform to those specific arguments originally made in behalf of the tax bill.

Smokers of popular cigars sold at low prices, of course, benefit most of all in this revision. But the consumers of higher priced goods are benefiting also, even though they may not be aware of it.

And the man in the street has noticed and commented upon the change. Retailers and their clerks have been the very first to enjoy this blanket blessing, naturally, but the good opinion of the smokers has been passed on to the jobbers and manufacturers.

These men can now all join together in appreciation of the numerous benefits derived from lower taxes and better cigars. Business, surely, is the best indicator of the way the news has been received by the public. And business is better.

Business, in fact, has been better for many months. But the recent price reductions have actually started another wave of renewed prosperity for those manufacturers and dealers foresighted enough to invariably offer and sell cigars of merit at a price.

But the cigar industry cannot stop here. It must go on and on with progressive steps to better the business by pleasing the consumer. No fairer way can be thought of just now, than by placing every possible leaf and labor saving in the goods themselves.

If this is done, while the industry needs the support so lately obtained for more moderately priced cigars, the profitable dividend side of the ledger will take good care of itself.

No half-way measures, though, should be considered. Good merchandise, creditably advertised and sold, needs nothing more than the confidence of the ultimate consumer to make it successful.

And this permanent success is obtainable just one more thing—always giving the smoker just a trifle the best of the bargain.

With a positive plan such as that, there is absolutely no doubt whatsoever that the cigar industry shall make good—and is making good!

How About Collections?

Credit departments, as a rule, are one of the most important elements in any business. Sales, advertising, accounting, are all connected to the manufacturing and shipping departments, of course, but, without credit and collections, where would the business be?

In some of the smaller concerns in the tobacco business this credit and collections work is merely a side issue. It consists, usually, of the say-so of the boss or an assistant boss. If the boss admits the credit risk is good, it is good. If a salesman insists a customer is entitled to more credit than the boss allows, a battle usually results, in which one or the other is victorious, according to the argumentative guns which he carries.

Credit and collections, on such a basis, is injurious to the business. But it has been the habit of years, and it is difficult to correct.

On the other hand, the larger concerns in the tobacco industry customarily have a complete and extensive credit department which quite invariably deliver the goods—and the money!

Because, in the first place, goods cannot be shipped by a manufacturer to a jobber or retailer who is weak. Nor can the jobber afford to carry along a defective dealer's account, month after month, as many distributors now do.

Jobbers, being closer, as a rule, to the customers than the manufacturers, know the personal difficulties of the retailer, and they frequently sympathize with him to the extent of dollars and cents—but sans-sense.

Manufacturers, holding their distributors to a quicker and closer accounting, demand of the jobber his cash or his note. Jobbers, to protect a valued brand or territory, frequently meet the requests of their factories with acceptances and notes which are, at the least, very difficult to meet at times.

Dealers in the retail field do not always appreciate this. Or if they do, the competition between distributors is so keen that the average retailer can obtain a line of credit solely where else, he knows, and just as long—as wrong.

Established brands, of course, must be protected. So the retailer, who is cut off from a jobbing concern controlling a brand of necessity, always manages to secure a sufficient stock of the censored goods to carry on its trade.

Manufacturers, of course, are aware of this too, and, while they share their distributors' lamentations over the situation, they cannot, as a rule, protect him further.

So this personal equation in retail credit and collections is very difficult to control. Unless the jobbers themselves unite for their own protection, who shall do it for them?

This matter of credit and cash is entirely too important to be set aside with the customary, "Yes, I know, but—"

If the collection of cash for goods sold and delivered is ever to be set upon a business

like basis the jobber must do it. He cannot expect the retail credit situation to improve, or can he expect the manufacturer to evolve some plan for the elimination of those dealers who do not pay—but still sell his goods!

Tobaccophobia

Lovers of the "divine weed" will be pleased to learn that the widespread prejudice against tobacco on the ground that it causes all kinds of physical, moral, and mental deterioration is based upon unscientific evidence. Dr. O. Victor Jermier says so. Further, he claims that in the act of "inhaling" tobacco smoke none of its effects below the larynx. We get a better appreciation of the smoke's aroma—that's all. Anyway, the flirting with "Lady Nicotine" only gives an imaginary pleasure (you are not married to the soothing divinity), and this is shown by the fact that few care to smoke in the dark; you hug and kiss the "Lady Nicotine" in road daylight. This kind of thing is very different from the sort of satisfaction which is given by the drug fiend. No one ever heard of a person addicted to the alkaloid nicotine, or may smoke your head off, but you are not in the class with drug habitues. "Lady Nicotine" is a mighty good proposition to have around. She serves a useful purpose in soothing the jars and frets of life, and ameliorating the period of gloom and depression—London Pharmaceutical Journal.

Should Postage Be Cut?

Business men of the nation are asking Congress to reduce the postal rates. And education is not desired in a haphazard way right through the rate book, but on the basis of a scientific investigation and comparison of postal costs and profits, now and in the future.

There is a joint Congressional committee, headed by Senator Moses, of New Hampshire. This committee is looking into the subject very thoroughly, and is moving, to the least, with the greatest deliberation and consideration.

During the sessions of the previous Congress, the President requested that rates of nearly all classes of mail matter be increased to meet the new pay schedule of the Department.

One of the usual Congressional committees investigated the matter at that time, and is to have reported to the present Congress at its opening in December last.

No such action has occurred, however, so the country is led to believe that the junkets of the committee, to the various postal centers of the United States, were made in the usual official manner—in royal elegance with the accompanying regal delays.

There was, however, an official report presented by that committee. It requested more time to consider the new operations for six months under the revised rates. These figures were available some time ago, but still the committee has not come to the front with actual results.

Action is demanded from all sides. Not only business houses, but civic and farm organizations and individuals have asked the Congressional heads for relief.

Proof has been deduced from figures furnished by Postmaster General New which show a relative decrease in postal business under the revised rates.

So the National Council of Business Mail Users is active in its work among Senators asking for immediate readjustment of the rates on a strictly commercial basis.

It is stated by the Council that the Post Office will have handled, at the end of the fiscal year, at least a billion and one-half less pieces of mail than in the previous fiscal year.

This is so notwithstanding a prosperous nation, and an ever growing business and intensified activity in every line.

Actual figures supplied by the Council show a total increase in postal revenues of \$42,152,606. With the old rates, and the natural expansion of business, the normal revenues would have reached this figure without raising the rates at all!

Volume business is the only thing which will relieve this postal depression, thinks the Council. Unless the Post Office Department is prepared to handle more and more business at reduced rates, it cannot compete with express and other methods of transport.

Also, as rapidly as the postal receipts increase, through the medium of lower rates, these rates should be made still lower to bring more and more volume and net profit.

Political fights in the Senate, and home elections of such men as Senator Moses, have delayed the necessary action of the reduction. This session, therefore, is believed to be a blank in so far as any attention to the postal matters is involved.

Nevertheless, if the fight for lower charges is maintained during this session and the next, it is believed ultimate action next year will give the business interests just what they are looking for—savings of millions of dollars in cheaper mail.

In the tobacco industry the relief will surely be appreciated, too, as few elements of industrial enterprise use the mails to greater extent than the business men of the United States who are interested in tobacco and its products.

Pounds or Grams?

To change from pounds to grams, or from yards to meters is difficult for a nation educated upon the sixteen ounce and the three feet idea of unknown years.

Yet the rest of the world is doing it, has done it. It has even been said that our efforts in the world war would have been shortened many months if we had previously been wise enough to standardize our weights and measurements in conformity with the prevailing rules in Europe.

So Representative Britten, of Chicago, has introduced in Congress a bill providing for use of metric weights and measures system after January 1, 1935. Under Mr. Britten's bill the United States would lead a world movement to substitute the terms "world yard" for meter, "world quart" for liter and "world pound" for 500 grams. He urges adoption of the metric system:

1. For buying and selling goods, wares or merchandise, unless permission to use other weights and measures has been granted by the United States department of commerce or by a state department of weights and measures or by an authorized state official.

2. For charging or collecting for the transportation of any goods, wares or merchandise.

3. Not later than the first day of January, 1935, all postage, excises, duties and customs charged or collected by weight or measure by the government of the United States of America shall be charged or collected in terms of or according to metric weights and measures.

Undoubtedly the change would be beneficial. It would, in fact, place the United States in position to offer its merchandise upon a plane of weights and measures which its customers throughout the world could understand.

Tobacco exporters would be helped, especially. They would be in position to quote in terms which make instant comprehension possible, without the present laborious figuring and estimating now necessary in foreign lands.

Sufficient time, too, is fixed in the bill to enable our own people to accustom themselves to the reform. School boys, coming into business with the next nine years, would be prepared to take the revised system up without resort to the current method of deciphering foreign weights and measures.

All in all, the plan of Representative Britten should be endorsed by business men all over the country, and particularly by men engaged in the tobacco industry.

Tobacco in Medicine

The time of the introduction of tobacco into Europe is difficult to place exactly. It is generally attributed to Nicot who presented some in 1560 to the Grand Prieur de Lisbonne and to Catherine de Medici; hence the names, nicotine, herbe du Grand Prieur, and herbe de la Reine. As to its use in medicine, it rose, after Dr. Georges Petit, to Francis II, who covered with ulcers, saved them with an ointment with a base of tobacco, of which Catherine de Medici gave him the formula: Fresh tobacco leaves, ground in a mortar, one pound; melt half a pound of clean pork fat to the consistency of ointment on a slow fire, and strain through linen.—(Aesculape, 1925.)—Med. Jour. & Rec.

Business Outlook

Recent stock market liquidation should be regarded as bringing stock prices more closely into line with production and trade, which did not share in last year's spectacular rise in stocks. While it must be recognized that such a decline as has recently occurred will exert a certain deterrent influence on general business both psychologically and by reason of widespread financial losses, too much weight must not be given to the stock market as an indicator of the probable course of business during the next few months.

Trade and industry need to be appraised on the basis of their own condition. Fundamentally this is good. There are indeed indications that the great volume of business done during the closing months of 1925 may have been the peak of an upward movement, but the evidences of a slowing down in some industries are reassuring rather than otherwise, says the National Bank of Commerce in New York. Prompt adjustment of production to consumption is the only means by which business can be kept healthy and the basis of the comparative prosperity which the United States has enjoyed during the last three years. The availability of ample credit at moderate rates is a further assurance of the fundamental soundness of business.

The course of production and of commodity prices since 1922 suggests the possibility that variations in business activity may be tending to shorten as well as to narrow their periodic swings. Hand-to-mouth buying has become the practice. With this kind of brake at the distributing end, and with retail buying that is well sustained but refuses to be baited into excesses, the manufacturer is kept very close to his market.

Each year since 1921 a spring spurt in production has been checked before it got far ahead of consumption, making possible an early recovery. Caution and curtailment now evident in a number of lines indicate that a similar adjustment is now in process, a highly desirable situation.

Not the stock market but the size of the crops, the prices the farmers receive for them, and the course of building and construction will be the dominant influences which will determine the course of events beyond midsummer. Business as a whole is healthy and there are no indications that reasonable forward commitments involve more than normal hazards.

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LUTCHER,

LOUISIANA

Eight Months Withdrawals for Consumption

The following comparative data of tax-paid products indicated by monthly stamps are obtained from the statement of Internal Revenue collections for the eight months ending with February, 1926. Percentages figured out by the Tobacco Merchants Association.

	1st 8 Mos. Fisc. Yr. 1925	1st 8 Mos. Fisc. Yr. 1926	+ Increase Quantity	- Decrease Per cent
rs, Class A—U. S.	1,763,498,637	1,796,399,151	+ 32,900,514	+ 1.87%
rs, Class A—P. R.	79,390,165	97,140,555	+ 17,750,390	+ 22.36%
rs, Class A—P. I.	129,019,821	147,833,755	+ 18,813,934	+ 14.58%
Total	1,971,908,623	2,041,373,461	+ 69,464,838	+ 3.52%
rs, Class B—U. S.	876,576,230	720,934,777	- 155,641,453	- 17.76%
rs, Class B—P. R.	11,154,270	7,419,630	- 3,734,640	- 33.48%
rs, Class B—P. I.	2,482,460	2,063,280	- 419,180	- 16.89%
Total	890,212,960	730,417,687	- 159,795,273	- 17.95%
rs, Class C—U. S.	1,691,338,248	1,729,749,414	+ 38,411,166	+ 2.27%
rs, Class C—P. R.	35,019,820	34,161,920	- 857,900	- 2.45%
rs, Class C—P. I.	1,164,121	1,055,462	- 108,659	- 9.33%
Total	1,727,522,189	1,764,966,796	+ 37,444,607	+ 2.17%
rs, Class D—U. S.	90,924,084	100,992,375	+ 10,068,291	+ 11.07%
rs, Class D—P. R.	57,700	82,025	+ 24,325	+ 42.16%
rs, Class D—P. I.	14,401	18,164	+ 3,763	+ 26.13%
Total	90,996,185	101,092,564	+ 10,096,379	+ 11.10%
rs, Class E—U. S.	26,246,304	28,856,530	+ 2,610,226	+ 9.95%
rs, Class E—P. R.	14,872	3,100	- 11,772	- 79.19%
rs, Class E—P. I.	14,872	6,000	- 8,872	- 59.66%
Total	26,261,176	28,865,630	+ 2,604,454	+ 9.92%
All Classes—U. S.	4,448,583,503	4,376,932,247	- 71,651,256	- 1.61%
All Classes—P. R.	125,621,955	138,807,230	+ 13,185,275	+ 10.50%
All Classes—P. I.	132,695,675	150,976,661	+ 18,280,986	+ 13.78%
Grand Total	4,706,901,133	4,666,716,138	- 40,184,995	- .85%
Cigars—U. S.	331,245,600	253,782,140	- 77,463,460	- 23.39%
Cigars—P. R.	9,000,080	7,995,200	- 1,004,880	- 11.17%
Cigars—P. I.	600	600	0	0.00%
Total	340,245,680	261,777,940	- 78,467,740	- 23.06%
Cigarettes—U. S.	48,791,586,393	54,589,589,109	+ 5,798,002,716	+ 11.88%
Cigarettes—P. R.	312,060	362,340	+ 50,280	+ 16.11%
Cigarettes—P. I.	631,887	925,926	+ 294,039	+ 46.53%
Total	48,792,530,340	54,990,877,375	+ 5,798,347,035	+ 11.88%
Cigarettes—U. S.	10,581,054	12,558,613	+ 1,977,559	+ 18.69%
Cigarettes—P. R.	7,570,000	2,125,400	- 5,444,600	- 71.92%
Cigarettes—P. I.	400	6,100	+ 5,700	+ 1,425.00%
Total	18,151,454	14,690,113	- 3,461,341	- 19.07%
Sigs (lbs.)	25,379,848	25,740,265	+ 360,417	+ 1.42%
o Mfd. (lbs.)—U. S.	246,454,572	246,850,880	+ 396,308	+ .16%
o Mfd. (lbs.)—P. I.	147	738	+ 591	+ 401.36%
Total	246,454,719	246,851,618	+ 396,899	+ .16%

U. S. only. + Increase. — Decrease.

Knoxville Would Like Tobacco Factories

The constantly growing tobacco industry in east Tennessee makes especially interesting in this section the proposal in the tax reduction bill now before congress to reduce the internal revenue tax on cigars in order to make it easier to produce better cigars and meet the national need so picturesquely stated by the lamented late Vice President Marshall—that of a good 5-cent cigar. Incidentally, too, this undoubtedly would bring relief and improvement to those able to indulge in the costlier priced cigars.

When finis was written to the year 1923 there were 11,576 cigar factories in the United States, 529 less than at the end of 1922. The output of cigars in 1923 was more than 7,500,000,000, or 127,000,000 less than in 1922. High taxes on cigars in the law of 1924 is said to have been responsible for many cigar manufacturers going out of business. The factories still able to remain in business were unable to improve the quality of their goods, finding it impossible to produce a really good 5-cent cigar. Pennsylvania leads in the production of cigars in this country, the production for 1923 being more than 2,200,000,000. New York, Ohio, New Jersey, Florida and Virginia rank in production in the order named. In the year named these states used more than 142,000,000 pounds of tobacco in cigar factories.

When the calendar years 1923 closed there were 185 cigarette factories in the United States, manufacturing more than 84,700,000,000 cigarettes, and consuming more than 157,628,000 pounds of tobacco. And there were about 10,900,000,000 more cigarettes manufactured in 1923 than in 1922. North Carolina manufactured more than 36,989,000,000 cigarettes in 1923, or more than one-half of the total manufactured in the United States. New York and Pennsylvania followed in the order named. Cigars and cigarettes, as well as tobacco, produce mammoth revenue for the Federal government, the amount growing from \$79,764,000 in 1915 to \$325,638,000 in the fiscal year ended June 30, 1924.

Since cigarettes have apparently become a part of the regular diet of American men and women, as it has been observed, not to speak of the vast army of Americans who prefer to "hit the pipe," and since this section of the

American country is peopled with its share of those who use the weed in one form or another, why not make the most of our opportunities by the manufacture of cigars, cigarettes and smoking tobacco right here in Knoxville? A million dollars, it is believed, would be a small estimate of the money annually expended in bringing the manufactured product into Knoxville. With the tobacco industry annually increasing in East Tennessee, with Knoxville having a tobacco market amounting to more than 3,000,000 pounds, it seems that it would be advisable for some enterprising, far-seeing business men to give the subject consideration.—Knoxville Journal-Tribune.

Perique Grows Only in Louisiana

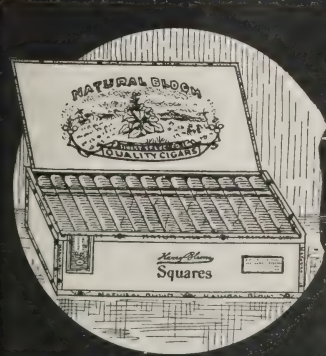
BATON-ROUGE, La., April 3.—In the parish of St. James, a short way from New Orleans, is a historic and picturesque industry, infinitesimal in comparison with many of the other bountiful agricultural crops of the state, but which is peculiarly Louisianan. This is the Perique tobacco industry, alone in the world.

First grown many years ago by an Acadian whose name the tobacco now bears, its cultivation has been kept up continuously ever since by direct lineal descendants of the original M. Perique. Cultivation is confined to a very small area on the banks of the Mississippi, where a favorable combination of soil and climate is particularly adapted to its growth. This tobacco, which finds its chief use as a seasoner for mixtures, is exceedingly strong, with a distinct flavor and aroma. Not many more than 500 acres are given over to its growth.

Not Much Change from Former Times

Perique is raised in much the same manner as any other sun tobacco, the land being properly plowed over and the rows set about five feet apart. The seed is sown early in January and replanted in March or April. The harvesting is done in July. The tobacco then is hung in the sheds to dry, stripped and placed in presses until the following March or April when it is ready for the market. Frequently, however, it is not sold until three or four years old, as Perique, like wine, improves with age.

The yield is about 500 pounds to the acre and its price fluctuates with the demands of the market.



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NATURAL BLOOM
The Cigar of Quality

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They satisfy the smoker because they are good, and the merchant because they sell.

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10c. to 3 for 50c.

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EVANSVILLE, IND.—ESTABLISHED 1850



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Fresh Cigars Kept Fresh
in Airtight Tins

One Size
One Grade
One Price

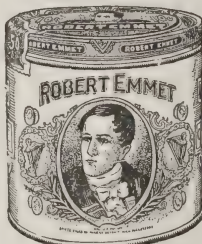
Packed in
Airtight
Tins

10c

The Big Seller

Wherever You Go

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ABOVE ALL

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Bold cigars are an old stand-by with thousands of dealers and smokers everywhere. Stock up in Bolds today.



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Makers of Topic-La Tosella-Recall

San Francisco Has Many Good Trade Sp

Proverbial "Quiet Season" Not Much in Evidence—Slowing Influences Have Spent Their Weakened Forces—Many Extra Good Trade Reports—Various Notable Activities

SAN FRANCISCO, Cal., March 30.—Notwithstanding it is the proverbial "quiet season" for trade in California, especially the retail trade, there are so many "spots" where the reports are of extra good trade for the time of year, as to indicate that what little quiet there is, is probably of short duration. In fact, the influences that work for slowing up trade at this time of the year have very probably spent their force.

Dingman & Van Dyke, the factory men who started up about three years ago, report that March has been the biggest month in the history of their business. While their trade in San Francisco itself is not heavy, they have an excellent run of orders from all parts of the coast, and better orders are coming from every direction. Especially is this true from Spokane and other parts of the Northwest, where they have some live distributors.

Making Heavy Gains

Jos. Rinaldo, president of the Jos. Rinaldo Cigar Company, reports that the campaign he has made on Van Camps during the past month has netted sales of 40,000 more than for the previous month. He is becoming more and more an advocate of centering on a small number of good brands, enough to give the variety that the trade wants. With the Van Camp he has also the El Dallo, which has always been a growing proposition; also the Tom Palmer, which he recently introduced, and which is satisfying the trade for a clear Havana; the Airedale, which is gaining in favor as a five cent cigar.

Meeting with Success

Al S. Levy, hustler for the Continental Tobacco Company, reports that so far this year they have been having great success with the Revelation cigarettes. So promising is the trade on these, as well as on the Dunhill, that they have put another salesman on for the local territory.

Mike Markovits, who recently retired from the firm of Joseph Rinaldo, will from now on act as factory representative for Yocum Brothers in Northern California. The Y. B. brand of cigars is now distributed by Michalitschke Brothers & Company in San Francisco, and by H. & S. C. Berovich in the East-Bay territory. Mike himself has a thorough acquaintance on both sides of the bay, having worked both territories.

H. L. Judell & Company seem to think that the San Joaquin Valley belongs to them. They have always had a fine

run of business in the valley; and to meet the needs of the growing trade, there have put on another man, Dennis, one of the best known salesmen in the valley, who will sell Alhambra cigars.

Sam Caro, well-known salesman of the Pacific Coast, who is now going into the manufacturing end of the trade, has rallied from his serious attack, and is navigating around once

In New Location

A. H. Wagner has now one of the most attractive cigar stores of the city. He has been obliged to move because space in the Russ Building was wanted by some fellows who took a new office building, and he has put up a thirty story office building, which he appreciates very much, however, as a stand with street window display is making good use of the wide "right off the bat." He also is looking at what they bring him, and concluded in a few days' trial that it is a good investment. He has moved at 341 Bush street, not far from the stand, so that he retains a good view of his old regular trade.

Ike Dorman, present owner of the famous old Blaskower stand at the corner of Montgomery and Bush streets, is another one who has been caught in the onward sweep of progress, loosened from his moorings. He bought out the stand at 346 Bush street in order to be near to the old stand and hold his line of customers. The Blaskower stand is now a matter of history, for there will be no corner in the new skyscraper to take the place of the old Russ building.

"Pop" Royston has said adieu to the cigar business, and retired to the country. He has been holding for a retirement ever he wanted it. He has been a faithful prop for the General, and had thought they could not run him. But it seems he has done good service for them, that they are now strong enough to keep on anyhow.

Irvin K. Brower, head of the advertising and purchasing department of the San Francisco branch of Light & Myers, has been taking an involuntary vacation at the hospital, though his illness does not seem to be critical.

Back from Orient

Alfred Ehrman has returned from a three months' trip to the Orient. There he was looking after some business interest as well as investigating.

(Continued on page 32)

HOYO de MONTERREY

The Aristocrat of

Imported Cigars

VALERIANO GIUTERREZ, Representative

82 Wall Street

New York



Havana Tobacco Mart Makes Few Sales

Corral, Wodiska & Co. Secure 149 Bales—New Crop Offers Greatest Interest During Dull Days—Plenty for Everybody—All Cut in Remedios Section—News From Various Sectors—Vuelta Abajo Yield Light.

HAVANA, Cuba, April 1.—While during the first days of this week at least few sales took place, the market is absolutely quiet after this, as only a single bale was moved.

Corral, Wodiska & Company, of Tampa bought 148 bales of clean Arzobispo upper grades from Cano & Company.

Valter Sutter Company, notwithstanding the large quantities bought of last year's Vuelta Abajo and Semi Vuelta, added 90 bales more of Semi Vuelta 14's to the stock of one of its main customers.

Other purchases were made by local cigar and cigarette manufacturers, and a few lots of wrappers and fillers were changed, being bought by local dealers for consumption in Cuba.

New Crops Most Attractive Feature
The new tobacco crop represents in quiet days the main interest of packers and dealers. Several of them have made short trips to the country or have sent their representatives there, in order to get some information regarding condition of new crops.

Partido the farmers have started packing tobacco in bundles and in bags. Some packers of this section do not seem to be very well satisfied with the crop, speaking of unclean leaves and poor quality. This may be true in certain sections, or rather with all part of tobacco, as the farmers during almost the entire period of the year and cutting were very much occupied with the result.

Packers Pass Resolutions

At the packing in this part of the island the members of the Section of Packers held another meeting April 29, and decided:

To ratify their resolutions not to buy any tobacco to the villages' respective packing-places until further notice.

To name a commission with ample authority in order to try to come to an understanding with the Federation of Packing-Laborers before any tobacco is bought to the places; members of the commission being: Antonio Godoy, Bernardo Jorge, Salvador Castañeda and José Torano.

The packers of the Remedios section will also hold a meeting within short time in order to come to a mutual understanding.

In the entire section of Remedios tobacco has been cut, but so far nothing could be put in pile, as the weather during the last few weeks was quite dry. This was one of the reasons that the second cut turned out to be somewhat shorter than expected. Still, everybody coming from the country is very well satisfied with the quality and condition of tobacco, as well as with the quantity, which most certainly will encourage to pick out their goods with almost calm, and defend themselves as far as prices are concerned.

Everybody is of the opinion that prices will have to come down considerably. Regarding proportion of heavy and upper grades, nothing can be said this far, although the general opinion is that there will be an abundance of light grades.

In some sections the second cut proved to be shorter, and consequently, heavier also, due to the dry weather during the last period, for which reason all possible types of tobacco will be represented in the new crop.

As to Vuelta Abajo very little can be added. The crop is considered same as before; "rather light" and probably for this reason some lots of more prompt acceptance, than holders expected.

Walter Kaffenburgh, member of the local firm of J. Kaffenburgh & Son left for the North, Tuesday, after a long inspection trip in the Manicargua section, where his firm is leading during a good number of years.

Manuel A. Suarez (Cache) expects to go during May with his family to Spain and take a well deserved rest for a couple of months.—GALLO.

Haitian Leaf Imports Show Increase

WASHINGTON, D. C., April 3.—There was an increase in the leaf tobacco import into Haiti during the fiscal year 1924-25, the amount imported being 2,012,306 pounds compared with 1,453,109 pounds for the previous year. Practically all of this came from the United States. Natural conditions in this district favor tobacco culture but no capital has been available to develop the possibilities. Experimentally tobacco has been successfully grown under the supervision of government experts.

American cigarettes, as usual, were sold in considerable quantities here last year. Of approximately 16,000,000 cigarettes imported, about 14,000,000 came from the United States and 2,000,000 from the Dominican Republic. Of 179,000 cigars imported, 144,000 came from the Dominican Republic, 18,000 from Jamaica and 13,000 from the United States. The absence of Cuban cigars is noticeable in this market.

The cigarettes manufactured in Port au Prince are of good quality and cheap in price. Two companies are putting out brands that seem to be gaining in favor. American tobacco seems to be the main constituent of these cigarettes although some locally-raised tobacco is used.—LAMB.

Smoking on Mars

Telescope Man: "Step right up, ladies and gents, an' git a squirt at the planet Mars for a nickel, half a dime!"

Old Lady Customer: "Goodness gracious! There must be a volcano on it; see that smoke!"

Telescope Man: "Will the gent with the pipe please step away from in front of the instrument?"

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the World's
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GERVASIO 182, HABANA, CUBA

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Havana Leaf Tobacco of all kinds

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Leaf Tobacco

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DEMA INFINITO LORD BYRON

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Specialty—Remedios & Vuelta Abajo Tobaccos

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Habana, Cuba

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Cable ANTERO

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Tobacco from Havana		P. Costa
S. S. Orizaba	—March 30	N. Y. & P. R. SS. Co.
	Barrels	S. S. Coamo
M. A. Andre	22	L. Hirsch
A. Ruiz	2	Durlach Bros.
B. Castellano & Co.	35	Madera Tobacco Co.
Friend & Co.	76	Durlach Bros.
H. Duys & Co.	50	S. S. Porto Rico
M. Friedman	15	Congress Cigar Co.
M. Alonzo & Co.	8	Stern, Mendelsohn Co.
Eastern Leaf Tob. Co.	1	
E. Rosenwald & Bro.	26	
J. Rodriguez & Co.	19	
S. Rossin & Sons	10	
Ruppins, Inc.	184	
J. Arguelles	4	
Waitt & Bond	304	
M. A. Andre	50	
Hinsdale Smith & Co.	166	
M. Winter & Co.	26	
Ernest Ellinger & Co.	16	
O. Eisenlohr & Bros.	70	
Stern-Mendelsohn Co.	27	
M. B. Pendas	10	
M. Lopez & Co.	5	
To Order	79	
A. Ruiz	10	
General Cigar Co., Inc.	325	
H. Duys & Co.	4	
M. Alonzo & Co.	5	
P. N. Jacobsen Cigar Co.	1	
I. Kaffenburgh & Sons	10	
M. Schwarz	16	
J. Rodriguez & Bro.	2	
S. Rossin & Sons	200	
American Cigar Co.	97	
Ruppins, Inc.	20	
Yocum Bros.	40	
J. Arguelles	1	
F. Miranda & Co.	5	
	Pkgs	
A. Ruiz	2	
General Cigar Co.	254	
W. O. Smith & Co.	10	
Friend & Co.	3	
Eastern Leaf Tobacco Co.	5	
J. Rodriguez & Bro.	2	
P. Lorillard Co.	90	
S. Rossin & Sons	10	
G. H. P. Cigar Co.	139	
Edwin Cigar Co.	30	
American Cigar Co.	88	
G. M. Beyea	95	
Yocum Bros.	19	
M. Winter & Co.	2	
Starlight Bros., Inc.	5	
On Order	46	
S. S. Experta	—March 29	
K. Straus & Co.	165 Bales	
K. Straus & Co.	117 Barrels	
K. Straus & Co.	23 Pkgs.	
Tobacco from Holland		S. S. San Lorenzo
S. S. Volendam	—March 29	
	Bales	
J. Willing & Co.	31	
R. J. Kugelmann, Inc.	17	
E. Rosenwald & Bro.	57	
A. Bornholdt Co.	41	
Herzog & Sarluy	56	
H. Duys & Co.	378	
Cullman Bros.	225	
Equitable Trust Co.	119	
On Order	125	
General Cigar Co.	14	
The Ideal	1	
	Cases	
Tobacco from Porto Rico		S. S. Coamo
S. S. San Lorenzo	—March 22	
	Bales	
Hamburger Bros.	54	
Kohlberg, Gonzalez & Co.	3	
Maderia Tobacco Co.	100	
	Barrels	
Durlach Bros., Inc.	200	
Kohlberg, Gonzalez & Co.	184	
Cigars from Manila		S. S. Porto Rico
S. S. Pres. Adams	—March 2	
S. Frieder & Sons	1,100	
Bowling & Co.	1,100	
Determan & Co.	1,100	
Tobacco from Greece		S. S. Storm King
S. S. Storm King	—March 2	
American Tobacco Co.	1,100	
R. J. Reynolds Tobacco Co.	1,100	
Tobacco Products Co.	1,100	
Tobacco from Italy		S. S. Livorno
S. S. Livorno	—March 2	
Davies Turner & Co.	1,100	
S. S. Conte Diancomano	—March 2	
Agencia Del Monopoli	1,100	
Tobacco from Sanchez, D. F.		S. S. Spes
S. S. Spes	—March 2	
J. Nais, Inc.	1,100	
Tobacco from England		S. S. Baltic
S. S. Baltic	—March 2	
American Tobacco Co.	1,100	
Tobacco from Belgium		S. S. Novian
S. S. Novian	—March 3	
E. Rosenwald & Bro.	184	
Cigars from Havana		S. S. Orizaba
S. S. Orizaba	—March 3	
British-American Tobacco Co.	1,100	
Central Union Trust Co.	1,100	
Alpers & Mott	1,100	
Rothernberg, Schloss Cigar Co.	1,100	
Faber, Coe & Gregg	1,100	
Wakem & McLaughlin	1,100	
Duncan, Moorhead Co.	1,100	
A. J. Billin & Co.	1,100	
C. B. Perkins Co.	1,100	
Park & Tilford	1,100	
G. S. Nicholas & Son	1,100	
J. A. Whitcomb	1,100	
S. S. Pierce Co.	1,100	

(Continued on page 32)

EDUARDO H. GATO



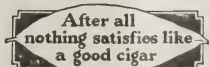
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Cigars or Asparagus What Are They?

CIGAR containers that are substitutes for the natural wooden box seem to be hiding something. They reveal only part of the cigar, much to the smoker's dissatisfaction. He wants to observe the whole length of the smoke, for shape, size and color.

It pays to play up to his preferences. He's the American man who buys the cigars you manufacture and by whose patronage you prosper.



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"After all, nothing satisfies like a good cigar."

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CONNECTICUT SHADE AND BROADLEAF
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M. J. GANS **PACKER AND DEALER IN**
 Connecticut, Havana and Broad Leaf Tobacco
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HUNTING BROS.
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BROAD LEAF and HAVANA SEED Tobacco

SILBERMAN & KAHN, Inc.
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 Packers of Connecticut Broadleaf and Havana Seed.
 109 COMMERCE STREET, HARTFORD, CONN.

S. A. FASSLER & CO.
 GROWERS OF SHADE AND PACKERS OF
CONNECTICUT TOBACCO
 148 STATE ST., HARTFORD, CONN.

Connecticut Market Has A Quiet Week

The Passover and Tax Reduction Going Into Effect Help Slow Up Activities—Many Packers Have Supplied Their 1925 Leaf Wants—Some Interest in Pool Affairs.

HARTFORD, April 3.—The past week was rather quiet on this market, owing, no doubt, to the advent of Passover holidays, keeping many of the trade at home. This, along with the cigar tax reduction going into effect this week, kept a good many buyers from this mart. They will, of necessity, have to show up later, and replenish stocks. More especially so, since the tax reduction is bound to help the cigar business. And, most of all, the goods in which our tobacco is largely used, and on brands where the manufacturer has passed the tax saving on to both jobber and retailer.

were caught by a late frost and had to be barrowed over and re-set.

Much Indecision Noted

Never can the writer remember a season, when so many growers, both large and small, were so undecided, about the fertilizer requirements. Some have even placed an order, and will probably await until the last minute, then expect prompt delivery, when railroads are already almost crowded to capacity in all manner of other kinds of goods, except those of the cigar leaf industry.

Buyers in the Market

Buyers here during the week were Leo Hirsch, R. Stanley, C. R. G. Smith, A. I. Mendelsohn, B. G. McCall, of Gen'l Cigar Co. and G. W. Burgh of New York.

Sales were not as large as last week but still of considerable volume and comprised all kinds and shipments on the way to go forward in good sized lots. Geo. F. Gershel, son of M. L. Gershel, was married to Miss Sally Markson, Hartford, Wednesday, March 31, at Hotel Bond. They have sailed for a two months' honeymoon in Europe.

Association Activities

Charged with "making a mistake," H. Sloan, of Broad Brook, for 14 years a supervisor of inspectors for Connecticut Valley Tobacco Association, a yearly salary of \$5,000 was forced to resign, March 17. Mr. Sloan said recently. According to the Courant, Clarence E. Johnson of Wapping, assistant supervisor under Mr. Sloan, in protest of the association's action, resigned the same day. Mr. Sloan added, which was news to the general public.

The trouble between the association and Mr. Sloan arose over the sale of 1925 crop of tobacco by Byron E. Vis of Wapping. Mr. Sloan said he signed the contract between West and the buyer, believing that West had a permit to sell but later it was discovered that West had no such permit.

Some time before the sale, according to Mr. Sloan, West told him that he had made an application to the association for a permit to sell and that he wanted Mr. Sloan to fix up the contract where the permit was granted. Mr. Sloan then told West to telephone him whether he had arranged to sell the tobacco, and that he (Sloan) would come over and make out the contract. Later, Mr. Sloan continued, Mr. West called him on the phone, told him he had sold his tobacco and asked Sloan to make out the contract. Mr. Sloan said he assumed that West had received the permit, so he went to West's home and made out and duly signed the contract for the association.

The association informed Mr. Sloan immediately that Mr. West had no permit. At a meeting of the executive committee, March 16, after some discussion the committee members directed President Joseph W. Alsop to demand Sloan's resignation, Mr. Sloan said. This Sloan did and Mr. Sloan tendered his resignation March 17 and it was immediately accepted.—NUTMEG.

The Connecticut Valley Tobacco Ass'n, Inc.

JOSEPH W. ALSOP, Pres.

Headquarters:
 225 State Street
 Hartford, Conn.



El Rees-so Incorporated

GREENSBORO, N. C., March 29.—Information papers have been filed for El Rees-so Cigar Company, with a capital of \$100,000. Thirty thousand shares of this has been paid in, and the incorporators are William A. Daley, William Callum, Jr., A. R. Joyner, Jr., H. W. Grant and Lunsford Richardson, of Greensboro.

The Home of Connecticut Broadleaf
J. E. SHEPARD
 Grower and Packer of
Connecticut Broadleaf Tobacco
 South Windsor, Conn.

Co-op Receivership Suit

(Continued from page 3)

under the present management a commission as had been suggested would go far toward restoring the association in the confidence of the tobacco growers, and instead of hurting cooperative marketing, would give them accurate information as to the standing of their association, with recommendations of men who in all probability would be experts, as to how to continue, if they thought it best.

Mr. Sapiro apparently was taken by surprise by this suggestion, and had but little to say. His suggestion that a bond of \$100,000 be required brought a loud laugh by opposing counsel, but he explained that unless new leases could be secured within the next 30 days an en-year's rental on some of the property might be lost.

In his closing argument yesterday, Mr. Sapiro denied that the association had failed of its purpose, and charged its partial lack of success is due to the efforts of its enemies to discredit it by the dereliction of its members, due to proselyting on the part of persons interested in seeing the power of the association broken. He argued that the reason growers received the same or better prices for their tobacco than the members of the pool was that the buyers had to pay it to keep them from joining the organization. Were the threat of a strong cooperative removed, he said, the price of tobacco would fall to new low levels, as it did in Kentucky when the association there was broken up. A receivership, he said, would spell the end of cooperative marketing in this section; dump millions of pounds of tobacco on the market at a time when the market cannot stand such receipts, and place all growers back into the hands of the buyers without any protection. He pleaded that the association be allowed to work out its own salvation.

The hearings during the week have been marked by a thrashing out of the various charges of insolvency, extravagance and incompetence that have been made in recent months by the critics of the association, and there was also free use of the report of the Federal Trade Commission's report on its findings during an investigation as to the conditions. Much emphasis was laid upon the contention that the association did not "tote fair" with its signers going ahead with its organization in 1922, without having more than 50 percent of the crop signed up. A number of witnesses were put on the stand to testify as to this allegation, among them being the widow, since married again, of the late J. M. Galloway, of Galloway county, who was during his life time the largest tobacco grower in the world. It was intended to show by her testimony that the tobacco signed by her husband and numerous tenants, was counted twice as being separate and distinct. It was further offered as evidence of a failure to tote fair the proclaimed sign-up that the signers for the different years had shown a very small percentage of the total crop handled and delivered to the pool. The defense rejoined that "his small signing was due to the defection of members and the refusal of contractors to deliver.

The most dramatic period of the week's hearings, however, was perhaps the opening day, and followed the plea in abatement by the association. It charged four North Carolina attorneys

with having conspired with James H. Wilson, a tobacco warehouseman of Virginia, to commit a fraud upon the jurisdiction of the court by having induced five association members of Pittsylvania county, Virginia, to become parties plaintiff, and threw a bombshell into the proceedings.

Former State Senator P. W. Glidewell, of Reidsville, and Aaron Sapiro, were the storm centers. Mr. Glidewell, who was charged with the most active part in the alleged conspiracy, appeared twice to be on the verge of offering physical violence. He expressed a "supreme contempt" for Mr. Sapiro.

Twice Mr. Sapiro called for the protection of the court, once in the morning, when Judge Horton exclaimed, "We have accused these gentlemen of so much fraud and stealing that it is no wonder they accuse us," and again in the afternoon when Mr. Glidewell hissed a short aside to the Californian, the only words of which distinguishable at short distance were, "Meet me outside." Each time the appeal to the court carried a sting for opposing counsel.

Fragments were still flying and the smoke had not cleared away when the court adjourned for the day at 6 o'clock in the evening, following an afternoon of argument in which personalities of attorneys on both sides figured largely.

The Plea in Abatement

The plea in abatement filed by the association, and the answers by plaintiffs' counsel, in brief, follows:

1. That Attorneys Horton, Jones, Person, and Glidewell had induced the Virginia plaintiffs to become parties to the action through misrepresentation of fact, when really they had no grievance. The answer was that the action was brought in good faith and that no efforts had been made to "induce" any one to become parties. Emphatic denial to the charge of misrepresentation was made.

2. That in February, 1926, other tobacco growers were invited to join in the receivership action in Franklin County Superior Court and that none joined. This was intended to show that there was no general desire on the part of the growers to have the association declared bankrupt. The answer was that, had the Franklin county action been carried to completion, plenty of joiners would have made their intention known.

3. That it was decided by attorneys for the plaintiffs to secure Virginia plaintiffs in order to bring the case into the jurisdiction of the Federal court, and that Attorney Glidewell asked J. H. Wade, of Virginia, to secure joiners in the action, and that Wade refused and referred Attorney Glidewell to J. H. Wilson. The answer was a general denial.

4. That Attorney Glidewell conferred with Mr. Wilson, March 8, 1926, and that Wilson joined with him and agreed to secure other plaintiffs in Virginia. The answer was an admission that Glidewell conferred with Wilson, but a denial that there was anything out of the way in that.

5. That Wilson was not a member of the association, nor a creditor, but an outspoken enemy of the association, and president of the Virginia-Carolina Warehouse Association, which has fought the association at every stage. The answer was a denial that this had anything to do with the matter at hand.

6. That the bill was prepared in the office of Horton & Jones in Raleigh, before it was known who would be the plaintiffs; that the place for the signature of the plaintiffs was left blank and the document sent to Attorney Glidewell. The answer was an admission that of the truth of the allegations, but a denial that the question is material.

7. That March 9, L. L. Moffett, of the firm of Horton & Jones, met J. H. Wilson in Danville, and arranged a conference of growers who might be interested in becoming plaintiffs. The an-

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swer was an admission that such was the case.

8. That March 9, Attorneys Glidewell and Moffett and Wilson met some of the plaintiffs and that the growers present verified the bill without reading it or having it read to them. The answer was an admission of the meeting and the conference, but a denial that the plaintiffs had signed the bill without having full knowledge of its contents.

9. That P. W. Glidewell represented that voluntary bankruptcy proceedings were being contemplated by the officers, and that the grower members would probably lose everything if that was allowed to be carried out. The answer was an admission that Attorney Glidewell did make such a statement.

10. That the plaintiffs were not the real plaintiffs, but were secured solely to obscure jurisdiction, and that they had affixed their names only under false representations. This was denied in toto, following which the plaintiffs set forth in considerable detail that the association is indebted to them in large amount; that they ratify, approve and re-adopt the bill, and charge that the plea of abatement was not made in good faith, but to prejudice the chances of the plaintiffs and to becloud the issues. Furthermore they set forth that the growers had discussed the action for a long time; that the association has not proved successful, and that they were sincere in seeking relief from the burdens cast upon them by the poor management of the association. The affidavit was signed by the five original plaintiffs.

Read Affidavit

Attorney Glidewell then read an affidavit in which he denied in full that he had been guilty of any improper actions, and branded the plea "impertinent and scandalous."

Judge Meekins deferred his decision in the abatement plea for several days, and finally ruled it out. He admitted at first that it was a debatable question.

Future Action Uncertain

Just what the next move now will be remains to be seen. By the action of Judge Meekins in reserving the right to call up the case again, if he found it necessary, it is thought that he wishes to await developments within the association, to see whether a satisfactory arrangement is made of the points at issue, and to the pleasure of the farmers.—H.A.D.

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Patterson Resigns From Tri-State Co-op

HENDERSON, N. C., April 3.—Moving with swift precision to clean house, they were advised to do by Judge Isaac M. Meekins during the hearing last week in Federal district court at Raleigh when a receivership was sought, but vetoed by the court, the directors of the Tri-State Tobacco Growers Cooperative Association, in session in Raleigh today, received and quickly accepted by a vote of 17 to 3, the resignation of R. R. Patterson as general manager. Patterson has been charged with T. C. Walks, Jr., warehouse manager, with making huge profits out of redrying the association's tobacco at a time when they were paid directors of the association.

To serve in the stead of Patterson, and to direct the affairs of the association until a new manager can be found, the directors put in George A. Newwood, of North Carolina, the president of the association; Bright Williamson, of South Carolina; and E. G. Bagley, of Virginia, the two latter being directors. There was an air of optimism and satisfaction in the meeting over the outcome of the decision of Judge Meekins yesterday in refusing the receivership, and Aaron Sapiro, general counsel for the association, who led the fight for the defendant company, declared today that the association is now in the best position it has ever been in to carry on.

It is said to have been known in Raleigh last night before Judge Meekins signed his order that the Patterson resignation would be presented to the directors today, and it is thought a judge knew it was coming, though it is denied that it influenced his ruling. It is understood to be the opinion in some quarters that the next resignation, by way of a further housecleaning, will be the retirement of Oliver J. Sands, financial king among the co-ops, who sent a long letter to the directors at their meeting today telling what a valuable asset Patterson was. The Sands letters said to have been very much disliked by co-op circles today.

It is said the plaintiffs in the receivership petition, heard all this week, are much pleased with the outcome of the court action, this in the face of the fact that, so long as the court retains jurisdiction, there can be no more suits, which have done no little to destroy co-morale.

The decision in the court was also pleasing to the American Trust Co.

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my, agent and trustee, and the Federal Intermediate Credit Bank, and there is the likelihood, it is said, of any further trouble from without. The association may not undertake the original signing, but it will organize the loyal ones and see the thing to a finish. There was mention of voluntary liquidation at day's meeting.

"The Tobacco Growers Cooperative Association can now go ahead and make progress," was the word that Sapiro d William T. Joyner, his associate counsel, told the directors in commenting on the court's ruling, adding that they would not want a single word weighed in the decision handed down yesterday. Sapiro today stated that "we've paralyzed this series of receivership actions against the association by having retained in the jurisdiction of the Federal court. We are satisfied to have it as that we be confined to our usual business. As the decree now stands it is in it everything that we need to protect ourselves; and there are no harmful strings tied to the decision. The association is absolutely at liberty to handle its own affairs in its own way, under its own leaders."

The Patterson resignation becomes effective immediately. There had been the suggestion of retaining his services as manager of the association's sales and departments, but today's action of the board severs Mr. Patterson's entire connection with the association, it is said.

Some further economies and changes in the employees of the association are expected directly as the result of today's important steps of the board in changing its former management. Just what and when they will take place is not known.—HAD.

New Pool Movement "On Its Way"

DANVILLE, Va., April 3.—The movement to rebuild the co-operative marketing structure has started with the determination to profit by the old mistakes and to provide an organization, concerning which all of the growers will be kept posted. There is no secret of the fact that many of the men officially identified with the present pool organization will go with the new organization should it develop the necessary 65 per cent sign up. It is equally obvious that certain members of the official family at present identified with it will not join the new roster. It promises to be one of a dirt farmers' organization that it was before.

County meetings are being held, contracts are being signed by the out and out "co-op" enthusiasts. Others are taking them home and reading them and conferring over the provisions. The field forces of the Tri-State organization, which dies with the end of next marketing season, are at work signing up the membership for the new organization. The lethargy which followed the startling exposures of a few months ago appears to be passing, and the evidence brought out at the receivership hearing at Raleigh, showing that many of the allegations made against the pool were unfounded, has had an encouraging influence.

Much, however, remains to be done to overcome the suspicion planted in the minds of a large element of the growers. The sign-up promises to develop its greatest strength when those at the helm are definitely known.—TETLEY.

Average Crop Expected In Virginia

RICHMOND, Va., April 3.—Virginia, during 1926, in all probability, will put in an average tobacco crop, despite the fact that in 1925 her total receipts to the farmer for this product was only \$20,000,000 compared to \$30,000,000 for 1924. This was due to the low price offered for tobacco, although a 10 per cent reduction of acreage, combined with the lowest grades of tobacco except sun cured, since 1920.

According to a survey of the Virginia tobacco crop prepared for the Virginia State Chamber of Commerce by the Division of Markets of the Virginia Department of Agriculture co-operating with the Bureau of Statistics of the United States Government, the 1926 outlook is still uncertain and depends upon weather conditions and the reaction of the growers to last year's disappointments. Reports March 1 indicated a slight increase in the acreage as compared with 1925. The greatest increase probably will be in the Burley section of southwestern Virginia, where the crop is grown as a side line on the general grain and livestock farms. In the dark-fired section growers are almost certain to receive lower prices than in previous years due to the decline in demand of both the domestic and export markets for this type of tobacco, the State and Federal authorities seem to agree.

The tobacco counties of Virginia have been advised to grow sufficient

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CHASE CITY, VA.

food for their own requirements and to grow only as much tobacco as can be properly cultivated and handled with the normal supply of labor. A "Live at Home Campaign," is being conducted by the Virginia Agricultural and Mechanical College and the State Agricultural Department thinks that this will reduce the tobacco acreage.

The estimating authorities believe that the probable production during the coming year will be between 120,000,000 and 150,000,000 pounds for all classes of tobacco. With a good season the larger figures will be approached.

The production and value of the 1925 Virginia tobacco crop were both below the average of recent years. The severe drought last summer reduced the yield and lowered the quality of the leaf. The 1925 production of Burley exceeded any in recent years, while the production of other types was considerably below the average. Virginia averaged \$15.70 per hundred for all types of tobacco, compared with \$21.40 a hundred in 1924. The total value of the 1925 crop was approximately \$20,000,000 compared with \$30,000,000 for the preceding year.—R. F. NELSON, Virginia State Chamber of Commerce.

Baltimore Market

BALTIMORE, Md., April 1.—Gieske & Niemann, leaf tobacco merchants, make reports as follows:

MARYLAND.—While receipts fell off to 104 hogsheads, sales increased to 140 hogsheads. The demand continues good for all but the greenish and rough grades of new crop tobacco.

OHIO.—Nothing to report.

Association Data

Leaf Tobacco Associations of Baltimore City issue these statistics for the week ending March 31:

Receipts, Including Reinspection				
	This Week	Previously only	Total	Net to Date
Maryland	128	2,004	2,132	1,727
Ohio	4	2	6	742
Total	132	2,006	2,138	1,727

Reinspections this week: Maryland, 24, Ohio, 4; to date, Maryland, 405, Ohio, 6.

Deliveries				
Maryland				
	Coastwise	Domestic	Foreign	Total
This week	478	83	561	1,122
Previously	1,693	6,531	8,224	16,448
Total	2,171	6,614	8,785	17,569

Stock in Warehouses				
	Maryland	Ohio	Total	
Stock Jan. 1	11,451	680	12,131	
Receipts since	1,727	—	1,727	
Delivered since	13,178	680	13,858	
Stocks today	4,393	636	5,029	

Sales				
	Maryland	Ohio	Total	
This week	140	22	162	
Previously	1,723	—	1,723	
Total	1,863	22	1,885	

Groundleaves to date, 793 hogsheads.

Changes Made in Tri State Management

RALEIGH, N. C., April 5.—The Tobacco Growers Cooperative Association made material changes in its management last Saturday when the Board of Directors accepted the resignation of Richard R. Patterson, former General Manager, and appointed in his place a committee of three directors from North Carolina, Virginia and South Carolina, including President Geo. A. Norwood, of Goldsboro, N. C., Vice-President Bright Williams, of Darlington, S. C., and director G. Bagley, of Kenbridge, Va.

This important action followed immediately upon the legal victory which resulted from a five day battle in the Federal Court at Raleigh last week when United States Judge, Isaac N. Meekins, declined to grant a receiver for the association. "The Tobacco Growers Cooperative Association can now go ahead and make progress, Aaron Sapiro and Colonel W. T. Joyner, its attorneys, told the director at their meeting, April 3. They declared that they would not want single word changed in the decision handed down by United States Judge Meekins.

Association Solvent

The counsel for the association whose brilliant defense of its operations proved to the satisfaction of the court that the association was not in solvent and that there were not fraud or current evils in the association which would warrant a receivership stated "This series of receivership action against the association has been paralyzed by the retention of the case in the jurisdiction of this Federal Court. We are satisfied to have suggested that we be confined to our usual business. As the decree now stands it has everything in it that we need to protect ourselves and there are no harmful strings tied to the decision. The association is absolutely at liberty to handle its own affairs, its own way, under its own leaders.

Patterson Goes

The resignation of Richard R. Patterson, for four years leaf manager and recently General Manager of the association, was accepted by the directors to become immediately effective. There has been some suggestion of retaining Mr. Patterson's services as manager of the association's sales and leaf departments; but the action of the board severs Mr. Patterson's entire connection with the tobacco association.

The determination of the board to carry on with this change of management was expressed as follows in a resolution unanimously adopted: "That the president appoint a committee of three to include himself, one director from Virginia, one from South Carolina to perform all duties of general management, direct and carry on the activities of the association until further order by the board. Among other things the said committee shall make recommendations for a new general manager, shall make any other

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DANVILLE, VA.

changes which it may deem advisable among other employees, and shall generally carry on work of this association, subject to the instructions of the board."

Some further economies and changes in the employees of the association are looked for directly as the result of this important action of the board in changing its former management.

Up to the Farmers

While the association is now in a satisfactory position to carry on its business, the future protection of tobacco prices is strictly up to the farmers of the old belt of Virginia and North Carolina and depends upon the way in which they sign the new contract for the new association.

That contract which contains very important changes and new safeguards to the growers' rights is now being presented to the old belt tobacco farmers by the organization committee of the proposed Old Bright Belt Tobacco Growers Cooperative Association.

In its pages are the following reasons which represent the wish of tobacco farmers after four years' experience of cooperative marketing. Among other things the by-laws will provide:

a. For an invitation and request for an annual investigation of Association affairs and books by one or more public officials of North Carolina and Virginia.

b. That annually there shall be published the individual salaries of officers and department heads and the average salary of minor employees in each department; that there shall be published any member upon request the individual salary of any employee of its Association.

c. That no director except the President shall be an employee of the Association.

d. That new Directors shall take office annually prior to the making of annual contracts with employees.

e. That no Director or Officer of the Association shall engage in redrying tobacco for the Association or shall have a financial interest in any business which makes a profit through trading in any way the tobacco of its Association or through selling to its Association or buying for or from its Association any physical supplies."—S. D. FRISSELL.

Action in Dark Pool Case Deferred

LOUISVILLE, Ky., April 3.—A motion dismiss a suit asking for a receiver for the Dark Tobacco Growers' Cooperative Association under submission Friday by Judge Charles I. Dawson in the Federal court here, following arguments on the court's jurisdiction to act in the case. Attorneys are given until April 12 to file briefs.

In addition Judge Dawson took under submission a motion to withdraw thirty-one names of the original twenty-one Tennessee farmers who asked a receivership for the pool. He did this after overruling a motion made by W. T. Fowler, counsel for the farmers, asking that the names not be withdrawn. The thirty-one farmers filed petitions stating their names had been obtained for the suit through misrepresentation.

In his motion Mr. Fowler wanted the thirty-two farmers to show through what process they came into court and by whom they were represented. Mr. Fowler also filed a petition adding the names of fifteen Oakley County, Tennessee, farmers to the list of plaintiffs.

Jurisdiction of the Court here in deciding the case was attacked by

James Breathitt, Jr., of Hopkinsville, counsel for the association. He sought to show absence of a diversity of citizenship necessary to bring action in a United States Court.

R. J. Reynolds Stock Change Approved

WINSTON-SALEM, N. C., April 6.—At special meeting, stockholders of R. J. Reynolds Tobacco Company approved changes in the charter which will provide for an authorized issue of \$130,000,000 Class B common stock of \$25 par. There is \$70,000,000 of Class B outstanding. Increase of \$60,000,000 in authorized B stock will give leeway for future financing, although directors have no plans at present for its use.

Authorization was effected through approval of an exchange of B stock for \$10,000,000 of old \$100 par common, none of which has been outstanding for years, and for \$50,000,000 authorized preferred, which was still provided for in the charter, although the entire outstanding issue of \$20,000,000 was retired last year.

Grecian Leaf Handled in Trieste Before Shipping

WASHINGTON, D. C., April 5.—On account of the fact that labor is cheaper in Trieste than in Greece, much of the Grecian leaf destined for the United States is shipped to Trieste, manipulated there, and re-exported to the United States, according to a report received in the Department of Commerce from Consul T. D. Davis in Patras. One American firm so handled 750,000 pounds of Greek tobaccos in 1925. Another large firm which during 1924 shipped over 500,000 pounds from the district of Patras to the United States in 1924, exported nothing to America in 1925.

This information is corroborated by the official trade reports of the United States, which show that imports of leaf tobacco from Italy have increased from less than 500 pounds in 1922 to 2,395,000 pounds in 1923, to 5,605,000 pounds in 1924, to 10,332,000 pounds in 1925.

Italian trade reports show exports from Trieste to the United States to be 7,649,331 pounds in 1924 and 9,777,883 pounds in 1925.—LAMB.

Shipp Calls Attention to Typographical Error

Errors will creep, crawl or jump into the best regulated publications, even like unto TOBACCO. Witness: J. V. Shipp, of Midway, Ky., calls attention to a typographical error in the caption describing pictures illustrating his story on page 91 of our Dixie Number, March 25. The error was made by a transposition of two figures, 1 and 2, making the correct amount, \$12.50, read incorrectly, \$21.50.

Owensboro Outlook

OWENSBORO, Ky., April 3.—The Owensboro loose leaf tobacco sales are reported by the Kentucky & Virginia Leaf Tobacco Company, as follows:

	Pounds	Ave.
Prior sold this week	591,810	\$ 4.78
Previously reported	28,778,305	7.25

Total prior to date	29,370,115	7.20
Burley sold this week	5,260	9.77
Previously reported	1,630,050	12.06

Total burley to date	1,635,310	12.06
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"Offerings this week were moderate in size and without improvement in quality. Market continued firm on all grades except medium leaf which latter sold at lower prices this week.

"Only a small part of the crop remains unsold and floors will close for the season, April 16."

CABLE ADDRESSES
"SPENCER"
Danville - Va
Smithfield - N.C.

WILLIAMSON-SPENCER, INC.
Packers and Exporters
Specializing in
BRIGHT VIRGINIA & CAROLINA TOBACCO
On Order or Contract
**DANVILLE, VA.
SMITHFIELD, N.C.
U. S. A.**

ALL CODES USED

TOBACCO SEED

Slate Seed Company

The Largest Tobacco Seed Growers in the World

SOUTH BOSTON, VA., U. S. A.

THORPE & RICKS, Inc.

Codes—Arnolds
Nos. 5 & 15
A. B. C.
5th Edition.
Cable Address:
THORPE.

Established 1886

BRIGHT LEAF TOBACCO



Rocky Mount, N. C., U. S. A.

We have large and improved facilities for buying and handling

Tobacco Growers Cooperative Association

of

VIRGINIA, NORTH CAROLINA and
SOUTH CAROLINA

Composed of 95,000 Members

All types of bright flue cured, sun cured and dark fired Virginia Tobaccos.

We sell to the trade either in green warehouse order, or redried.

PRICES SUBMITTED ON APPLICATION

LEAF DEPARTMENT AND SAMPLE ROOMS
PRESBYTERIAN PUBLISHING COMPANY BUILDING
SIXTH STREET
RICHMOND, VA.

Cable Address "Garrett"

Codes: Bentley's, ABC 4th & 5th Ed.

G. R. GARRETT COMPANY, Inc.

Packers and Dealers of
Bright Leaf Tobacco
Rocky Mount, N. C.,
U. S. A.

Cable Address, "WILSIMMONS"

Codes { A. B. C. Fifth Edition Improved
Arnold's No. 5 and 15

Established 1886

W. H. SIMMONS & CO.

Packers, Dealers and Exporters

ALL GRADES TENNESSEE AND KENTUCKY TOBACCO

Correspondence Solicited

Cable: "Barker," Carrollton

Codes: "Arnolds, No. 15"

R. M. Barker Tobacco Co.

INC.

CARROLLTON, KENTUCKY, U. S. A.

Buyers and Dealers in Burley Leaf Tobacco

We have our own factory located in the heart of the Kentucky Burley Districts.

We have the latest improved Proctor Re-Drying Machine, and our Storage capacity is unlimited.

We solicit your orders and will give same prompt and efficient attention.

SEND FOR OUR WEEKLY REPORTS

Rudolph, Hach & Co., Inc.

REHANDLERS, DEALERS AND BROKERS IN

LEAF TOBACCO AND STEMS

Main Office and Sample Rooms

CLARKSVILLE, TENNESSEE

OPERATING IN

Clarksville, Tennessee, and Springfield, Tennessee, Districts
Western Kentucky Districts

Upper Cumberland and Air-Cured Districts

Reliable Packing, Correct Inspection, Efficient Arrangement
for Exports. Storage at Low Rates.

Correspondence Solicited.

SPECIALTY—BURLEY AND ONE SUCKER

BUYERS AND HANDLERS

ORDERS SOLICITED

Operating on markets at Franklin, Tenn.,
Mt. Pleasant, Tenn., and Hartsville, Tenn.,
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Head Offices: Nashville, Tenn.

E. B. Hart Tobacco Company
INCORPORATED
DEALERS IN LEAF TOBACCO

CABLE ADDRESSES

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{ ENGLAND—Invalde, Liverpool.

ROSS TOBACCO COMPANY, (Incorporated)

(Formerly called ROSS-VAUGHAN TOBACCO CO)

BUYERS, REHANDLERS AND REDRYERS OF

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FOR HOME TRADE AND EXPORT

Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying

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Factories—OWENSBORO, KY., LOUISVILLE, KY., PRINCETON, KY., SEBREE, KY., ERIN, TENN.

Buyers on all Hoghead and Loose Leaf Markets in Burley and Dark Sections

Norfolk, Va. Baltimore, Md. New Orleans, La. Paris, France

C. A. SULLIVAN CO., Inc.

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Export Freight Agents

Specialists in the Handling of Tobacco for Export. Highest financial
and Business References.

Louisville Market

LOUISVILLE, Ky., March 27.—The Louisville Tobacco Board of Trade reports the hoghead leaf tobacco transactions as follows:

Tobacco Sales for the Month and Year to March 26

Ware-houses	Auction Sales	Private Sales	Total for Week	Year to date
Kentucky & Louisville ..	47	14	61	3,334
Main Street ..	64	..	64	1,471
Planters-Farmers ...	5	2	7	794
Year 1925 ..	116	16	132	5,599
Year 1924 ..	..	..	199	10,960
Year 1923 ..	..	..	369	14,302
Year 1922 ..	..	..	475	20,833

Classifications of This Week's Sales

	Old Crops	1925 Crops	Total
Dark	3	11	14
Burley	18	100	118
	21	111	132

Classifications of Sales Jan. 1 to Date

	Old Crops	1925 Crops	Total
Burley	746	4,654	5,400
Dark	149	50	199
	895	4,704	5,599

Classification of Sales to Same Date in

	1925	1924	1923
Burley	10,046	13,080	19,209
Dark	914	1,222	1,624
	10,960	14,302	20,833

Comparisons With Previous Years

	1926	1925	1924
SALES			
Total sales of new crop to date	7,334	11,605	14,829
Sales of new crop to date	6,294	9,803	12,929
Original inspection	6,294	9,803	12,929

REJECTIONS

Burley	20	.....	.....
Dark	00	.....	.....
Total	20	31	63
Percentage of rejections to auction sales:			
Burley	17	.....	.....
Dark			

Percentage of rejections to auction sales:

Rejections, Jan. 1 to date:			
Burley	1,047	.....	.....
Dark	1	.....	.....
Total	1,048	2,172	1,966
RECEIPTS			
Receipts this week	104	133	271
Receipts for last week	1,004	2,139	1,935

RECEIPTS

	104	133	271
Receipts this week	104	133	271
Receipts, Jan. 1 to date	4,004	8,514	10,893

Quotations at Louisville

March 26

	Burley, Old	Dark	Bright	Red	Colony	Dark Mig.
Trash, green or mixed	8-10	11-13	14-16	..	6	..
Trash, sound	10-11	12-14	17-19	6 1/2	7	..
Common lugs	13-15	16-18	19-21	6 1/2	7	..
Medium lugs	17-19	20-22	23-25	7	8	..
Good lugs	20-22	23-25	26-28	7 1/2	8 1/2	..
Common leaf	16-18	19-21	22-24	10	12	..
Comm. leaf, short	11-12	14-16	18-20	8	10	..
Medium leaf	18-20	22-24	26-28	14	16	..
Good leaf	22-26	26-28	29-31	18	20	..
Fine & Select	28-30	30-32	33-35	22	25	..

Burley, 1925 Crop

	Dark	Bright	Colony
Trash, green or mixed	6-8	10-12	11-13
Trash, sound	8-10	12-14	14-16
Common lugs	11-13	13-15	17-19
Medium lugs	14-16	16-18	20-22
Good lugs	15-17	20-22	24-26
Common leaf, short	10-12	13-15	16-17
Medium leaf	14-16	16-18	20-22
Good leaf	22-24	23-25	28-30
Fine and Selections	26-28	28-30	30-35 1/2

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 to 3 cents lower.—F. E. BROCAR, Secretary.

Louisville Monthly Report

Tobacco Sales for the Month and Year to February 28

	Ware-houses	Auction Sales	Private Sales	Total for Month	Year to date
Kentucky & Louisville ..	314	77	391	3,30	10,76
Main Street ..	178	22	200	1,44	13,53
Planters-Farmers ...	22	3	25	79	20,35
	514	102	616	5,53	10,76
Year 1925 ..	..	..	..	1,459	10,76
Year 1924 ..	..	..	..	2,891	13,53
Year 1923 ..	..	..	..	4,715	20,35

Classifications of This Month's Sales

	Old Crops	1925 Crops	Total
Burley	53	473	52
Dark	59	31	90
	112	504	616

Classification of Sales, Jan. 1 to Date

	Old Crops	1925 Crops	Total
Burley	738	4,607	5,34
Dark	149	44	19
	887	4,651	5,53

Classification of Sales to Same Date in

	1925	1924	1923
Burley	9,857	12,751	18,778
Dark	904	1,182	1,630
	10,761	13,933	20,35

Comparisons with Previous Years

	1926	1925	1924
SALES			
Total sales of new crop to date	7,281	11,541	14,674
Sales of new crop to date	6,250	9,753	12,79
Original inspection	6,250	9,753	12,79

REJECTIONS

	100	..	..
Rejections this month:			
Burley	100	..	..
Dark	1	..	..
Total	101	289	381

Percentage of rejections to auction sales:

	19	..	..
Burley	19	..	..
Dark	20	..	..
Total	20	27	17

RECEIPTS

	534	938	2,786
Receipts this month	534	938	2,786
Receipts, Jan. 1 to date	3,948	8,446	10,722

Stock Report

Receipts, Deliveries and Stocks for the Month and Year to February 28

	Receipts During Month	Deliveries During Month	Receipts Jan. 1 to date	Deliveries Jan. 1 to date	Stocks at this Date
Kentucky & Louisville ..	322	446	2,535	2,888	1,111
Main Street ..	180	284	1,072	1,186	145
Planters-Farmers ...	32	45	341	717	413
	534	775	3,948	4,791	1,669
Year 1925 ..	938	1,671	8,446	9,149	3,230
Year 1924 ..	2,786	2,415	10,722	11,350	4,177
Year 1923 ..	3,008	4,671	14,065	13,526	8,897

Under the Slogan

They were going to the Follies. Of course the car was crowded. There is, however, one perfect gentleman in Chicago, and he got up and offered the lady his seat. And her boy friend stepped out on the platform to finish his cigar etc. He always does that. They are married, so who cares?

But when the conductor came along and the man handed him two fares, the traction collector was puzzled:

"Who else?" he asked.
"That dame sittin' there under the cigarette ad, they Satisfy!" replied the satisfied smoker.

All Kinds Kentucky-Tennessee & Virginia-Carolina

— LEAF TOBACCO —

Louisville, Ky.

Richmond, Va., U. S. A

THE TOBACCO TRADING CORP

Some Markets Higher and Others Lower

MAYFIELD, Ky., April 3.—Compared with last week all western district markets report higher averages which are effected in a large measure to an upward tendency in the lower grades of leaf; while Hopkinsville, Clarksville and Springfield report a marked downward tendency which is due in part to continuation of a large percent of the better tobaccos being purchased in the country, and the lower grades which cannot be had at prices satisfactory to the growers being sold over the loose lots; especially is this the situation in the Clarksville-Springfield District. Withality considered the Hopkinsville-Clarksville-Springfield markets are reported firm compared with the past three or four weeks.

Auction sales for the week were as follows:

MAYFIELD: Sales for week 459,045 pounds at an average of \$6.97; for season 10,607,335 pounds at an average of 7.57 against an average year ago of 9.94 on approximately 8,400,000 pounds. Week's average 79c higher than preceding week.

MURRAY: Sales for week 129,910 pounds at an average of \$7.59; for season (auction market) 3,525,190 pounds at an average of \$8.60. Total sales including country purchases and loose or sales aggregate to date 7,261,425 pounds at an average of \$13.13 for season. Week's average \$1.50 higher than preceding week.

PADUCAH: Sales for week 366,535 pounds at an average of \$6.60; for season 7,901,725 pounds at an average of 7.21. Week's average 5 cents higher than preceding week.

HOPKINSVILLE: Sales for week 1,295,700 pounds at an average of \$7.64; for season 24,296,285 pounds at an average of \$9.62 against an average year ago of 12.82 on 15,483,990 pounds. Week's average 58 cents lower than preceding week.

CLARKSVILLE: Sales for week 1,125,35 pounds at an average of \$9.56; for season 18,524,645 pounds at an average of \$12.50 against an average year ago of \$16.22 on 15,911,650 pounds. Week's average \$1.75 lower than preceding week.

SPRINGFIELD: Sales for week 694,630 pounds at an average of \$11.45; for season 9,277,290 pounds at an average of 15.20 against an average year ago of 10.34 on 10,850,735 pounds. Week's average \$2.27 lower than preceding week.

OWENSBORO: Sales for week \$91,810 pounds at an average of \$4.78, and 1,977,520 pounds at an average of 3.77. Week's average on Green River 37 cents higher than preceding week and \$1.71 higher on Burley.

HENDERSON: Sales for week 318,780 pounds at an average of \$5.68; for season 14,019,880 pounds at an average of 3.15. Week's average 60 cents lower than preceding week. Offerings during week were largely of the lower grades which are now being marketed before close of this market April 9.—S. B. MITH & COMPANY.

Common Stock to Cover Crop Deliveries

HOPKINSVILLE, Ky., April 3.—At the last meeting of the Board of Directors of the Dark Tobacco Growers' Co-operative Association a resolution was passed authorizing the issuance of common stock in the various growers' warehousing corporations to cover deliveries of the 1922 and 1923 crops. Work preparatory to the issuance of stock will begin at once.

In order that there may be no misunderstanding on the part of growers regarding this stock and the manner

in which it is to be issued the directors have outlined the following information:

1. Common stock will be issued to the members delivering tobacco of the 1922 and 1923 crops.

2. Charter of warehousing corporations must be so amended that common stock may be issued for an amount to equal the preferred stock that has been retired.

3. Common stock will not be issued in fractions. One certificate will be issued to cover the total amount due on the 1922 and 1923 crops.

4. All certificates will be issued in the name of the member who made delivery.

5. Where stock is due on tobacco delivered by tenants under landlord control, the common stock will be issued in the name of the landlord for the tobacco delivered by said tenant.

6. Assignments of participation certificates as assignment of common stock will not be recognized. Unless the Association is notified in writing all common stock certificates will be issued in the name of and mailed to the member. If notice in writing is given, the certificate will be issued in the name of the member, and mailed to the assignee, mortgagee or landlord; or if the account is in litigation it will be held in this office until final disposition is made of such litigation.

7. Common stock will not be transferred to non-members.

8. Banks holding mortgages or assignments will notify the Association of such claims and the common stock will be issued to the member and mailed to the banks.—BURCH.

Burley Buying Closed in Henry County

EMINENCE, Ky., April 3.—Frank Tyler, manager and grader for the Burley Tobacco Growers' Co-operative Association has returned to his home in Georgetown, Ohio, after having been here ten days to allow outstanding crops of local farmers to be delivered. The season now closed is reported as having been entirely satisfactory, with the average price slightly above that of last year with a gain of over 600,000 pounds of weed delivered. The gross receipts for the house were 2,928,375 pounds. The exact average of this delivery has not been given out by the Association.

Springfield Average, 13.72

SPRINGFIELD, Tenn., March 27.—The tobacco sales on this market have been: Sales for week 679,700 lbs. Sales for season 8,582,660 lbs. Sales last season 10,448,600 lbs. Average for this week \$13.72 Average for this season \$15.50 Average for last season \$20.36

Price Quotations

Trash	\$2 to \$5
Com. Lugs	\$5 to \$6
Medium Lugs	\$6 to \$9
Good Lugs	\$9 to \$15
Fine Lugs	\$15 to \$20
Low. Leaf	\$5 to \$10
Com. leaf	\$10 to \$15
Medium leaf	\$15 to \$25
Good leaf	\$25 to \$35
Fine leaf	\$35 to \$46

—J. W. HAYES TOBACCO COMPANY.

Clarksville Average, \$11.31

CLARKSVILLE, Tenn., March 27.—The tobacco transactions on the Clarksville Loose Leaf Market, are recorded as follows:

Sales for week	1,398,770 lbs.
Sales for season	17,399,410 lbs.
Sales last season	15,143,430 lbs.
Average for this week	\$11.31
Average for this season	\$12.69
Average for last season	\$16.25

—HENRY M. LUPTON, Secretary Clarksville Tobacco Board of Trade.

Cable Address: "Bobien"
"FROM THE PACKING PLANT TO THE MANUFACTURER"

BOHLEN & COMPANY

Dealers and Exporters
122 SOUTH NINTH STREET, LOUISVILLE, KY., U. S. A.
AMERICAN LEAF TOBACCOS—All Grades
Clarksville and Springfield Tobaccos, a Specialty. Guaranteed Packing. Delivery to European Customers can be made directly from our Bremen Warehouse

W. R. NAGEL & CO.

Dealers and Brokers on All Western Markets
Western District, Clarksville and Springfield Tobacco
OFFICE AND FACTORY:
NINTH & FINDLAY STS., **PADUCAH, KY.**

W. B. KENNEDY
Cable: Kennedy
Codes: Arnold's 5 and 15, A. B. C. 5th Edition

W. B. KENNEDY & SON
PADUCAH, KY., U. S. A.

Leaf Tobacco Broker and Handler of All Grades of Leaf and Strips
Business Solicited on Orders for Commission
Factories: Paducah, Ky., Murray, Ky., Mayfield and Martin, Tenn.

A. F. Moreland
Cable Address: "Moreland"

MORELAND, WITHERS & HICKS, Owensboro, Ky.
(Successors to J. S. Phelon)

Leaf Tobacco Brokers, Dealers and Rehandlers
Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys

Reliance Tobacco Co.
Dealers and Exporters
LEAF TOBACCO

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CABLE ADDRESS "RELIANCE" ALL CODES USED

DUNNINGTON & COMPANY
(Successors to W. G. DUNNINGTON)

Leaf Tobacco Dealers, Packers and Exporters
Our facilities are ample to buy, handle and re-dry in the best manner, any Quantity of Tobacco in any way desired. Branches on principal market of Virginia.
Farmville, Va.
Cable Address: "Dunnington," Farmville, Va. All Codes.

H. G. Whitehead
Cable Address: "Dorothy"

WHITEHEAD & ANDERSON
S. H. Anderson

LEAF TOBACCOS Commission Merchants and Exporters
Specialize Eastern Carolina bright tobaccos, all grades, lowest to highest. In position by reason of close touch with entire trade to furnish on short notice any type tobacco from Bright or Old Belts Carolina or Virginia and all districts Kentucky.
WILSON, N. C., U. S. A.
The largest bright leaf tobacco market in the world.
Cable Address: "Dorothy" Codes A. B. C. 5th Ed., Arnold's No. 5, Western Union

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Packers of
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Natural or Artificial Seasons
Head Office: HENDERSON, KENTUCKY

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Paducah, Ky. Madisonville, Ky. Clarksville, Tenn.
Springfield, Tenn. Kingsville, Canada

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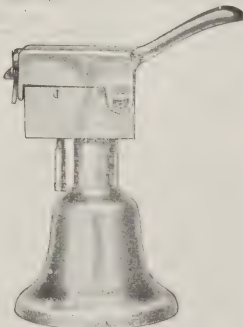
ED. C. GEYER & CO.
BALTIMORE, MD.

LEAF TOBACCO in all its Branches

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Codes:—Bentley's and
Western Union**CHARLES T. W. ARGUE COMPANY, Inc.****Leaf and Strips for Home and Export Trade****Henderson, Ky., U. S. A.****HEADQUARTERS for all grades of Kentucky and Tennessee DARK tobacco, fired and air-cured—****Wm. L. Burford & Co.**
LEAF TOBACCO BROKERS**Headquarters 1000 W. Main St. LOUISVILLE, KY.**
Branch Factories on Loose Leaf Markets in Both Burley and Dark Sections.
Orders and Correspondence Respectfully Solicited

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INCORPORATED**AFRICAN BRANCH****OFFICE AND FACTORY 1120 1/2 MAGAZINE STREET****LOUISVILLE, Ky., U. S. A.****J. M. PHILLIPS, GENERAL MANAGER****MANUFACTURERS OF ALL GRADES AFRICAN AND BLACK FAT LEAF TOBACCO****G. F. VAUGHAN TOBACCO CO.****BUYERS, REHANDLERS, REDRYERS OF
LEAF, STRIPS, STEMS, AND SCRAPS
FOR HOME AND EXPORT TRADE****Samples Submitted. LEXINGTON, KY. Contracts Solicited.****GUINCO
CIGAR LIGHTERS****Easily filled, odorless, ignite everytime. Made in
various forms for home, office or
individual use.****GUINCO BELL LIGHTER**
Paper Weight**The small bell lighter is especially designed for indi-
vidual use, made of bronze, enameled in any color
desired. Sold separately or with cigarette jar and
trays to match.****S. E. GUINN MANUFACTURING CO.**
JOHNSON CITY, TENN.**Credit Bank Has Faith
In Dark Co-op****HOPKINSVILLE, Ky., April 3.**—Man-
agement of the Dark Tobacco Grow-
ers Cooperative Association is very
efficient, declares the answer of the
Federal Intermediate Credit Bank,
one of the largest creditors of the
association and a party of the receiver-
ship suit.A copy of the answer was received
Thursday afternoon by Breathitt,
Hopkinsville attorneys, engaged with
Iglehart and Alexander of Owensboro
to defend the pool in the action before
Judge Charles I. Dawson in United
States district court in Louisville.The Intermediate Credit Bank fur-
ther states that it believes the inter-
ests of the members of the association
will be best conserved by leaving the
pool affairs under the present manage-
ment and asks the dismissal of the
suit. The association owes this bank
\$1,500,000.The motion of 34 petitioners of
Tennessee whose names were used in
bringing the suit in federal court to
place the Dark Pool in the hands of
receivers, asking the court to strike
their names from the petition as par-
ties to the suit, will not cause the
withdrawal of the action in the opinion
of James Breathitt, Jr., one of the
attorneys representing the associa-
tion. The motion of the Tennessee
poolers who are withdrawing contains
a number of allegations that may tend
to discredit the action Mr. Breathitt
said.The investigation in Tennessee that
led to the discovery that a number of
the plaintiffs knew nothing about the
suit was accomplished by loyal mem-
bers of the pool in that section, the
attorney declared.Geoffrey Morgan, general manager
of the association, declared that he
could add nothing to the published
report of the pools answer to the re-
ceivership suit which was given out
except that it "was a plain statement
of facts and very little can be said to
supplement it.""I hope however," Mr. Morgan said,
"that the suit will be dismissed, be-
cause it is only adding to the expense
of the members. The money from
their tobacco must be used in fighting
the action for their best interests and
the longer it is drawn out the more
it must cost."—BURCH.**Paducah Prospects****PADUCAH, Ky., April 3.**—Deliveries of
tobacco to the markets have been re-
tarded during the past week on accountof cold, dry weather, and only mod-
erately large sales have been held on
loose floors. A fair percentage of good
tobacco has appeared in the offering
however, the low and common grad
have continued to predominate. Com-
petition on the better grades has contin-
ued very keen, and prices have remain-
ed firm, at about the same range as la-
st week. Although very irregular, the mar-
ket on common leaf has shown a lit-
tle strength over last week, and prices have
been slightly better. Prices on lugs re-
main unchanged.Quotations: Good leaf, 25c to 30c;
Medium leaf, 18c to 25c; Good comm
leaf, 14c to 18c; Common leaf, 8c to
14c; Low leaf, 4c to 8c; Good lug,
4 1/2c to 7c; Medium lugs, 3c to 4 1/2c;
Common lugs, 2c to 3c.During the first part of the wee
heavy rains and warm weather promise
to make a good handling season, but th
rains were followed by much cold
weather which dried tobacco and re-
tarded deliveries considerably.Trading in old stocks has been cor-
rected to a few small sales during th
past week. Sales consisted chiefly of
low and common grades of leaf, and
were made privately and prices have
not been announced.—W. B. KENNEDY
SON.**Springfield Left-Overs
Lower Averages****SPRINGFIELD, Tenn., April 3.**—While
the sales have been larger the past
week, the deliveries from the farmer
have been small; therefore, the offer-
ings composed largely of stock left on
the floors from previous sales, which
naturally was of the low grade types.We believe good to fine leaf show
an upward tendency and think the
cause of this being that two of the large
buyers for these grades are again riding
in the country buying some of these
crops at the barn. Trashes were lower
this week than at any time this season.
We can see no change on other grades.Sales for week 694,630
Sales for season 9,277,290
Sales last season 10,850,735
Average for this week \$11.45
Average for this season \$15.20
Average for last season \$20.34**Quotations**Trash \$ 1 to 5
Common lugs 5 to 6
Medium lugs 6 to 10
Good lugs 9 to 15
Fine lugs 15 to 20
Low leaf 4 to 10
Common leaf 10 to 15
Medium leaf 15 to 25
Good leaf 25 to 35
Fine leaf 35 to 45

—J. W. HAYES TOBACCO COMPANY.

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Well equipped in every respect to handle all fire-cured dark grades in any manner (natural or artificial drying) and to supply specialties in any quantities. Also efficient in handling export orders to any foreign port. Equipment coupled with geographical location enables best of services and strictly first hand source quotations.

Wisconsin's Activities Halted By Snow

Bloch Bros.' Big Buy Caused Stir—Buyers Renew Efforts to Get Crops—Country Gleaned Clean—Owners Pleased with Golden Leaf—Pool vs. Sweeneys Has Attention.

EDGERTON, Wis., April 3.—The weather man the last week dished out his noblest effort of any March on record. A driving sheet of snow blocked everything as tight as a nut, and the roads are impassable. It mattered little to the tobacco business, except that it will postpone the delivery of the bag end of the crop, and that is very, very small now.

When the report that the pool had closed with Bloch Brothers, the famous stemming company, who manufacture Mail Pouch, for three million pounds of their 1925 crop assorting grades, it caused a sensation in packing circles. The prospect of losing that amount of needed binders stirred fired buyers to hit the road, or two more in the hope that the crop, or two more of good binders would be found still unsold, but they only found that the country was all gleaned as they thought. The crop is gone. The stemmers have cornered the most of it, at record breaking prices, and the factory branches have the bulk of the rest of it. The independent packers could not obtain the pounds of binders they intended and hoped to get, and what they did buy has cost them far more than they expected to pay when they started out.

Users of Class A, B, C, and D cigar binders will find binders as good as they have ever had the fortune to gaze upon in the '25, but the quantity will not come up to expectations, as far as this state is concerned. But the golden, thin leaves with a burn almost like a Sumatra wrapper make the handling of them a pleasure to everybody, from the assorters at the benches, to the owners.

Pool Injunction Suit

The only excitement since the blizzard has been the suit by the pool against Sweeney & Sons, for an injunction to restrain the large and influential packers from buying any more pool crops from rebellious growers. They charge Sweeney & Sons with conspiring against the pool and its contracts, and spreading false and misleading statements against the pool. The adverse examination was held this afternoon and Sweeney & Sons were called before Rock County Court Commissioner Fox in the basement of the Edgerton pool warehouse to show cause why the plaintiff should not be granted a permanent injunction.

E. K. Loverio, Stoughton, attorney for militant growers in previous pool wrangles, and now representing Ole T. Oleson and John Dahle, former pool director, acted as attorney for the Sweeneys. Attorney Emerson Ela, pool attorney, examined the defendants for several hours upon the stand. The Sweeneys admitted readily that they had bought lots of pooled tobacco, had bought but little tobacco from the wives of growers because they wanted the husbands' signatures before they bought the crops. C. E. Sweeney, Sr., admitted under cross examination that he had prepared an article against the pool that he had induced Ole Harried to sign, a pool grower, and had it published in the local press, after at first denying that he had ever said anything against the pool. Attorney Ela read into the record an

affidavit from Harried which stated that he had signed the article, but had never read it. Neither did the defendant remember ever having instructed Badger, ye Tobacco correspondent, to publish an article in '24 in which he claimed that five hundred acres of 1923 pooled crops were among his purchases for that year, but a junior member of the firm testified that he did remember it.

The three members of the firm denied that they had rendered any assistance whatever to John Dahle, Ole T. Oleson, or any other rebelling member of the pool who are now at legal odds against their parent organization. C. E. Sweeney, Sr., was on the stand three times, at one time more than one hour and a half, and his attorney let him sail right ahead and well wittily and sharply upon the ramification and "anatomy" of the big co-op.

The temporary injunction was prolonged until another hearing to be held April 19, when the fun will be resumed. The most important phase of this trial is the apparent wiling of the clan and morale of the rank and file of the pool membership, and the extent to which buyers of tobacco in this state have been solicited by insurgent pool members to buy their tobacco.

Market Still Buoyant

The market on the old goods in cases in this state remains as buoyant as ever, and several hundred cases were moved last week in small lots, at stiff prices. The tax reduction that took place in the last of March is already showing evidences that manufacturers the country over intend to keep the excess money as a means to bring the quality higher by the prices that have been paid in the sales last week. Also there is a growing realization that the user of Wisconsin binders must act before long if he is not stocked up well on old tobacco, as the supply of old in cases is not adequate for even a normal demand until the time shall come when the beautiful Wisconsin '25 is ready to be worked.—BADGER.

Elliott Averett Long With George J. Whelan

Elliott Averett, Vice President and Director of the United Cigar Stores Company of America, who retired from active business association with that company last Thursday, was one of George J. Whelan's early associates in the founding of the United Cigar Stores Company, serving first as Secretary and later as Vice-President in charge of finances. Mr. Averett has been called the "father of chain store accounting" for under his direction the United system of checking and controlling its stores has become a model for others to follow.

Mr. Averett's resignation was prompted particularly by the desire to take care of his health, and in addition, to enjoy a well earned rest after a quarter of a century devoted to helping build the world's greatest chain of cigar stores.

H. S. McGriffin, President; F. J. Stewart, Vice-President; L. J. Harper, Sec & Treas.

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Fine Burley Tobacco Seed

Three Standard, Hardy and Colory Varieties

Grown by us in 1925, under expert supervision on land that a plow had never turned before. Virgin soil, now growing scarce, produces vigor, purity and color which old land will not do.

Every tobacco grower knows that no fine tobacco can be produced without good seed. We are prepared to furnish fine seed for every type of soil in the Burley Belt.

No. 1. "HALLEY'S SPECIAL"—This is the colory disease resistant type—developed first on our own land by a representative of the Experiment Station of the University of Kentucky eleven years ago.

This tobacco is vigorous, colory and has plenty of weight, and is the safest tobacco to grow on any kind of soil. It is the only variety to plant in land that has grown much tobacco, insuring a crop when other varieties fail. This type of tobacco is the great contribution of the Experiment Station to the tobacco trade, and this autumn it took first prize at the Greendale, Fayette County Community Farm Produce Show.

No. 2. "COLORY TWIST BUD"—This is the old fashioned type of Burley crossed with color—the best weighing tobacco grown with sufficient color to command a good market price. Many sections of the Burley Belt are especially suited for this type and any grower who has used it has been pleased with the net return in dollars per acre.

No. 3. "IMPROVED HALLEY"—This type of tobacco was developed by us in 1907. It is the pioneer as a strictly smoking tobacco and the forerunner of several famous Burley cigarettes. It is a stand-up type, producing color on old land and new. This tobacco, smokers from top to bottom, commanded the leading prices on the Kentucky markets the first three years it was introduced.

FOR SALE BY

The Halley Tobacco Seed Co.

Fayette Warehouse No. 1, Lexington, Ky.

PRICE RECLEANED AND GUARANTEED, \$1.50 PER OZ.

Argentina's Sources

(Continued from page 7)

tion by the free distribution of seeds at various times and by furnishing to the growers the services of its specialists free of charge.

A good example of both private and governmental promotion of tobacco growing in Argentina is the cooperative arrangement between the Department of Agriculture and the Buenos Aires Pacific Railway in the Villa Dolores district. The cultivation of tobacco began in that zone several years ago, but the crop was grown only on a small scale, due to a lack of good seed and appropriate curing barns, the tobacco from Villa Dolores was of a poor quality. In order to improve the situation the Department of Agriculture has distributed seeds selected from Bahia and Havana tobaccos to twenty-eight growers in that district and the Pacific Railway has offered seven substantial cash prizes. Four of these prizes are to be awarded for the best-constructed curing barns and three prizes are for the best half-acre of tobacco grown. Before harvest time, an inspection is to be made of the crops and the curing barns to decide who will receive the prizes. This is one instance of the many methods adopted in Argentina to increase and improve tobacco production. Tobacco is one of the most profitable crops that can be grown in Argentina and its successful production is possible in the temperate, as well as in the sub-tropical, parts of the country. If there were not required so much tedious manual labor in growing the crop, tobacco would probably become one of the leading products of this Republic.

There are no restrictions on production except the regulations mentioned above. However, there is an internal revenue tax on products manufactured from tobacco in Argentina which is assessed on a sliding scale according to the selling price per kilogram. This tax, together with the export and import duties constitute an important source of income to the National Treasury.

When the total internal revenue from all sources is taken into consideration, it is found that the taxes collected on tobacco and tobacco products by the Internal Revenue Office amount to more than half of all the money derived by the National Government from this class of taxes. In addition to the internal revenues, there are duties collected on all tobacco and tobacco products imported into Argentina, and in each of the Provinces, there are local taxes which, in the case of manufactured tobacco products range from 25 to more than 100 per cent of the sales value of the products when they leave the factories.

Disposition of the Argentine Tobacco Crop

Approximately 93 per cent of the tobacco grown in Argentina is used by the domestic manufacturers or consumed within the country in other ways, while only 7 per cent of the crop is exported as leaf. A part of the crop which is taken by the Argentine tobacco manufacturers finds its way into export channels as manufactured products, nevertheless the Argentine tobacco crop is grown primarily for domestic consumption and the growers are dependent on the domestic market as an outlet for their crops. The figures on the commercial transactions in tobacco during the calendar year, 1924, show that the native tobacco production is supplemented by imports which are from 75 to 80 per cent of the amount of native tobacco sold.

Tobacco Manufacturing in Argentina

Despite the burden of taxes and the competition of imported tobacco products, the tobacco manufacturing industry of Argentina has become an integral part of the industrial life of the country. Furthermore, tobacco manufacturing is slowly increasing in Argentina, even though the returns are by no means equal to those derived from several other kinds of domestic manufacturing. The annual output of the Argentine tobacco manufacturers is more than 3,000,000 ci-

gars, about 575,000,000 packages of cigarettes, 9,000,000 pounds of cut tobacco, and small quantities of other products, such as snuff and chewing tobacco.

The raw materials for the above mentioned products are both the nationally grown and the imported tobaccos. The following tabulations of the prime materials employed in the Argentine tobacco factories in 1924 and in 1922 give a very good idea as to the raw materials generally used and the amounts of native and imported tobaccos consumed in the domestic industry of this country.

Raw Materials for Tobacco Manufacturing in Argentina, 1924 and 1922

Materials	1924 Pounds	1922 Pounds
Tobacco, Argentine	11,761,063	11,825,278
Tobacco, Imported	17,045,663	16,406,999
Molasses	288,276	306,021
Stems, Trimming and Scrap	565,634	555,938

Totals 29,660,636 29,094,296
About 50 per cent of all the native tobacco bought for use in the Argentine factories in 1924 was produced in the Province of Corrientes. The re-

mainder was made up almost entirely by tobacco grown in the Provinces of Salta and Misiones in the proportion of about 25 per cent from each province. However, an examination of the records of the Internal Revenue Office discloses that the use of Misiones and Salta tobaccos is increasing, the former because of a much increased production in that Province in the last few years and the latter because the light tobaccos of Salta are more in demand as the Virginia type of cigarette gains in popularity on the black type which has been the standard heretofore in the Argentine cigarette trade.

The increasing demand for the light cigarette which is attributed to the increasing number of English and American residents in Argentina also accounts for the importation of some bright flue-cured tobacco from the United States and other sources, although as yet the quantities are negligible, and the Kentucky, Tennessee and Virginia dark-fired tobacco which goes principally into the manufacture of the "toscano" stogie cigars is the principal kind of leaf tobacco which Argentina buys from the United States. As the import data show, tobacco from the United States runs a

poor second to the Bahia tobacco imported from Brazil for the manufacture of cigarettes and other products in Argentine factories. More than 60 per cent of the total imports in 1925 came from Brazil. The amounts of Paraguayan and Havana leaf tobacco are each almost on a par with the amount of North American tobacco imported for the use of Argentine tobacco manufacturers.

According to the particular uses for which they were destined, the raw materials used by the tobacco manufacturer in 1923 and 1924 can be divided as follows:

Quantities of Raw Materials Bought by Argentine Tobacco Factories According to Use Made Thereof.

Uses	1924 Pounds	1923 Pounds
Cigarettes and Cut Tobacco	22,078,513	20,866,901
Cigars	6,916,864	6,694,184
Consumable Leaf, tax paid	665,258	730,765
Totals	29,660,635	28,291,935

The relative importance of the various

First Offerings Out of Hand — in Porto Rico, now

CIGAR manufacturers, leaf jobbers and tobacco dealers find the 1926 Porto Rican crop an exceptional one, surpassing in all respects last year's product of which there were no hold-overs.

THE smooth, free-burning, fragrant qualities of this leaf, and the facilities of manufacture to sell at a price within the means of every one, have caught the fancy of American smokers.

THUS, little surprise is caused by reports emanating from Porto Rico that all first offerings of the present crop are being taken out of hand. The demand for guaranteed Porto Rican leaf is most unusual.

WHEN purchasing your holdings, look for the Guarantee Stamp, indicating genuine Porto Rican growth. This is your Protection and the ultimate Faith of your Consumer.

The Government of Porto Rico, as a protection for all buyers of its genuine native tobacco, requires that a guarantee stamp be affixed to all tobacco or tobacco products originating in Porto Rico. Look for these stamps in all your purchases.

Full information on any subject relative to Porto Rican tobacco gladly supplied upon request.

GOVERNMENT of PORTO RICO

TOBACCO GUARANTEE AGENCY

F. LINARES, Agent

1457 Broadway

Telephone: WISconsin 4459

New York

branches of the tobacco manufacturers' operations is obvious from the above data. It is the customary thing for the manufacturer of cigarettes, cigars and smoking tobacco to receive nearly all the attention of tobacco manufacturers in Argentina.

Production of Tobacco Products

A study of the following table develops the fact that the manufacture of cigarettes has been increasing in Argentina steadily since the World War period. The output of the remaining tobacco products has fluctuated in volume from year to year without undergoing any material change in the post-war as compared with the pre-war production

Years	Cigars (units)	Cigarettes (packages)	Cut Tobacco (kilos)	Others (kilos)
1913	344,252,726	400,494,331	4,690,732	327,386
1919	342,529,106	448,476,023	3,443,890	409,672
1920	301,728,188	509,464,167	3,459,444	338,477
1921	340,163,147	520,772,663	3,919,238	420,494
1922	284,825,813	549,523,767	4,182,531	390,803
1923	287,145,143	555,061,111	4,162,840	408,012
1924	306,653,699	575,481,395	3,927,253	416,137

Cigarettes

Cigarettes are the leading product of Argentine tobacco factories. The Egyptian and Virginian types are gaining in popularity, but the Spanish or Havana type of cigarette is the standard in Argentina and is by far the leader among Argentine cigarettes. About half of the cigarettes manufactured in Argentina were made by one company, Piccardo y Compania, Ltda., Buenos Aires. According to the statement of this company, it used, in 1925, 13,945,715 pounds of tobacco, of which 9,981,829 pounds went into the manufacture of cigarettes, and the remainder was made into cut tobacco. This company manufactured 281,011,200 packages of cigarettes which were sold to the public at prices ranging from 10 to 40 centavos per package, according to quality. The centavo is worth about \$0.0094 in United States currency, on the basis of the rate of exchange prevailing in February, 1926.

Another company, Manufactura de Tabacos "Particular," Buenos Aires, which claims to make about 35 per cent of all the pure Havana type of cigarettes sold in Argentina each year, states that they use only equal parts of Havana and Brazilian Bahia tobaccos. The cigarettes "Particulares" are said by the manufacturer to be the only cigarette in Argentina made solely from Bahia and Havana tobaccos. It sells to the public at 10, 40 and 45 centavos per package.

Another large manufacturer in Argentina, Compania Nacional de Tabacos, also located in Buenos Aires, reports that its output is 250 million cigarettes and 50,000 kilograms of cut tobacco per month. Since the legal number of cigarettes to the package is 12 in the national standards of Argentina, it is roughly estimated that this company alone accounts for 250,000,000 packages of cigarettes out of the 575,000,000 manufactured annually in Argentine tobacco factories, which would give it second place in Argentina as a manufacturer of cigarettes, its annual output being exceeded


only by Piccardo y Compania, the manufacturers of the well-advertised "43" brand of cigarettes. Compania Nacional de Tabacos reports that the bulk of the raw leaf used comes from Cuba, Brazil and Paraguay. This company also makes the "Capstan," "Lucana" and "Lucky Strike" cigarettes sold in Argentina. The leading cigarette manufacturers use the Argentine tobaccos from Corrientes, Misiones, Salta and Tucuman, but they claim that the Argentine leaf is generally of inferior quality to the leaf tobaccos imported. The manufacturers of the black cigarette use more of the Bahia (Brazilian) tobacco than any other kind and with this they put almost an equal amount of the native Argentine tobaccos. The Havana and Paraguayan tobaccos also are employed but in small quantities as compared with the Brazil, Bahia and Argentine tobaccos. It is apparent that there is a tendency toward an increase in the manufacture of cigarettes made of milder tobaccos than those employed in past years.

Egyptian cigarettes are manufactured and sold in appreciable quantities. Xoudis Hermanos, Buenos Aires, are the makers of the "Bis" brand, which is one of the most extensively advertised Egyptian types of cigarettes manufactured in Argentina. "La Defensa," the factory of Donato Diego y Compania, Buenos Aires, states that it is using Virginia bright tobacco from North America and tobaccos of the Orient with the native Corrientes tobacco in its products. It is claimed that the English and American residents are responsible for the demand for milder cigarettes in Argentina. Certainly the importation of cigarettes of the Virginia type from England and the United States was begun to cater to the taste of these foreigners in Argentina. However, as they shared their cigarettes with the native Argentine smokers, many of the latter learned to enjoy a milder cigarette and the outlet for the Egyptian and Virginia types of cigarettes made in Argentine tobacco factories is no longer confined to the foreign residents, but is found among the native Argentines as well. For the manufacture of these milder cigarettes, there is available the native Argentine tobacco from the Province of Salta but the manufacturers also import light colored leaf tobaccos from the Rio Grande do Sul district of Brazil as well as Virginia bright from the United States, and cigarette leaf from Greece, Egypt, China, Turkey and numerous other tobacco producing districts of the Orient.

Cigars

The manufacture of cigars in Argentina is practically all devoted to the production of the "toscano" type. The principal ingredient of these stogies is the Kentucky dark-fired tobacco imported from the United States. The largest producer is Compania Introdutora de Buenos Aires, makers of the "Avanti" brand of toscanos which is the leader among the toscanos manufactured and sold in Argentina. There are numerous other toscanos manufactured in small quantities in Argentina. These toscanos usually contain a considerable amount of Argentine tobacco in order that they can be put on the market to sell at 5 centavos each, whereas the Avanti retails to the public at 10 centavos each, tax included. The manufacture of other types of cigars than toscanos is not successful in Argentina as a general proposition. The manufacture of cigars was necessary in Argentina during the war period but with the return of more normal shipping conditions, the locally manufactured cigars were not able to compete with the cheap cigars imported from Holland and Brazil. Neither have cigars been manufactured in Argentina which have been capable of competing with the imported Havanas for the trade of smokers who are willing and able to afford these high-grade and high-priced cigars.

The cut tobacco manufactured in Argentine tobacco factories vary greatly



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Porto Rican Outlook

SAN JUAN, P. R., April 1.—The tobacco districts, I may say, are over-run by agents buying up small lots at prices which range from 30 to 36 cents. Also I have heard some larger purchases and if I am well informed, these were purchased at 37 and 38c. It is said that these lots have gone to Rosenstadt & Waller.

Henry Marks, Vice President of Durlach Brothers, is here already for some weeks, as well as Jake Rosenstadt.

Mr. Jefferson of P. Lorillard Company; Ben Hamburger of Hamburger Brothers & Company; Manuel Bao of B. Lichtenstein & Co., have just arrived this week, and Milton I. Durlach of Durlach Brothers, is expected ere next Monday.—"Miramontes"

E. ROSENWALD & BRO.

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For Packings — Shapes — Sizes
 Jobbers Correspond with

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CINCINNATI, OHIO

in quality and price. To make the cheaper grades, more of the native tobaccos are used, while the expensive grades contain more of the imported article. The cut tobaccos include pipe and cigarette smoking tobacco and the production has not materially increased in the past fifteen years. No export out of any importance has ever been developed for this Argentine product. The exports of smoking tobacco are only a small fraction of the production amounting to more than 90 per cent of all the cut tobacco exported from Argentina has gone to Uruguay in the last decade at least.

Duties and Taxes

A copy of the prevailing tobacco taxes, duties and licenses in Argentina, submitted by Trade Commissioner Mace as an appendix to this report will be available as soon as approved by the Division of Foreign Tariffs. Requests should be addressed to the Tobacco Section.—LAMM.

Listed Tobacco Stocks

Closing Prices Monday
 Reported by Marketwyse

	Bid	Asked
American Snuff Com.	141	142
American Snuff Pfd. New 97		100
American Tobacco	113½	114
American Tobacco "B"	112¼	113
American Tobacco Pfd.	109	111
Consolidated Cigar Com.	51½	52
Consolidated Cigar Pfd.	95	12
American Sumatra Com.	11½	130
American Sumatra Pfd.	13½	13½
Eisenlohr Com.	92½	98
Eisenlohr Pfd.	57½	60
U. S. Tobacco Com.	110¾	—
U. S. Tobacco Pfd.	124	—
R. J. Reynolds	92¾	93¾
R. J. Reynolds "B"	100	100¼
Tobacco Products Com.	105¾	108
Tobacco Products "A"	38½	39
Lorillard Com.	111	114
Lorillard Pfd.	91½	92
United Cigar Com.	116	120
United Cigar Pfd.	48½	49¾
General Cigar	111¾	115½
General Cigar Pfd.	109¾	113¼
Liggett & Myers Com.	75	76
Liggett & Myers "B"	74½	75½
Liggett & Myers Pfd.	121½	124

Inactive-Unlisted Stocks

Closing Prices Monday
 Reported by Stone, Prosser & Dot

American Cigar	113	11
American Cigar Pfd. ...	97	9
Bayuk Cigars	37	4
Bayuk Cigars 2nd pfd ...	99	10
British-American Tobacco	26	2½
Continental Tobacco Co. 14½	1	1
G. W. Helme Co., New	69	7
G. W. Helme Co., pfd. ...	115	11
J. S. Young	128	13
J. S. Young pfd.	103	10
Imperial Tobacco	24	2
International Cigar Machine	65	7
Johnson Foil	89	5/4
McAndrews & Forbes ...	100	1
McAndrews & Forbes pfd	35	4
Mengel Co., com.	21	2
Philip Morris	68	7
Porto Rican A. T. Co. ...	58	6
Universal Leaf com.	99	10

Catch Lines

Attractive catch-lines are very well their way, but they are too often misleading. There should be nothing misleading about an advertisement, otherwise the reader is apt to think his attention was secured under false pretense.

Irrelevant headlines should also be avoided. Because the advertiser wants to be a salesman, as it were, and is should be remembered when it is prepared.

Good salesmen have only one method. That is direct, forcible, simple. They show and describe their goods to the prospect. They emphasize the best qualities. They accentuate the leading points. And they never use persiflage in doing so!

Where Is It?

"I say, George, can you tell me where the nearest cigar store is?"
 "An' how did yer know me name?"
 George, hey?"
 "Guessed it."
 "Then guess where the cigar store is!"

BENIGNO DIAZ

Grower, Packer and Stripper of
PORTO RICAN TOBACCO
Exclusively Inland

CAGUAS, PORTO RICO

Cable address:
 RUSSOCHINE MOUKDEN

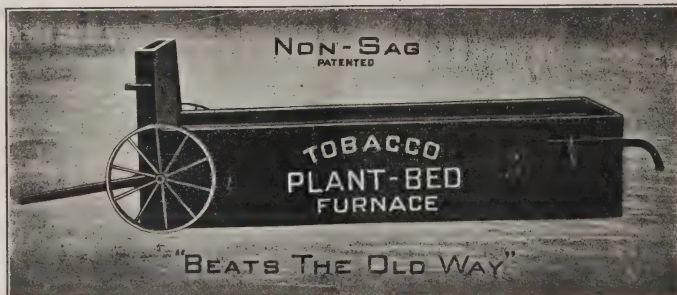
RUSSIA CHINA TOBACCO MFG. CO.
 Moukden, China
 Trade  Mark

Codes used:
 A. B. C. 6th edition
 Bentley's & Private

THE WYATT NON-SAG TOBACCO PLANT-BED FURNACE

The preparation of the
 Tobacco Plant Bed is of
 the greatest importance

Write for our
 Special Folder



This Furnace has many
 special features of interest
 to every grower
 of tobacco

Write for
 Special Folder

Manufactured by

Clarksville Foundry & Machine Works

Clarksville, Tenn.

MT. JOY FARM PRODUCTS CO., Inc.

Growers, Packers and Dealers in

PENNSYLVANIA TOBACCO

All Lancaster County Grown MT. JOY, PA. Correspondence Solicited

Pennsylvania Growers Discuss New Crop

Acree to Be Planted Still an Open Question—Some Reduction Most Likely—March Cigar Production Shows Increase—Ephrata to Have New Cigar Factory—News Notes of Special Interest.

LANCASTER, Pa., April 3.—Fine weather is bringing the planting problem into the foreground as the most discussed question in Lancaster tobacco circles. Will there be a big cut in the acreage? Will the average grower turn his tobacco land into some other crop when the seeding question demands action? Thus far there is only speculation and much discussion among the growers as to what so-and-so is going to do and what they are probably going to do. So nearly as we can figure it out, most of the growers are not, even at this late date, firmly decided upon the course at they will follow in regard to their tobacco planting. April will bring the answer to the tobacco planting quandry. There will rely be some reduction of acreage, whether or not it will be big enough appreciably affect the output of Pennsylvania tobacco is in the hands of the growers.

vestments of every nature are made on this one day of the year by the rural population. "Settlement Day" has its origin largely in the fact that this is a tobacco producing section and an agricultural center. Tobacco is the main "cash crop," and accounts were generally carried for a year and settlement in full made on April 1, when the tobacco money was at hand. Modern banking and business methods have done away with much of the once-a-year cash settlement, however, and April 1 has no longer its great importance. Bank clearings this year showed plainly the fact that tobacco sales on the 1925 crop have been below normal, both as to price and the quantity sold.—KEYSTONE.

U. S. Tobacco Common Holders to Benefit

In tobacco trade circles reports are that directors of United States Tobacco Company have had in mind plans favorable to common stockholders which might take the form of either a small extra dividend or an increase in the rate at the next meeting of the board scheduled for the first week in June. However, officials of the company will make no comment on the subject, says the Wall Street News.

United States Tobacco Company is one of the original units of the American Tobacco Company. It is the successor through change of name of the old Weyman-Bruton Company formed in 1911, which acquired several snuff plants of the American Snuff Company, including also brands and trade-marks. Aside from the snuff business company is a factor in the smoking tobacco field.

The present \$25 par value stock has been on a \$3 annual cash basis since 1922. In 1923 the company paid a stock dividend of 20% on the common in addition to the regular \$3 annual payment.

Earnings have shown moderate but steady expansion in recent years and net of \$3,298,307, equal after preferred dividends to \$5.01 a share on the 381,542 share of common stock shown in 1925 constituted a record. In 1924 the company showed net of \$2,197,083, equal after preferred dividends to \$4.75 a share.

A resume of earnings in 1919-25 inclusive is shown below:

	Net for All Dividends	A Share on Common
1925.....	\$2,298,307	\$5.01
1924.....	2,197,083	4.75
1923.....	2,112,580	4.52
1922.....	2,013,115	5.14
1921.....	1,873,231	*\$2.13
1920.....	1,805,535	22.30
1919.....	1,727,505	21.10

*Amount a share in 1921 and prior years based on \$100 par value stock. Subsequent figures apply on \$25 par shares exchanged four for one.

United States Tobacco Company has \$5,520,000 of 7% preferred and 381,542 shares of common. No bonds are outstanding.

Biblical History

"Who was Noah's wife?" asked the Sunday School teacher.

"Joan of Arc!" answered the bright boy, "and she has her pictures on cigar boxes now!"

AARON B. HESS

Packer of and Dealer in

Domestic Cigar Leaf Tobacco
Box 1084, LANCASTER, PA.

Warehouses: 630-636 No. Prince St., Lancaster, Pa.

CHESTER CIGAR & TOBACCO CO.
MANUFACTURER OF HIGH GRADE
PENNSYLVANIA SHORTS
Pennsylvania Scrap our Specialty
RED LION, PA.

K. STRAUS & CO., Inc.

Importers and Packers of

HIGH GRADE LEAF TOBACCO

301 to 307 N. Third Street

Philadelphia, Pa.

MANUFACTURED WEATHER FOR TOBACCO
Carrier Engineering Corporation
NEWARK, N. J. NEW YORK BUFFALO BOSTON PHILADELPHIA
CHICAGO LOS ANGELES

CRESCENT MAPLEINE

A flavoring agency that modifies the pungency of tobacco without destroying the full tobacco flavor.

Manufacturers of scraps, plugs and cigarettes find Mapleine a great aid in blending and sweetening.

Offices and Warehouses in 32 cities

CRESCENT MANUFACTURING CO.

SEATTLE, WASHINGTON

OFFICES: NEW YORK - CHICAGO - CLEVELAND - PITTSBURGH - MONTREAL



Clown Cigarettes
and **Old Hill Side**
Smoking
Manufactured by
Axton-Fisher Tobacco Co.
Incorporated
Louisville, Kentucky, U. S. A.

Cigar Output Larger
The report of the local branch office of the Internal Revenue Department shows that in this district there was an increase in the number of cigars manufactured during March over February this year. Some of this increase is undoubtedly due to the new revenue becoming effective on March 29. Comparative figures are as follows:

Class A	7,086,500	4,441,445
Class B	3,476,100	4,146,250
Class C	5,304,130	4,741,390
Class D	None	150
Total	15,304,130	13,329,235

Brooks to Open Cigar Factory

Ephrata, center of the northern Lancaster County cigar manufacturing business, will have a new cigar factory in near future when the T. E. Brooks Cigar Company, of Red Lion, York county, opens up a branch plant there. Brooks Company is one of the best manufacturers in the York county division of the First Pennsylvania internal revenue district, and already operates seven factories. The new plant will be open as soon as necessary equipment can be secured installed, and will employ about 100 men. The Brooks Company needs additional factory to get out the orders now on hand. Their output for February was nearly 5,000,000.

Sues to Recover on Fire Loss

Joseph Goldberg, widely known Lancaster tobacco merchant, has entered suit in the Lancaster Common Pleas Court to recover \$61,938.40 said to be due from the Affiliated Underwriters, New York. The amount claimed by Mr. Goldberg is alleged to be due on tobacco destroyed by him which was destroyed in disastrous fire that completely razed of his warehouses last September. Goldberg claims that the amount due to recover is due him under policies which he carried with the insurance company.

Settlements Made More Frequently

The historic "Settlement Day" period in Lancaster County came and went last with little of the flourish that preceded a decade ago. April 1 marks the end of the farming year in this section and financial obligations and in-

"Better Than the Play"

THE 5c

**COVERED WAGON
CIGAR**

Direct All Inquiries to Either
Codorus Cigar Co., Codorus, Pa.
or
J. A. Doll Cigar Co., Mt. Wolf, Pa.

HAWA
**POCKET
PIECE**

SELL ON THEIR MERIT
INVINCIBLES PERFECTOS
TRIANGULARIES

LONDRES CROOKS

Manufactured by
G. A. STROBECK
RED LION, PA.

**PAY DAY
JENNIE LIND
PRIDE MARK
FAMOUS PLAYERS
5c CIGARS**

Manufactured by
SUPERIOR CIGAR CO.
RED LION, PA.

**EL TUTOR
SQUARE DIAMONDS**

Mild 5c Cigars

Also Manufacturer of
La Saramita 5c Cigar
YORKANA CIGAR CO.
York, Pa.

THE CASTLE

The Best in 5c Cigars
W. H. MYERS & CO.
RED LION, PA.

WEB FOOT

INVINCIBLES

Two 5c Quality Cigars

Manufactured by
L. D. FRYE & SON
R. D. 1, Red Lion, Pa.

COGNAC

**YORK
COUNTY
CIGAR**

MANUFACTURERS**STATE BOND
WHITE ORCHID
ARROW SMITH**

Mild Quality Cigars

Manufacturer

The **P. E. REICHARD CO.**
RED LION, PA.

"The House of Reputable Merchandise"

York-Adams Factories Make Big Showing

**March Cigar Production Greater by 19 Million Than in Same
Month of 1925—Revenue Collections Run Into Large
Sums—Class A Cigars Have Long Lead—Classes Itemized**

YORK, Pa., April 5.—Although a number of cigar factories of the York and Adams county division of the First Pennsylvania U. S. Internal Revenue district were on reduced production schedules pending reduction of the tax rate, the receipts from the sale of revenue stamps at the York and Red Lion offices during March show an increase of approximately \$60,000 over the same month a year ago. The number of cigars turned out by the factories of the two counties was over 19,000,000 more than in March, 1925. The total production for the month was 50,778,050.

March Collections

The March collections at the York office from all sources amounted to \$112,309.39, according to tabulations made by Deputy Collector Chauncey A. Hershey.

At the Red Lion office, the sale of stamps netted \$116,847.08, Deputy Collector George E. Enders announced.

The bulk of the Red Lion receipts came from the sale of Class A cigars, which netted \$111,809.72. Class B cigars brought \$1,007.10; class C cigars,

\$3,919.91 and Class D cigars, \$6. From the sale of documentary stamps, the government realized \$104.35.

The sum of \$112,309.39 collected at the York office includes stamps sold under the old tax rates and the new, which went into effect during the month. This is a slight decrease from the sum collected in February, when stamps to the amount of \$119,908.22 were sold. The sale of cigar stamps under the old and new rates was as follows: Class A, old rate, \$40,869.36; new rate, \$6,617.59; Class B, old rate, \$21,510.60; new rate, \$3,840.75; class C, old rate, \$24,623.91; new rate, \$4,370.50; class D, old rate, \$19.80. The total sale of cigar stamps amounted to \$102,352.21. The new rate stamps for Class D cigars had not arrived last week.

Stamps for tobacco brought in a revenue of \$8,740.53 during March and documentary stamps \$1,216.35.

The production in the different classes of cigars, as reflected by the sales of stamps at the York and the Red Lion offices follows:

Red Lion—Class A, 27,952,430; class

B, 167,850; class C, 435,545; class D, 500.

York—Class A, 13,526,135; class B, 4,865,350; class C, 3,828,615; class D, 1,625.

New Stamps on Sale

Unused internal revenue cigar stamps approximating \$100,000 have been returned by George E. Enders, deputy collector in charge of the Red Lion branch office of the internal revenue district. All documentary stamps have also been returned, since they are no longer required on legal paper. The new issue of revenue stamps, which reduces the tax on cigars fifty per cent, is now on sale. Some of the manufacturers are sharing this difference with the brokers, while others are putting more value into the cigar to make up for the lower cost.—YORKAD.

**Chinese To Suppress
Counterfeit Stamps**

MANILA, P. I., March 3.—Information has been received from authorities in China to the effect that co-operation of the Chinese government is enlisted in connection with the suppression of the falsification or counterfeiting in that country of the Philippine government tobacco export stamp, borne by Philippine tobacco products sent to that market.

For several years the Philippine tobacco trade in China has been greatly prejudiced by this practice. To remedy the situation certified copies of the stamp were sent to the American consul general of China, so that they might be furnished the Chinese government with

counterfeit or falsification. In addition to preventing its simulation, response to the request of the American legation in Peking for appropriate action, then the ministry of foreign affairs of the Chinese government, under date of January 1, sent the following communication:

"I have already received a note from the American consul general at Shanghai requesting that this affair be prohibited and my office has already issued prohibition strictly prohibiting it, as a record."

"Having received the foregoing from your ministry, I have written to the bureau of police and have instructed the Shanghai district magistrate to take time to time to investigate and prohibit (the action stated)."

"Having reviewed the circumstances of the action taken as reported to the commissioner, we have the honor to serve that such action would see, the whole, to be appropriate."

**No Investigation of Union
United**

WASHINGTON, April 3.—The Department of Justice is not making any investigation under the anti-trust law in the Union & United Tobacco Company of Maryland, Attorney General Sigsbee said today. It is understood the company is a subsidiary of the United Stores Company.

W. H. Reynolds & Co.
Importers and Packers of



Elmira, N.Y.

JAMES R. REYNOLDS
Leaf Tobacco

CONNECTICUT

ALABAMA SHARE

314 Carroll St.

ELMIRA, NEW YORK

Philadelphia Completes Merger Deals

Kennard & Lumly Take Over Dalton Co.—Details Settled in Yahn & McDonnell Case—Vetterlein in Bankruptcy—Lopez Cigars, Inc.—Trebrow in West—Sidney Cahen in Town—Mase Trebrow in Windy City.

PHILADELPHIA, April 5.—The Easter holidays brought a livelier demand for cigars among the retailers, and particularly for counter box sales. This more festive holiday market for all grades of cigars was not only confined to the Philadelphia trade, but extended to the shore resorts where numerous vacationists spent the brief Pascal vacation week end visit.

Manufacturers have been kept at full operation, meeting the nation's demand for the Spring stocking of cigars. This, of course, applies to those cigar producers with patronage among corporations operating chain stores, the prominent independent concerns. Wholesalers and jobbers report a tendency towards quieter times, due to the fact that many dealers bought heavily in March in preparation for the revival of Spring activities, and in anticipation of the tax reductions. Nearly all the dealers have ample supplies of floor stock on hand, and to meet requirements for several weeks to come.

Leaf wholesalers have been drifting along with the hand to mouth buying markets that have been prevailing for several weeks. However, while orders are confined to small lots to meet the present requirements, there is a broad distribution among the smaller manufacturers now resuming operations on a larger scale as a result of the reduced cost of manufacture following the reduction in the taxes on medium priced cigars.

Merged Brands

The merger of the leading distributors cigars in the Philadelphia trade, which came effective in the past week, will result in the change of policy in the latter City for many brands of smokes heretofore handled through the individual concerns involved in the consolidation. While no definite action has been taken so far, plans are under way for revision of distribution locally.

With the Dusel-Goodloe Company now the controlling interest in the Yahn & McDonnell Company, with which it is merged during the past week after having purchased the controlling stock, it will be, most probably, a single wholesale distribution center at the old office of the former company, 112 West Seventh street, where will be placed and sold the various brands formerly distributed through the wholesale department of the Yahn & McDonnell company, as well as those of the Dusel-Goodloe lines. The Yahn & McDonnell company has been the Quaker City distribution quarters for many of the leading cigars of the nation, including imported and domestic grades.

The Dusel-Goodloe Company has been a local wholesale house for Waitt & Sons, Blackstone, Santaella's Optimo, Natural Bloom, Antonio and Cleopatra. Within recent years, through its subsidiary, the Duncan & Moorhead Company, La Marcella and a line of imported cigars were added. The changes planned involve more the question of wholesale distribution than that of the retail part of the business.

While it previously had been intended that the Yahn & McDonnell Company should occupy the recently leased quarters at 35-37 South Sixteenth street for its wholesale department, it is now deemed that this location will be devoted to the retail of cigars, and the wholesale interest merged with the Dusel-Goodloe Company at the Seventh street address. President Paul Brogan and Vice President Harry M. Shetline, of the Dusel-Goodloe Company, will be in charge as officers of the reorganized Yahn & McDonnell Company. It is expected that the present chain of retail stores conducted by the Yahn & McDonnell Company will be continued. Announcement of the new policy will be

forthcoming as soon as completed plans will permit.

Consolidation Completed

Consolidation of the newly organized Kennard & Lumly Company, 1207 Walnut street, with the M. J. Dalton Company, Fifth and Chestnut streets, was completed in the week, and the two concerns now merged as the Kennard & Lumly Company. In the passing of the control of the M. J. Dalton Company to the hands of the new company, it was agreed that the M. J. Dalton Company release the new owners from the responsibility in the leasing of the store formerly conducted by that firm on Eleventh street, below Market street.

Only the Fifth and Chestnut street store has been included in the sale of the business of the M. J. Dalton Company to the new owners. The Dalton Company has been established for more than forty-five years. Its business was under the supervision of the Orphans' Court, as Guardian of the Estate of the late M. J. Dalton, founder of the firm. This was in trust for his son Stanley Dalton, who is obliged to give up his connection with the business because of continued poor health, and who now is a resident of Atlantic City. The management of the Dalton stores has been in the hands of an uncle of the young proprietor, William Taylor, appointed by the Court, and who retires from association with the trade upon the sale of the business.

The new owners have not yet decided upon the course to be followed in the question of cigars they will continue from the former lines of imported products handled by the old interests. It is assumed that the Kennard & Lumly Company will continue many of the brands, but a few will be eliminated when the final decision is reached as to the future policy.

Staff to Remain

It will control some of the leading cigars on the market in the high grade products of imported and domestic brands. The Fifth and Chestnut street store will be continued under the management of Francis Wood, who formerly was on the sales staff of the M. J. Dalton Company. C. Fowler Klein, formerly of the accounting department of the Dalton Company, will be associated with the Kennard & Lumly Company, at the Walnut street address, in similar capacity. John Flanigan, and his brother James Flanigan, also old associates of the Dalton Company, will be connected with the Walnut street wholesale and retail departments. James Flanigan is manager of the wholesale cigar, cigarette, tobacco and accessories, while John is on the retail staff. The Kennard & Lumly Company stores will be conducted along the lines of the Dunhill stores.

A voluntary petition in bankruptcy was filed, during the week, against one of Philadelphia's oldest cigar manufacturing concerns, that of Vetterlein Brothers, 1615 Spruce street. The liabilities have been estimated at \$142,490, while the assets are declared to be \$17,754. The concern, at a time, was one of the flourishing manufacturers of Philadelphia, with an extensive patronage for its Sabrosa cigars, which, forty years ago, was one of the leading nickel brands in this vicinity. It also manufactured the Fedora and other brands. The old factory, a large six story structure, is located on Fifth street, above Cherry was sold about five years ago, and the firm removed to the Spruce street, headquarters. The present owners are Roy, and Theodore Vetterlein, brothers and sons of the founder.

Lopez Cigars, Inc.

An application will be made to the Governor of Pennsylvania today for the incorporation of Lopez Cigars, Inc., to

be devoted to the manufacture of cigars, stripping, curing and sale of tobacco and tobacco products. The applicant is represented through Ladner & Ladner, lawyers, 1501 Walnut street. The Lopez cigars long have been Philadelphia products, having been previously manufactured by the Ruyera Lopez Cigar Company, which conducted a factory on 3rd street opposite Cherry. The former proprietors were George Goldstein and Samuel Olster, who now conduct a cigar stand at Sansom and Juniper streets. Simultaneously with the application for the charter there have been rented by Samuel Olster three floors in the building at 1311-1313 Sansom street, in the same building as the wholesale department of the Yahn & McDonnell Company and the old factory of the Samuel Loig Cigar Manufacturing Company.

Sidney Cahen, sales manager for the High Life Cigar Factory of New York, made the local trade his visiting grounds during the past week. He called on the local retailers, accompanied by the sales representative, J. H. Shacklett, who covers the eastern territory. High Life has been among the brands that, within recent times, have been successfully featured by the central city dealers.

Trebrow in Chicago

Max Trebrow, head of the Trebrow Cigar Company, 121 North Fifth street, manufacturers of the El Trebrow cigars is spending the Easter holidays in the Windy City. The El Trebrow has a large following among the smokers of Chicago and vicinity, and it is to look after the interests in that section that the trip is made.

There has been an increasing demand for the King Perfecto cigars in the New England states, and the Philadelphia factory headquarters, under M. A. Davis have been speeding up production to meet the growing needs in that territory. The King Cigar Company, with executive and sales headquarters in Hartford, and factory in this city at 9 Bank street, is selling the King Perfecto direct to the retail trade. No changes have been announced in the price of the King Perfecto as result of the tax reductions, but there have been provided improvements in the quality and manufacture which will consume the added revenues.—LIBERTY BELL.

The Tobacco Culture in Canada

WASHINGTON, D. C., April 5.—The tobacco growing industry in Canada is confined to the Provinces of Ontario and Quebec, says Assistant Trade Commissioner Donnelly, at Montreal, reporting to the Tobacco Section of the Department of Commerce on the tobacco crop there last year. The report continues:

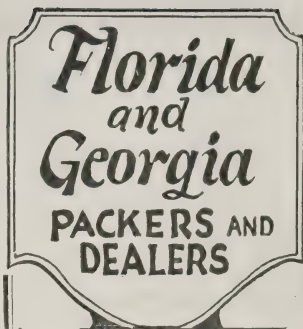
It was started in Quebec over three hundred years ago and gradually spread to Ontario which is now the principal source of supply. For many years the development of tobacco culture in Canada was neglected but in 1908 the Government stimulated interest in cultivating the product by imposing a duty on imported tobacco. Further increases were made and steadily the industry advanced until to-day it occupies an important position.

In 1925 the production of tobacco, based on crop returns of Ontario and Quebec, totalled 29,255,000 pounds as compared with 18,710,740 pounds in 1924. In 1925, 27,815 acres were used for its production, compared with 21,317 acres in 1924. Only twice in the history of the industry has the tobacco acreage exceeded that of 1925; in 1919 it totalled 31,586 acres and 1920, 36,891 acres.

Last year 20,623,000 pounds of tobacco were grown in Ontario on 18,261 acres, as against 11,032,000 pounds from 13,273 acres in 1924.

During the same year Quebec produced 8,632,000 pounds from 9,554 acres, a decline from 14,916,000 pounds from 8,044 acres in 1924. These figures indicate the transition of tobacco growing in Canada.

Essex and Kent counties are the principal producing centers in Ontario. Virginia (flue cured), Burley and Green River types are grown. Several large



I. Gardner, Pres. S. Spitz, Vice-Pres.
Jos. Wedeles, Sec.-Treas.

MAX WEDELES TOBACCO CO.

DEALERS IN

Fine Florida and Georgia Shade Tobacco

Our Specialty
Shade Grown Round Tip

Quincy, Fla.

JAMES J. LOVE

Leaf Tobacco

QUINCY, FLA.

Plantations

MALONE-OSCEOLA

F. Perry May Fountain H. May
Fred L. May

MAY

TOBACCO CO.

Growers and Packers of Shade Tobacco

York, Pa. Quincy, Fla.

B. Ottinger Henry Weinberg

B. Ottinger & Co.

Fine Florida and Georgia Wrappers

QUINCY, FLA.

A. E. Fraleigh Tobacco Co.



GROWERS—
PACKERS—
DEALERS—

Florida Shade
Grown Tobacco
MADISON, FLORIDA

Tobacco Merchants' Association Of The United States



Officers and Executive Committee:

Jesse A. Bloch, Wneeling, W. V., president.
 Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
 William Best, New York, chairman executive committee.
 Major G. W. Hill, New York, vice-president.
 George H. Hummel, New York, vice-president.

Julius Lichtenstein, New York, vice-president.
 H. H. Shelton, Winston-Salem, N. C., vice-president.
 Wm. T. Reed, Richmond, Va., vice-president.
 Harvey L. Hirst, New York, vice-president.
 Asa Lemlein, New York, treasurer.
 Chas. Dushkind, New York, counsel and managing director.

tobacco companies have plants located in the Province, the largest being at Leamington. Binder leaf for cigars grown in Quebec comes from the counties of Rouville, Missiqui, Bagot Joliette, Berthier, Terrebonne, L'Assomption and Montcalm.

Canada imported 14,847,553 pounds of unmanufactured tobacco valued at \$6,328,582 in 1925, as against 18,034,551 pounds worth \$7,835,489 in 1924. Of last year's total imports the United States supplied 13,598,603 pounds (value \$5,149,446) or 91 per cent, as compared with 16,405,499 pounds (value \$6,153,898), or 90 per cent in 1924. The importation of cut tobacco during 1925 totalled 327,911 pounds (value \$701,345) as against 337,539 pounds (value \$687,432) in 1924. The United States furnished 135,204 pounds (value \$150,482) or 41 per cent in 1925, and 123,359 pounds (value \$134,484) or 36 per cent in 1924.

Exports of Canadian tobacco in 1925 aggregated 1,974,765 pounds (value \$2,951,513) in 1925, a sharp decline in volume from the 3,627,826 pounds in 1924, but a slight increase in value from \$626,911 in 1924 to \$629,518 in 1925.

The decline in volume was due to the falling off in exports to Belgium, Denmark and Germany and the increased value to advance in price. The United Kingdom was the principal market, taking 1,867,979 pounds (value \$618,967), or 94 per cent of total exports in 1925 and 1,859,634 pounds (value \$514,504), or 51 per cent in 1924.

The apparent consumption of tobacco in Canada in 1925, making allowance for imports and exports, but not stocks carried over, was 42,465,699 pounds as against 33,455,004 pounds in 1924.—L.A.M.M.

Brazil's Tobacco Acreage and Production

WASHINGTON, D. C., April 6.—American Vice Consul, Farrand, at Porto Alegre, discussing the tobacco market in Brazil says that the present area devoted to the cultivation of tobacco is estimated at 82,500 acres, producing 37,037,280 pounds annually. Taking up the situation in more detail the Consul says:

At the present time Virginia tobacco is devoted more area than any other variety, because of the past demand by local cigarette manufacturers and European importers. This tobacco is of an excellent light color, fine in texture and in flavor, but not as aromatic as the genuine article. Other American varieties, including "Burley" and other Kentucky types, are also receiving attention.

The close of the year 1925 found the local tobacco market in an extreme state of disorganization, with no basis to form a calculation for future business. There are no established prices, and deals are made on the spur of the moment, the terms being such as may suit the parties concerned; this means that there is no market. Buyers refuse to entertain large supplies, and buy only small

parcels to meet their immediate requirements, or, buy only real bargains. Sellers on their part, and as a last recourse, put on an air of great indifference, trying to give an impression of extreme firmness. This attitude has been carried to such an extreme that some really good business has accepted them. Some buyers try to create the impression that they have purchased on better terms than they have really obtained, and by such means tend to obtain still lower prices.

Production and Market Centers

Porto Alegre, is the market center, while Santa Cruz further north is an important production center; and estimated stocks now on hand are about 70,000 bales, with the new crop at hand and being rapidly gathered. It is not surprising that prices are low, and the market in a state of chaos. As the holders are subjected to high expense, it is probable that they will have to make still greater price sacrifices, although in the opinion of some able men, the market has touched bottom.

No solution for the present state of stagnation of the market is advanced, however, it seems evident that fresh outlets to new consuming countries must be obtained, as European countries where Rio Grande tobacco was formerly well received cannot pay the present prices owing to the improvement of Brazilian exchange, and the depreciation of Old-world currency. An extensive advertising campaign, designed to increase home consumption might help, however such methods are seldom taken to advantage of here.

Excepting only *Fumo em corda* tobacco is handled and packed in much the same manner as in the United States. The *Fumo em corda* is a distinctive way preparing leaf tobacco in compact form for sale and shipment, and consists of rolling the tobacco into long cords about the diameter of a cigar. These cords are in turn coiled exactly like Manila rope, wrapped in burlap, and are ready for shipment. To use this tobacco it is necessary to either scrape off sufficient for pipe or cigarette with a sharp knife, or where larger quantities are desired, to grind it.

The native consumption is confined entirely to cigars and cigarettes, many brands of which are manufactured locally. The use of chewing tobacco, snuff, or pipe tobacco is negligible.—L.A.M.M.

San Francisco

(Continued from page 12)

Manila tobacco situation. Whether he was "rubbering" around the Philippines, as so many of the San Francisco capitalists have been doing, we are not informed. The Ehrman company is distributor for the Flor de Isabella, made in Manila.—SUNSET.

Cleveland

(Continued from page 3)

spends a good part of his time in Columbus; in fact, that city is his headquarters, but there is a "certain party" back here in Cleveland who proves a most unusual attraction.

Corn Cobs

Dealers always find a good market for the old fashioned but ever popular

corn cob pipes. Whether it is the novelty or the utility of the article that attracts, the fact remains that retailers find for them a ready sale. Mr. Hirsch, of the Hirsch Bondheim Company, of Washington, Missouri, was in town this week and managed to get plenty of orders for the many different models and styles this company, one of the largest in the country, manufactures.

About Bert Klein

Bert Klein, for some time with the P. Lorillard Company, of this division, has accepted a position on the sales force of the Friedman-Blau-Farber Company, large clothing manufacturers here. Bert is quite a salesman, and he should manage to more than hold his own with the best there, whether it be suits and overcoats or little cigars that he is selling.—HERR.

Imports

(Continued from page 14)

C. C. Wilson, Inc.	13
Austin, Nichols & Co.	6
S. J. Freeman & Sons'	24
W. Deiches & Co.	10
Hothorn, Litzrodt Co.	23
Philippine Tobacco Co.	21
United Cigar Stores Co.	97
Hamilton, Harris & Co.	76
J. B. Moos Co.	14
Crane Cigar Co.	13

Cigarettes from Havana

S. S. Orizaba	March 30
Central Union Trust Co.	9 Cases

Cigarettes from Porto Rico

S. S. San Lorenzo	March 22
United Cigar Stores Co.	1
P. R. American Tobacco Co.	2

Cigarettes from Porto Rico

S. S. Coamo	March 29
P. R. American Tobacco Co.	8 Cases

Cigarettes from England

S. S. Baltic	March 29
American Tobacco Co.	2 Cases

S. S. Mauretania

S. S. Mauretania	April 2
United Cigar Stores Co.	1
F. Murray Hill	1

Cigarettes from Belgium

S. S. Novian	March 30
Gulba Cigarillo Co.	1 Case

Cigarette Paper from Italy

S. S. Pres. Adams	March 29
P. J. Schweitzer, Inc.	75 Cases

Cigarette Paper from France

S. S. Roussillon	March 29
Kaufmann Bros. & Bonly	10 Cases

Smoker's Articles from England

S. S. Mauretania	April 2
F. Murray Hill & Co.	20 Cases

Briarwood Pipes from Italy

S. S. Pres. Adams	March 29
Dasco Import Co.	6 Cases

Clay Pipes from Holland

S. S. Volendam	March 28
Amer. Clay Pipe Work Co.	8 Cases

Pipes from France

S. S. Suffern	March 29
R. F. Downing & Co.	2
F. Murray Hill & Co.	4
R. H. Meehan Importing Co.	4

Clay Pipes from Belgium

S. S. Novian	March 30
A. B. Neuman & Co.	5
C. Silverman & Co.	43

Pipes from France

S. S. France	April 1
O. B. Richard & Co.	2
F. Murray Hill	7

Pipes from France

S. S. Vincent	March 27
State Leaf Tobacco Co.	1 Case

Briarwood from Italy

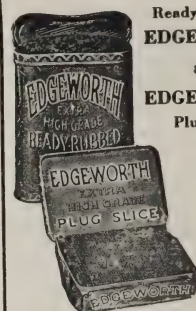
S. S. Livenza	March 29
On Order	300 Bags

Cigarette Holders from Germany

S. S. Thuringian	March 31
Judson Freight Forwarding Co.	4 Case

EDGEWORTH

Ready Rubbed
EDGEWORTH
and
EDGEWORTH
Plug-Slice



TWO STANDARDS
for dealers

Send us a trial order. We guarantee satisfaction.

LARUS & BRO. CO.
Richmond, Va.

B. WASSERMAN CO.

83 Chambers Street

New York

Established 1870 Incorporated 1902

Importers

and

Distributors

of

Havana

and

Domestic Cigars

Cigarette Holders from England

S. S. Mauretania	April 2
A. Dunhill	1 Case

Empty Tobacco Tins from England

S. S. Mauretania	April 2
A. Dunhill	5 Cases

Cigar Labels from Havana

S. S. Orizaba	March 30
M. Schwarz	1 Case

Empty Boxes from Havana

S. S. Orizaba	March 30
Park & Tilford	1 Case

CLASSIFIED ADVERTISING

FOR SALE—TOBACCO SEED. Ships Famous Kentucky Experiment Station Root Resistant Stand-up White Burley Tobacco, pure selection, improved strain, \$1.50 per ounce. J. V. Shipp, Midway, Ky.

BROKERS WANTED FOR HIGH QUALITY cigars, to retail 5c, 8c and 10c. Territory New England, middle states and middle West states. Harry A. Snyder, Littlestown, Pa.

PRINCE
ALBERT

—no other tobacco is like it!

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

VOL. LXXXI. No. 25

APRIL 15, 1926

Per Annum, \$3.00
This Issue, 10 Cents

East Hartford Sustains A Tobacco Fire Loss of About \$600,000

EAST HARTFORD, Conn., April 10.—Fire of undetermined origin starting in the rear of the grain and feed store of Stowe and Olmsted, Inc., 1320 Main Street, early today destroyed the large tobacco warehouse of the East Hartford Tobacco Growers, Inc., with 3,500 to 4,000 cases containing more than 1,000,000 pounds of high grade tobacco. The loss was estimated at \$640,000 to \$700,000.

Sparks flew a long distance and set fire to the last house on Ranney Street, nearly a thousand feet away from the fire, eating a hole in the roof. A box car full of grain for Stowe & Olmsted burned and high tension wires, extending across Main Street snapped from the heat, breaking off one pole and bending another. Assistant Chief Edward Heimer of the volunteer fire department was cut on the hand while fighting the fire.

Chief Meunier on arrival recognized the impossibility of saving the warehouse and turned his attention to

More Than Million Pounds of High Grade Leaf Consumed by Flames Early Saturday—Loss Covered By Blanket Insurance Policy Held by C. V. Association—Halpine Warehouse Burns.

warding off the flames from other buildings. A southwest wind was blowing the flames directly toward the railroad and the Charles D. Smith Coal Company office fifty feet to the right, behind which is a long row of warehouses and other buildings. All six lines of hose were turned on the coal building to prevent its catching fire and spreading devastation. Although thoroughly soaked it was severely scorched but did not actually take fire.

The ruins will smoulder for several days, it is expected. Although from high grade wrapper tobacco the smoke was too much for the firemen. Huge clouds of the fragrant fumes mounted above the town and were swept across the countryside, visible for miles, but at the source it was so dense no one could enter the building.

At 3:30 the alarm was sounded and when the firemen arrived the grain store which is part brick and part wood, was a mass of flames. Sergeant Kelleher of the police department had passed the building at 3 o'clock and there was no signs of fire then. Arriving at the scene Chief Frank Meunier who directed the work of the firemen saw at once that a general alarm was needed and ordered one turned in which brought the pumper from No. 3 in Burnside. At the same time he asked for aid from Hartford and within a few minutes Squad 6 from Colt's Meadows, headed by Captain Lee, arrived.

Chief Meunier directed the firemen from the start of the fire at the rear of the warehouse which was a three-story frame building. As the fire started at the rear of the grain store which contained a quantity of hay, straw and other inflammable material, it spread rapidly and although six streams were playing on the two buildings, the effort appeared futile. Two lines were used first on the rear of the grain store and the front of the wooden warehouse, two on the south side of the warehouse and two on the north side. Five minutes after the alarm had been turned in the grain store was a mass of flames and the warehouse was well started. The flames spread so rapidly that no interior work could be done. The large warehouse containing 3,500 to 4,000 cases of tobacco was a mass of flames lighting up the town. Sparks were flying in every direction especially to the east as there was a slight west wind blowing.

Insured in Good Companies

Joseph W. Alsop, president of the Connecticut Valley Tobacco Growers Association, said that the tobacco which was almost entirely of the 1925 crop, was insured in one Springfield and several Hartford companies to its full value and he was very pleased that the insurance was in reliable companies.

The warehouse belched forth black smoke and flames that must have shot upward a hundred feet. The heat was intense and at one or two intervals it was necessary for the firemen to draw back, temporarily.

The warehouse had a capacity of about 4,500 cases of tobacco. It was owned by J. Stewart Halpine of Milford and leased to the East Hartford (Continued on page 26)

Not to Press Parcel Post Import Bill

WASHINGTON, D. C., April 14.—It is understood on very good authority that members of the House of Representatives have decided not to press the parcel post cigar import bill on which hearings have already been held before the Ways and Means Committee.

It had been announced several times that further hearings would be held but it is now definitely decided that no further hearings will be held and that the matter will be dropped at least until the December session of Congress.

Would Shift Tobacco Census Hearing

As regards the Gilbert tobacco census bill, on which hearings were postponed because of the illness of one of the chief witnesses, it is understood that Mr. Gilbert will make an effort in the House to have the bill transferred from the Committee on Census, where it was originally referred, to the House Committee on Agriculture. The understanding is that there has been considerable objection to this bill and Mr. Gilbert feels that the House Committee on Agriculture will be more friendly to it than the Census Committee.—L.A.M.M.

Amsterdam Prices Rule Extremely High

Information received by the New York cable indicate that extremely high prices are paid for American types of Sumatra sold at last Friday's inscription at Amsterdam. Some 4,500 bales were bought the U. S. market.

Notable purchasers were:

General Cigar Co.	1,400
Rosenwald & Bro.	1,321
Willing Co.	576
Ullman Bros.	341
Gayuk Cigars, Inc.	283
Consolidated Cigar Corp.	264
Duys & Co.	149
Bornholdt & Co.	102

Cincinnati Notes Revival of Business

General Improvement Reflected in Due Time in the Tobacco Trade—Leading Cigar Factories Operating at About Normal Capacity—Jobbers Report Upward Market Trend

CINCINNATI, Ohio, April 10.—For a few days before Easter there was a slight lull in business, but now that spring seems to have come back to stay its allotted time there is a general revival of trade in all branches of the tobacco industry. The situation is improving materially in other lines of business, it is pointed out, and naturally this will be reflected in due time in the tobacco trade.

Leading cigar factories are working at about normal capacity, and some expect to increase their production very soon. A drawback with this branch of the trade has been the fact that the recent tax reductions created a feeling among buyers that prices might go down, and therefore there was a tendency to reduce the size of orders or to hold them back.

Jobbers report an upward market trend, with increased buying in the past few days. With this branch of the trade March was a better month than the previous one and it showed an increase over the same month of the previous year. This branch of the trade also found that the tax reductions

caused some buyers to hold off, in order to see whether prices would be affected.

Near-Flu Affects Tobacco Trade

Prospects for the retail branch of the trade are regarded as brighter than they have been for a long time. An epidemic of near-flu, or gripply colds, has for the past two weeks reduced tobacco consumption—some say as much as fifty per cent. Better weather is causing the afflicted citizens to recover, and sales are therefore on the increase. There is plenty of work for everybody, the masses have plenty of money to spend, and there is no reason why retail sales should not increase. But, as one man put it, "No retail business can prosper in these times of keen competition unless its owner shows the necessary amount of enterprise."

White Owls Flying Faster

"The demand for the White Owl, which now sells at three for twenty cents, is increasing enormously," explained Robert Straus, of the Henry Straus Company, jobbers. "Our general

(Continued on page 36)

H. S. Cullman to Head N. Y. Leaf Board

The New York Leaf Tobacco Board of Trade at its annual meeting held last Thursday, in the office of Stern-Mendelson Company, 165 Front street, elected Howard S. Cullman as president to succeed Jerome Waller, who retired from the presidency.

Other officers elected were, Henry Fisher, vice president; Percival R. Lowe, Jr., secretary; William Singer, treasurer.

Following plans previously made by the trustees, a new grouping system was adopted. An executive committee of nine will take place of the Board of Trustees, as heretofore organized.

New executive committeemen selected are: Nathan Bijur, seed leaf group; Howard Cullman, seed leaf group; Henry Fisher, Sumatra; Jerome Waller, Porto Rico; Percival R. Lowe, Jr., broker; Howard Friend, Havana; Henry Oppenheimer, seed and Havana; Morris Neuberger, seed leaf, and William Singer, Havana.

The retiring president, Jerome Waller, made the following interesting address:

When our president attended a convention of farmers in Chicago during the past Winter, that well known cowboy wit, Will Rogers, referring in his inimitable way to the president's analysis of the agricultural situation, remarked: "He diagnosed the illness but failed to prescribe." Paraphrasing this statement, may I be permitted to say that I think I have diagnosed the illness of your association, but in order that I should not lay myself open to the criticism of Mr. Rogers, I have accompanied my diagnosis with a prescription.

Frankly, your organization is suffering from lethargy brought on by indifference and super-induced by disinterestness. Do conditions warrant this state of affairs? My answer is emphatically no. I pointed out in my last year's

report that now, more than ever, is there need for effective co-operation through organization, and what was true then is true now. The truth of my presence is effectively demonstrated by the success achieved by the National Cigar Leaf Tobacco Association in helping to secure tax reduction. Is there anyone here who maintains that the same results could have been achieved through individual efforts without co-operative organization? And if for no other reason than to maintain the national organization which has proven itself so essential to the leaf tobacco industry, your body is a necessary and an indispensable institution, and as such should be perpetuated.

My prescription? There will be presented for your consideration a report of the special committee on reorganization which I hope will be adopted. Last year you amended your by-laws in accordance with my suggestion to provide for quarterly meetings of the full board instead of the one annual meeting. This did not prove to be a logical remedy inasmuch as these meetings were more than poorly attended, in some cases not even a quorum appearing. It would therefore seem that the affairs of your organization should be concentrated in the hands of a few who should be permitted to act for the body as a whole, and I hope that if the committee's suggestions are carried out, the new executive committee will be able to revitalize this board.

Perhaps new and younger blood is needed; perhaps we of the "old school," the "old fogies" should be relegated to the rear. I therefore suggest, as part of my prescription, that the nominations at this meeting be made from the younger set. I think it can provide ways and means of infusing new interest in all our meetings.

I trust I have not bored. I have dwelt at length on this subject because I feel keenly the need. I love the organization. I want to see it preserved. I do not want to see it suffer from undesired indifference, disinterestness or lethargy. We must be here and ready whenever the call comes, and come it will without warning, for the enemies of tobacco are not yet all dead.

Referring again to the delay of deliveries from public stores, the investigation of which had not been completed when I presented by last report, the transportation committee gave this matter very careful attention. The result was a letter from Assistant Collector Stewart assuring us that this would be corrected and asking us to report any further delays if they occur. I recommend this for your consideration and ask that a recurrence be promptly reported to your board for further action.

The subject of fractional weighing on importations received further attention by your officers, resulting in advice from the proper authorities that the regulations could not be changed as the statutes provided for same. At the same time assurances were given us that the same methods either indicating the fraction as such or by ounces would be observed at all piers. If it has been the experience of our importers that this uniformity has not been carried out, it would be well for them to again refer the matter to this board.

Your by-laws as amended now provide for minimum dues of \$40, permitting voluntary payments on the part of each member for any amount in excess thereof that he may see fit to pay. Notwithstanding the fact that our treasurer's report indicates a healthy condition despite a diminishing membership, I trust our members will not be niggardly in their payments and that each member will pay more than the \$40 minimum. Additional funds will be required for the National Cigar Leaf Tobacco Association, of which we are the main support. It was principally in its interest that the provisions of our by-laws were amended. The National needs a larger fixed income and we must do our part. The special committee headed by Mr. H. Rothschild is planning a campaign to achieve this result and in his behalf I ask your earnest co-operation. May I at this time point out with pardonable pride to the work of the National Cigar Leaf Tobacco Association already alluded to, as a further argument for your increased financial support.

During the year Mr. Benno Rosenwald was called to his eternal home. He gave us many years of service and we mourn his loss.

I am happy to say that your arbitration board was not called upon to function throughout the entire year, indicating harmonious relations between buyers and sellers.

The trade press, who so assiduously co-operated with me and extended me every courtesy, has my sincere thanks.

On behalf of the entire trade I extend to Messrs. Stern, Mendelsohn & Co. our

thanks for its continued courtesy in tendering the use of its offices for our meetings. While reluctant to make a suggestion which would add any financial burden, I venture to say that perhaps a regular board room as of old might add interest to the activities of the organization.

I cannot forget to extend my thanks to the various committees and my fellow trustees. While the former had little to do, they were always ready and willing, and together with the trustees have given me most loyal support and co-

operation.

Having sung my swan-song, I cheerfully and gladly relinquish my office feeling, however, a tinge of sadness and regret; sadness, because I must now take leave of the organization which I so deeply cherish, and regret that in this office of honor and confidence I have been able to accomplish so little. With the assurance that, as I have endeavored to do my best in the past, so will I aid with my mite in the future, allow me to conclude with a simple but sincere "thank you."

UNITED STATES TOBACCO EXPORTS DURING MONTH OF FEBRUARY

Figures Compiled by Department of Commerce

ARTICLES, AND COUNTRIES TO WHICH EXPORTED	UNIT OF QUANTITY	FEBRUARY—				EIGHT MONTHS ENDING FEBRUARY—			
		1925		1926		1925		1926	
		Quantity	Value \$9,138,018	Quantity	Value \$15,732,146	Quantity	Value \$114,813,312	Quantity	Value \$142,828,0
Tobacco and manufactures (total).....	Lb.....	24,127,078	7,595,971	48,408,680	14,560,204	314,184,683	101,566,644	396,206,613	132,272,0
Tobacco, unmanufactured (total).....	Lb.....								
Leaf tobacco—									
Bright—	Lb.....	13,046,245	5,653,757	29,591,339	11,119,106	156,562,490	69,868,377	255,477,151	101,427,0
Dark—	Lb.....	271,300	168,943	345,915	96,440	3,397,951	1,179,321	4,106,398	889,6
Dark—Kentucky and Tennessee—	Lb.....	5,350,133	890,353	11,391,752	1,332,401	91,923,843	14,887,668	83,532,838	16,122,0
Dark—Virginia—	Lb.....	1,385,458	586,657	2,414,821	1,047,471	18,277,653	6,774,708	14,788,637	5,273,7
Maryland and Ohio export—	Lb.....	1,358,540	226,540	213,014	80,203	9,503,286	2,120,796	13,232,554	2,559,9
Green River (Pryor) and one sucker—	Lb.....	1,333,668	329,429	2,455,422	462,346	6,164,252	1,229,729	10,115,533	1,985,4
Cigar leaf—	Lb.....	47,382	47,927	44,000	48,683	238,038	291,691	621,033	631,4
Other leaf tobacco—	Lb.....	1,012,943	239,278	690,739	144,356	20,783,978	5,597,190	5,209,576	1,832,4
Total.....	Lb.....	23,805,879	7,581,946	47,147,112	14,529,066	307,331,611	101,329,626	390,384,328	131,992,5
Exported to—									
Belgium.....		438,733	113,075	1,068,802	130,814	11,076,691	2,006,699	11,267,985	1,707,6
Denmark.....		169,245	33,765	240,173	39,322	3,200,773	682,753	4,725,441	1,015,8
France.....		1,154,696	195,687	6,704,835	605,817	24,524,005	3,358,441	26,661,710	3,208,2
Germany.....		162,284	35,248	1,606,580	327,125	14,475,548	2,383,446	17,817,014	4,031,5
Irish Free State.....		55,130	9,063	345,578	88,449	185,116	31,979	134,027	159,6
Italy.....		25,856	4,251	56,310	11,728	5,685,465	1,378,005	7,344,618	1,915,9
Netherlands.....		776,141	146,834	915,949	172,303	13,445,562	2,546,613	19,919,517	4,900,3
Norway.....		103,719	42,027	216,185	57,166	4,276,855	1,248,700	3,083,146	888,0
Poland and Danzig.....						3,000,182	491,329	7,490,897	644,0
Portugal.....						2,134,033	235,023	1,497,115	242,0
Spain.....		2,621,570	187,515			23,389,470	2,007,398		
Sweden.....				186,080	86,090	1,797,033	333,298	1,601,618	531,2
Switzerland.....		64,725	19,617	181,355	48,586	1,489,855	338,867	2,047,001	535,7
United Kingdom.....		10,659,984	4,469,090	17,490,059	8,924,528	110,416,762	58,529,135	148,229,263	78,328,7
Canada.....		677,171	217,506	1,076,968	309,261	7,042,083	2,180,253	8,561,203	2,373,4
Mexico.....		102,789	24,818	1,666	519	924,349	201,410	654,078	153,0
Argentine.....		197,949	33,303	142,621	24,011	1,150,654	204,460	1,118,302	197,7
Italian Republic.....		248,036	92,149	26,802	9,485	2,263,511	773,995	2,016,042	796,3
China.....		4,659,343	1,209,955	12,840,084	2,613,413	32,384,271	7,812,710	82,237,817	17,294,4
Japan.....		88,062	32,535	101,795	30,656	6,277,483	1,774,387	1,444,363	3,442,3
British West Africa.....		901,886	380,829	1,498,710	559,790	13,704,334	4,980,182	14,850,601	5,519,9
French Africa.....		472,815	123,428	842,939	222,781	5,683,735	1,512,133	7,274,158	1,854,8
Other countries.....		428,950	76,464	418,388	65,111	4,940,730	1,042,299	5,808,750	1,382,8
Stems, trimmings, and scrap tobacco.....	Lb.....	321,199	14,025	1,261,568	31,198	6,833,172	236,718	5,914,185	279,5
Tobacco manufactures (total).....			1,542,047		1,171,942		13,244,668		10,556,9
Cigarettes.....	M.....	734,902	1,369,052	618,198	998,667	6,210,436	11,601,802	4,663,793	8,880,6
Exported to—									
Europe.....		5,298	19,006	21,017	36,290	47,691	151,132	118,664	314,5
Canada.....		420	1,107	14,246	39,680	44,122	105,174	87,346	175,0
Panama.....		12,712	36,331	29,793	86,656	162,532	463,281	239,177	695,6
British Malaya (Straits Settlements).....		901,886	380,829	1,498,710	559,790	13,704,334	4,980,182	14,850,601	5,519,9
Philippine Islands.....		28,700	87,100	18,136	45,968	211,713	623,376	245,810	745,6
China.....		30,026	39,725	32,000	11,860	132,338	275,385	230,750	722,4
Siam.....		22,692	66,374	46,032	123,253	433,294	1,015,482	295,728	848,7
Other countries.....									
Plug tobacco.....	Lb.....	223,836	123,053	247,155	118,021	2,398,941	1,165,078	2,493,269	1,178,5
Smoking tobacco.....	Lb.....	89,897	39,705	79,587	51,027	711,645	373,332	705,065	430,3
Other tobacco manufactures.....	Lb.....		11,232		4,227		106,618		66,3

UNITED STATES TOBACCO IMPORTS DURING MONTH OF FEBRUARY

Figures Compiled by Department of Commerce. Values Stated in Dollars

ARTICLES, AND COUNTRIES FROM WHICH IMPORTED	UNIT OF QUANTITY	FEBRUARY—				EIGHT MONTHS ENDING FEBRUARY—			
		1925		1926		1925		1926	
		Quantity	Value \$5,639,841	Quantity	Value \$4,051,671	Quantity	Value \$6,502,445	Quantity	Value \$45,927,3
Tobacco and manufactures (total).....									
Unmanufactured.....									
Product of the Philippine Islands..... free.....	Lb.....	83,370	17,231	130,093	25,803	732,556	99,717	839,394	164,3
Leaf, for cigar wrappers..... dut.....	Lb.....	267,233	610,554	226,007	535,539	3,406,755	9,062,662	3,928,984	9,224,3
Imported from—									
Netherlands.....		205,220	500,303	219,587	512,960	3,288,546	8,909,045	3,842,478	8,984,7
Dutch East Indies.....				1,949	1,922	1,155	924	1,949	1,949
Other countries.....		62,013	30,251	4,471	20,617	117,054	152,693	84,537	237,1
Cigar leaf (filler).....									
Unstemmed..... dut.....	Lb.....	828,829	735,042	543,790	502,040	7,163,142	6,791,236	5,448,021	5,327,1
Stemmed..... dut.....	Lb.....	1,469,020	1,611,026	1,030,329	1,094,088	8,256,466	10,015,209	8,006,968	8,940,2
Total cigar leaf.....	Lb.....	2,297,849	2,346,068	1,574,128	1,596,128	15,419,608	16,806,445	13,455,000	14,268,3
Imported from—									
Germany.....		21,738	21,856			328,075	396,728	34,797	30,4
United Kingdom.....						1,138	781	6,615	11,4
Other countries.....		2,271,634	2,322,156	1,560,506	1,585,484	13,912,115	15,708,688	13,262,761	14,155,0
Cigarette leaf..... dut.....	Lb.....	4,122	2,058	15,620	10,647	1,177,385	700,448	120,836	83,0
Imported from—									
Germany.....		4	5	3,798	1,610	610,455	615,353	58,347	43,5
Greece.....		1,551,319	1,218,788	726,333	621,907	13,410,387	14,455,661	7,509,638	5,810,2
Italy.....		2,002,381	738,492	1,249,068	616,482	7,198,961	5,935,041	7,349,136	3,940,2
Turkey in Europe.....						1,094,078	1,451,823	4,451,823	623,3
Turkey in Asia.....				114,010	62,706	5,993,749	2,101,151	9,522,185	4,150,0
Other countries.....		13,305	2,632	43,765	45,343	841,552	411,506	691,063	318,0
Scrap.....	Lb.....	187,716	64,763	102,501	33,580	1,160,636	422,550	1,100,488	358,8
Manufactures of tobacco—									
Cigars and cheroots..... (Philippine Islands)..... free.....	Lb.....	202,190	335,850	308,226	432,162	2,045,638	3,326,978	2,352,908	3,622,9
Cigarettes (product of Philippine Islands)..... free.....	Lb.....	27,832	380,149	17,392	153,332	329,329	2,740,153	364,386	3,940,2
Cigarettes (product of Philippine Islands)..... free.....	Lb.....	360	305	970	1,044	1,098	2,118	6,123	1,150,0
All other manufactures of tobacco..... free.....	Lb.....	22,381	30,415	19,817	29,096	215,612	304,492	154,800	262,8

Would Extend Use of Greek Tobacco

WASHINGTON, D. C., April 13.—February 22, the Committee extending the study of means for extending the consumption of Greek tobacco, met in the Ministry of Finance and considered various measures necessary to this end, says a report to the Department of Commerce. The conclusions of the Committee are to the effect that a grant by the Government of 2,000 drachmas per 10 kilograms of tobacco should be made to the manufacturers in order to enable them to place Greek cigarettes on the foreign market. It is believed that this grant will be favorably considered by the Government.

A further recommendation will be the application of the taxation on consumption of tobacco which will result in a substantial reduction in the price of the packages of cigarettes. In order to avoid successful competition may be carried on with foreign cigarette manufacturers, the Government will be requested to abolish the import duty on domestic tobacco brought in from Smyrna and Varna; also the import duty on cardboard.

The Committee decided also that some of the existing tobacco cutteries be closed, leaving 30 in operation. It is believed that these measures will be embodied in a Decree at a very early date.

The movement to extend the manufacture of cigarettes in Greece is one that warrants consideration. A study of the economic conditions of Greece that have resulted from the influx of the 1,500,000 refugees from Asia Minor leaves no doubt but that Greece must enter upon extended industrial expansion in order properly to absorb the augmented portion of its population. Greece being the largest producer of the best grades of cigarette tobacco and already possessing well equipped establishments for the production of cigarettes for the home market, has the necessary raw material and experience to expand the industry sufficiently to meet any foreign demand which might be created for Greek made cigarettes. Any such extended expansion would possibly affect the position of the Egyptian cigarettes in the world's markets to a greater extent than products from other countries. American cigarette manufacturers might find a ready market for the purchase of Egyptian tobacco should local cigarette production be materially increased.—L.A.M.M.

Coulapides Celebrates Fifth Anniversary

The Fifth Anniversary of A. Coulapides, Inc., cigarette manufacturers, was the occasion for a delightful luncheon and reception at the new factory recently established at No. 14 West 17th street, New York, occupying the entire 14th floor of the building last Saturday noon.

Mr. Jennings, and his wife, together with the famous "Tony" Coulapides, and their guests feel at home.

The cigarette machines, the packing machines, and other machinery were all working order and showed the guests.

Jennings, Ltd., and Egyptian cigarettes, and other brands, were made. The employees were all dressed in "smocks," lending a delightful atmosphere to the occasion. The superintendent of the factory was most cordial to the guests, explaining the various machines.

A splendid luncheon was spread for the guests, and heartily enjoyed.

Clarksville Average, \$9.81

CLARKSVILLE, Tenn., April 10.—The tobacco transactions on this market have been as follows:

Sales for week 1,219,560 lbs.
Sales for season 19,744,205 lbs.
Sales last season 16,454,110 lbs.
Average for this week \$9.81
Average for this season \$12.33
Average for last season \$16.23
Henry M. Lupton, Secretary
Tobacco Board of Trade.

The North Carolina Tobacco Warehouse Sales, 1925-1926

RALEIGH, N. C., April 10.—The 120 auction warehouses operating in North Carolina this season have sold 340,617,785 pounds of producers tobacco at \$22.50 per hundred pounds. The deliveries to the Cooperative Marketing Association from the North Carolina crop were approximately 28,929,748 pounds. It is estimated that about 7,000,000 pounds of North Carolina tobacco is sold outside of the State in excess of that imported for sale. The total of these three items shows that approximately 376,547,533 pounds of North Carolina tobacco have been disposed of during the past season on both the Old and New Bright Belts.

The December report, made by the United States Department of Agriculture, indicated a crop of 361,020,000 pounds. This was 96 per cent of the actual producers' sales.

The amount of producers' tobacco sold on the New Belt was about 68.5 per cent of the total producers' tobacco sold. The New Belt sales averaged over five cents higher than those on the Old Belt and were slightly higher than the New Belt Sales during the previous season.

Auctions Sell 340,617,785 Pounds During Season—Average Price \$22.50 per Hundred—Market Reports

which averaged \$11.94 and \$12.04 respectively. Sales on these markets were considerably less than last season.

The New Belt markets averaged \$24.27 for the season. Robersonville reported \$26.87; Wilson \$26.81 and Farmville \$26.32. The lowest price recorded on this belt was from Chadbourne, reporting \$15.00 per thousand.

Cooperative Marketing Association

The receipt of the Association from the Virginia, North Carolina and South Carolina crops to March 20 were reported as 83,196,241 pounds, from a total of 551,130,000 pounds produced in the three states. These receipts are 14 per cent of the three crops produced. In 1924 the Association received 22.7 per cent of these three crops; in 1923, 28.9 per cent and in 1922, 34.7 per cent.

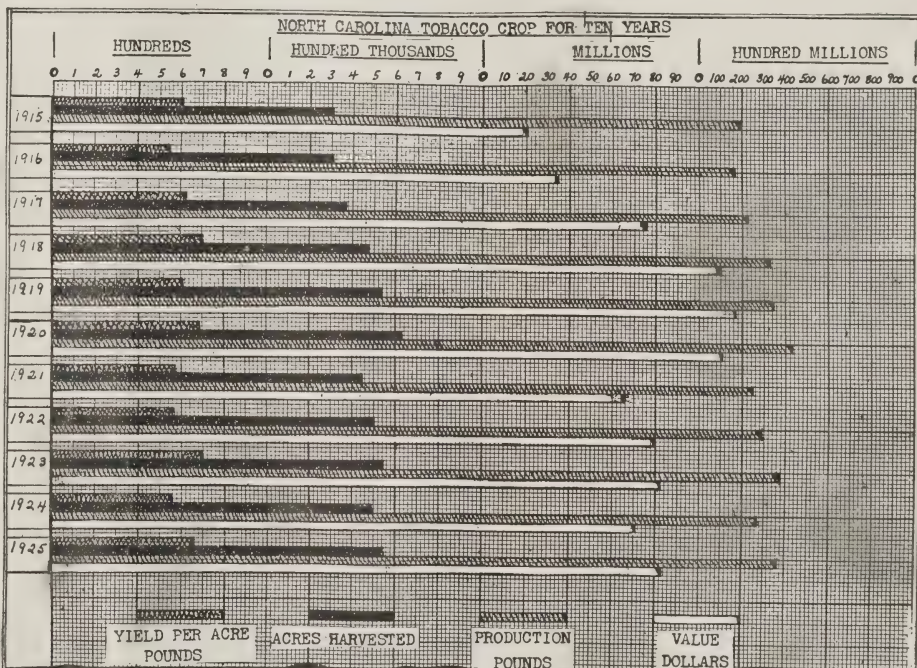
been constantly declining. This is unfortunately due in part to some members who have attempted to evade their contracts and others who have changed their planting intentions in regard to this crop. However, it is largely the result of the failure of farmers to sign up with the Association which was organized for the purpose of upholding the prices paid to farmers for their crop.

North Carolina Burley

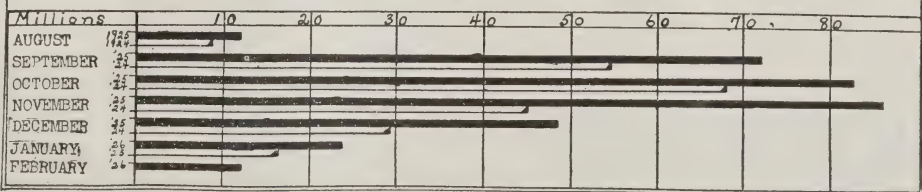
Heretofore, very little attention has been given to the crop of burley tobacco produced in several of the mountain counties of this state. In the four counties of Buncombe, Haywood, Madison and Yancey there were 5,314 acres of burley tobacco produced in 1925. These counties reported an average yield of 750 pounds per acre, making a total production of 3,985,500 pounds. This tobacco is marketed in Johnson City and in Greenville, Tenn.

Last year the tobacco sold from these counties averaged \$18.21 per hundred pounds which would value the crop produced at \$725,759. For the mountain

The 1925 Crop-Producers' Auction Warehouse Sales



PRODUCERS AUCTION TOBACCO SALES BY MONTHS - SEASON 1925-26 and 1924-25



Cooperative Receipts by States up to March 22

Year	North Carolina	Virginia	South Carolina	Aggregate
1922	64,953,771	83,258,314	15,376,949	163,589,034
1923	74,581,428	77,489,320	28,065,090	180,135,838
1924	36,000,567	56,745,109	11,075,474	103,821,150
1925	28,929,748	34,545,419	19,721,074	83,196,241

* The various market reports are compiled and explained by Co-operative Crop Reporting Service, the U. S. and N. C. Departments of Agriculture, Raleigh.

These figures show that the percentage of the crops delivered to the Association since its organization in 1922 has

section as a whole, there were reported approximately 4,202,250 pounds produced. (Continued on page 17)

Why the Maharajah de Kapurthala Chooses "les cigarettes Melachrino"

*Famous Indian Potentate,
Epicure Extraordinary,
Expresses His Personal Preference*

THE Maharajah de Kapurthala—the king of India, as he has well been called—is the beau ideal of the Eastern potentate. Master of untold wealth, with countless servants and slaves to answer and even to anticipate his every wish, he is the true epicure, the storied sybarite.

Recently he has been making a tour of the world in the authentic grand manner. Stories are told of his leasing entire hotels for himself and retinue. At other times great castles and chateaux have been placed at his disposal. Everywhere he entertains and is entertained by royalty and the bluest blood.

In Paris during the recent summer, at his magnificent villa in the Bois, and at the famous watering places along the Riviera, he dispensed regal hospitality, receiving homage from the proudest names in Europe, who flocked to do him honor. Incidentally his French is as Parisian as his English is Oxonian.

From la belle France journeying to L'Amerique du Sud—Argentina primarily—his visit synchronized with that of the Prince of Wales, and the two princes were often feted together. Our own country is also in his itinerary, and doubtless Newport and Palm Beach will shortly have an opportunity to marvel at the splendor of this modern Haroun al Raschid.

Such a man naturally comes in contact only with the best, the most luxurious. His taste cannot but be faultless—he knows no different. When a prince of his known discrimination and savoir faire, who at a sign to his minions could have had



His Highness, the Maharajah de Kapurthala, head of one of the greatest ruling houses in India, supreme lord of millions, man of fashion, arbiter elegantiarum.

Davillon Kapurthala
"Route de Champ d'Entraînement"
"Les de Boulogne"

Paris
21. Juillet 1922

*Je vous envoie les
cigarettes Melachrino*

Jagatjit Singh

Maharajah de Kapurthala

TRANSLATION

I find Melachrino cigarettes extraordinarily good.

Jagatjit Singh
Maharajah de Kapurthala

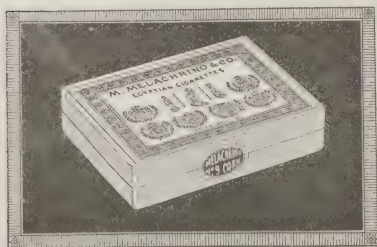
made for his special and sole use the "dream" of cigarettes, the very nectar and ambrosia of tobaccos, frankly expresses his pleasure in Melachrino—takes the time and trouble to write a personal letter to signify this pleasure—there can be no higher praise.

Yet such a royal compliment is more than this aristocrat of cigarettes deserves. As that wonderfully rich yet supremely delicate "flair" distinguishes the pure Turkish above all other tobaccos, so Melachrino is the maharajah of all pure Turkish cigarettes. It is the *one* cigarette sold the world over—because in every country in the world the men and women "qui savent vivre"—who know how to live—and who demand the ultimate of pleasure in life, choose Melachrino.

Among others of the highest rank and position who have expressed their preference for Melachrinos are

Prince Georges Matchabelli of Italy
Prince Robert de Broglie of France
Comte de Obidos of Portugal
Don Luis de Bourbon of Spain
Prince Clemente Rospigliosi of Italy
Andre de Fouquieres of France
Prince Bojboga Ubo Pagowitz of Montenegro
Grand Duke Boris of Russia

It is irrefragable evidence of faultlessly discriminating taste when Melachrinos are smoked. Everywhere they are "comme il faut"





10 HARVESTER 10

Write for Sample and Quotation

**Glass Covers—
Display Cabinets**

FOR

**Cedar Box, Round and
Square Cans that will be
a fitting companion for
your merchandise.**



**Robinson Skall
Display Case Co.
Inc.**

Established 1905

Also Made for 2 & 3 Box Displays 183 Wooster St., N. Y. City



10 ADMIRATION 10

Service - Quality

Look Who's Included In This Array of Short and Snappy News Items

- ASHLAND, Pa., April 10.**—Ray G. Evans, who has a cigar store at 910 Centre street, must vacate the premises, and is looking for new location.
- NEW HAVEN, Conn., April 12.**—Harry's Smoke Shop, Smokes, Confectionery, luncheons, etc., at 100 Church street, is to open a new branch at 236 York street, in about two or three weeks.
- CUMBERLAND, Md., April 10.**—Mrs. Margaret Patterson has purchased the Arnes Corrigan tobacco, confectionery and grocery business at 516 Paterson avenue, and is to take possession in about three weeks.
- HAZLETON, Pa., April 10.**—Richard Maggio has opened a new store for the sale of cigars and tobacco products, confectionery, etc., at Pine and Juniper streets.
- HAZLETON, Pa., April 10.**—Carl Snyder has succeeded Tom Doyle in the cigar business at 116 E. Broad street.
- H. Schlesinger** is said to be in the market for scales, soda fountain and counter, preparatory to opening a drug and cigar store, 1871 Myrtle avenue, Brooklyn, N. Y.
- NEWBURYPORT, Mass., April 10.**—Charles Antonopolis, conducting a cigar stand in connection with a lunch and confectionery business, etc., at the corners of High and Green streets, has secured permit to remodel the building and add to floor space, enabling him to occupy the entire first floor.
- MULLINS, S. C., April 10.**—Mrs. C. R. Heggie and daughter, in charge of Kirby's, conducting a drug and stationery business, etc., in the Masonic Building, have added a new cigar branch.
- PINK HILL, N. C., April 9.**—S. T. Byrd, conducting a tobacco, grocery and confectionery business, etc., on the R. F. D. Deep Run, N. C., is erecting a new store building, one story, 30 x 50 feet, on the Pink Hill Highway, which he is to occupy in about three weeks. He is in the market for interior fixtures, show cases, safe, ice box and cash register.
- CUMBERLAND, Md., April 10.**—Mrs. Grace Brennen has purchased Ye Goody Sharpe, doing a confectionery and tobacco business at 107 S. Lee street. Mrs. Brennen bought the business from Hams Roob. She is to take possession in about three weeks.
- ASHLAND, Pa., April 10.**—James J. Doyle, in the cigar and pool room business at 9 and Centre streets, is reported as discontinuing the business.
- Louis K. Liggett Co.,** 41 E. 42nd street, New York, is to open a new branch, drug, cigar and confectionery store, etc., at Collins avenue and Casino Way, Miami Beach, Fla., when improvements are completed. Also to take possession of store at Collins avenue and Fifth street, same town, and open as another link of long chain.
- WORCESTER, Mass., April 10.**—H. W. Van Hooser Company, Inc., in the confectionery and tobacco business, etc., at 91 Main street, are reported as having filed a petition in bankruptcy, with liabilities of \$3,715, and assets of \$122.
- HAZLETON, Pa., April 10.**—William J. Boyle has opened a new cigar store at the corner of Wyoming and Mine streets.
- Al. Mirman** has leased store room at 596 Lenox avenue, New York, which he is to occupy with a cigar and stationery business. Cross and Brown, 270 Madison avenue, were the real estate bookers in the leasing transaction.
- SPRINGFIELD, Mass., April 10.**—Fowler and Brown have succeeded W. L. Lucas & Son in the cigar and confectionery business at 117 Bridge street.
- NORRISTOWN, Pa., April 10.**—Charles Cantello, cigar dealer at 225 E. Main street, is to make alterations, remodel Main street front of building at Main and Arch streets, for cigar, lunch, pool and billiard business; to be occupied at completion of alterations.
- SHELTON, Conn., April 12.**—John Broderick, residing in Division street is to open a tobacco, confectionery, pool and billiard business in Howe avenue. He was formerly in similar business at 14 Oliva street, Derby, Conn.
- STAMFORD, Conn., April 12.**—The United Cigar Stores Company, has been granted a permit to make alterations in its store at Atlantic and Main streets, the cost of which is estimated at about \$7,000.
- PHILADELPHIA, Pa., April 12.**—The Michalls Cigar Store is opening for business at Orthodox street and Frankford avenue.
- HAZLETON, Pa., April 12.**—David Sherman has become sole proprietor of the cigar and confectionery business etc., of Sherman and Reilly, at 11 E. Mine street.
- WAVERLY, N. Y., April 10.**—Madison R. Bennett, in the cigar and tobacco business, etc., at Broad and Fulton streets, has passed away.
- MORRISTOWN, N. J., April 12.**—I. Greenzo is shortly to move his cigar, confectionery and stationery business from 78 Speedwell avenue, to 72 on the same thoroughfare.
- CLYDE, N. Y., April 10.**—Cal. Kelsey, is said to have closed out his cigar business in the Fischette Block.
- PITTSFIELD, Mass., April 10.**—The Dearstine Brothers Tobacco Company have bought out the Wilkinson Cigar Company at 202 West street, this city, and hereafter operate the business. The new owners have their main headquarters at 547 Broadway, Albany, N. Y.
- PORTLAND, Maine, April 10.**—The United Cigar Store at 23 Monument Square, is to be moved to the Chapman Building, 473 Congress street.
- RUMFORD, Maine, April 10.**—Arthur Jordan has succeeded Joe Negri in the cigar, confectionery, lunch and fruit business at 45 Congress street.
- YORK, Pa., April 12.**—James Hubley has opened a cigar store here at 4 North Water street. Heretofore he was connected with the Hake Cigar Store at Market and Water streets.
- YORK, Pa., April 12.**—E. B. Miller has sold his cigar store at Penn and Philadelphia streets to Norman J. Daryman.
- HALLAM, Pa., April 12.**—M. Larry has opened a cigar store and pool room here.
- SAN FRANCISCO, Cal., April 6.**—Paul Leondardt has opened a cigar and tobacco store at 312 Clay street.
- LEAD, S. Dak., April 7.**—Campbell & Imch are shortly to open a billiard parlor and cigar stand here.
- BRIDGEPORT, Neb., April 8.**—B. C. Anderson is the new proprietor of the Bridgeport Pharmacy, succeeding C. F. Morning. Besides users of drugs, smokers, consumers of confectionery and magazine readers are catered to.
- LOUDON, Tenn., April 10.**—Mark Alexander is preparing to open new store in which he will carry a stock of cigars, tobaccos, groceries, meats, etc.
- VALLEY, Ill., April 6.**—Will Cook's cigar, tobacco, confectionery and billiard establishment was recently damaged by fire.
- NEW LIBERTY, Iowa, April 10.**—A. T. Peterson is to open a cigar, confectionery and billiard emporium in the Ewoldt Building within a few days.
- BISMARCK, N. Dak., April 6.**—J. C. Derby is preparing to open the Derby Stationery store, within a week or so. He is expected to carry a good line of cigars.
- STIOUX CITY, Iowa, April 6.**—The Trimble Cigar Store, 4th and Douglas streets, was damaged by fire a few days ago.
- OMAHA, Neb., April 9.**—Frances Nester has opened a cigar and confectionery store at 2320 N street.
- SULPHUR SPRINGS, Ark., April 6.**—N. Ransom has succeeded to the proprietorship of Jack's Place, heretofore conducted by E. O. Jack. Ransom is to re-open the place within the next two or three weeks as restaurant and soft drink establishment, and will deal in cigars, cigarettes, tobacco products, and novelties of various kinds.
- CEDAR RAPIDS, Iowa, April 10.**—Huckins & Negus have succeeded Barney McPartland in the cigar and billiard business at 205 First avenue.
- SAN JOSE, Cal., April 5.**—F. J. Mello has been succeeded in the cigar and confectionery business at 84 South Second street, by J. B. Casella.
- SEATTLE, Wash., April 6.**—The Spring Cigar Company, cigars, tobacco and light lunch, at 701 First avenue, is to open a wholesale and retail branch at 314 Pike street, in about two months. Is in the market for fixtures and equipment.
- OWASSO, Mich., April 9.**—Michael Dubosky in the cigar, candy and restaurant business, 203 E. Main street, is to install new fixtures. He resides at 321 E. Mason street.
- LANSING, Mich., April 10.**—J. A. Wilson, conducting a cigar and confectionery business at 120 E. Michigan street, according to reports is casting about for new fixtures.
- CLARE, Mich., April 10.**—The Bijou Lunch, formerly under the control of S. H. Barber, doing a cigar and lunchroom business, is now under the proprietorship of A. L. Rogers.
- SPRINGFIELD, Mo., April 10.**—A. C. Phelps is the proprietor of the new St. Louis Street Cigar Store, 206 St. Louis street.
- TECUMSEH, Neb., April 8.**—John Stollard is now the proprietor of the cigar, confectionery, restaurant and hotel business previously operated by James Halepeska.
- DES MOINES, Iowa, April 10.**—M. Cesar, heretofore in the cafe, cigar and restaurant business at 411 West 4th street, has discontinued the enterprise.
- CINCINNATI, O., April 10.**—Walter Schwartz has opened cigar store at 709 Main street.

Coming to America Shortly

SHANGHAI, China, March 21.—George V. Monk, who has been connected with the British-American Tobacco Company, at Changsha, Honan province, is departing shortly on leave for America.—ORIENTO.

TOBACCO SEED

Slate Seed Company

The Largest Tobacco Seed Growers in the World

SOUTH BOSTON, VA., U. S. A.

THE JOHN BERGER & SON CO.

PACKERS OF
LEAF TOBACCO

MAIN OFFICE
315 MAIN STREET
CINCINNATI, O.

IMPORTERS OF
HAVANA and
SUMATRA

WAREHOUSES
Germantown, O.
Lancaster, Pa.
South Windsor, Conn.
Havana, Cuba.



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NEW YORK, THURSDAY, APR. 15, 1926

Value of Cash Discounts

Do you get the benefit of your money?

We mean, by that, do you look out for your cash discounts?

You ought to. It pays. It takes less money to do it than it does to let your bills run the full ninety days. Of course if you don't care for the money it is your privilege to lose the discount.

You buy \$100 worth of goods, invoice dated May 1. You can pay that bill with \$97 (if the discount is 3 per cent) if you pay it in ten days; but it takes \$3 more if you let it run over. It amounts to making your money earn you over 13 per cent a year without taking a risk. Remember this—the bill has to be paid, so why not pay it when it takes least money?

And it amounts to an item in the year's business that is surprisingly large. A Chicago tobaccoist published a statement showing his method of bookkeeping. To us one of the most interesting items of all was the fact that his saving, from discounts for cash payment, amounted to \$158.38 on an annual business of \$17,000.

Was it worth saving?

Will you try to save it hereafter, if you do not already?

'Personal Equation' in Credit

If I were asked to name the cardinal virtue—the one attribute, exclusive of property considerations—most important to a business man in the establishment of his credit—I should say, without a moment's hesitation, "Truthfulness," wisely says Jas. H. Eckels. Truthfulness carries with it, by implication, more than any other virtue, the possession of certain collateral traits which are essential to business success. To say that a man is truthful is to say that he is possessed of integrity of character; that he necessarily is honest, as well as frank and courageous. These qualities cannot fail to inspire and to command the confidence of the banker, without whose confidence no business man—even though possessed of abundant tangible property—may hope to establish and maintain a permanent basis of credit.

And here, despite the fears of pessimists that, under the fierce struggle of modern competition, the standard of business morals is becoming lower and lower, and that to the business man of today all considerations are subordinated to his desire for wealth, I may say that there was never a time when success in its highest meaning was so largely dependent upon character, nor when fail-

ure in its lowest and despicable sense was more inevitably the penalty of dishonesty.

Although truthfulness and its corollary—honesty—are the sine qua non in the building of credit, and the unmistakable indexes of the measure of a man, they are by no means the only requisites of a personal nature. Next in importance to these qualities is punctuality—exactness in meeting engagements and in performing contracts—which is but another way of saying "A man makes good his word." We should say that after these come Sobriety and Correct Habits, Industry and Economy, Conservatism and concentration of Effort. Possessed of these attributes, a man's capital in dollars and cents may be small indeed, and his ability but mediocre, yet his credit capital, when drawn upon, will be found to grow and expand far in excess of his needs, and become to him an unfailing source of strength in emergency and in misfortune.

The President As a Smoker

President Coolidge is a heavy cigar smoker, and he knows that it is rather hard on a man addicted to the weed to be deprived of the solace of tobacco for a couple of hours when engaged in mental work, says Sir A. Maurice Low, Washington correspondent of "The London Morning Post." So on Tuesdays and Fridays, when the cabinet meets, the President puts a box of cigars on the table the members help themselves, every one is happy and, in a haze of blue smoke, the business of the nation is discussed.

Mr. Coolidge is the first of the smoking Presidents for nearly twenty years. Mr. Roosevelt did not smoke and he would not allow the cabinet to smoke at their meetings. Mr. Taft did not smoke, but, tolerant in everything and considerate, he made no objection to the cabinet indulging their little vice. Mr. Wilson also was not a smoker, but, similar to his predecessor, he did not interfere with the personal habits of his cabinet. Mr. Harding smoked cigarettes and occasionally a pipe. As host he offered cigarettes to the cabinet, but if they preferred cigars they had to go into their own pockets for them.

Mr. Coolidge prefers domestic to imported tobacco. It is all a matter of taste, of course, but there are men who have been heard to say they would as soon smoke a cigar made of tarred hemp as a cigar made of tobacco grown in Connecticut, which is the chief ingredient of the native cigar. But what is good enough for the Presidential taste is more than good enough for the cabinet taste, and the test of their loyalty is not only to smoke what the President sets before them but to praise his choice.

March Winds

The month of March brings its traditional big winds and to the tobacco growers, it brings some unusually windy rumors concerning their Pool. These stories that come in the wind are not original, they are of the same breed as those of last year and the year before, and they are no more truthful. These violent stories of failure and disloyalty are started with a purpose. They are set in motion by some of our professional wind makers with the hopes that their blasts will chill the hearts of this and that loyal member and cause them to give up the fight, they are broadcast in hopes that the seed will fall on fertile soil and be productive of further dissension within the Pool ranks. One may ask, "But have these stories of contract breaking etc., no basis?" Basis there is not, but those who start such stories may think they are excused because they know of a case or two of disloyalty.

Last week there came wild gusts of wind from the neighborhood of Edgerton. Rumor had it that it was doubtful if the Pool manager there would stay on the job. We took a trip to Edgerton the following day to see what the rumpus was all about. On the day we were there, the Leaf Department had called forty odd members with good sized crops for delivery. Before that day was over, all but four of those members called in had delivered their tobacco; two of the remaining four were delayed on account of poor roads; one of the remaining two did not wish to deliver owing to the condition of his crop; and only one out of forty, there was no definite report on. We do not know but that one may be the cause of another big March wind.

There are no doubt cases of contract breaking, of outside selling on the part of some members, that has been true of every year of the past and true we believe, of every Co-operative Marketing Association that ever operated. Where those cases exist, we must depend upon the loyal members to report them and to aid the management in checking their spread. Where there is any individual within or without the organization who going among members spreading falsehood or making boasts that he is damaging the Pool, it is the duty of every member to him self and to his fellows to check up that individual's activities and to aid in putting stop to his rampage. We believe that whenever these black thunder clouds and big winds about Pool troubles are traced to the sources, you will find some man or men sitting on their dull axes, just pumping the bellows which are the beginning of the March hurricanes, at least so far as the Pool is concerned—Wisconsin Tobacco Pool Bulletin.

Features of Winston-Salem

During the season of 1924-1925, Winston-Salem sold about 36,000 pounds of tobacco, and during the season of 1925-26, that market sold 42,500,000 pounds of the golden leaf.

Winston-Salem, N. C., justly lays claim to many important city features. The following are some of them.

Last June the Chamber of Commerce, a very live institution, issued a handsome little brochure as to Winston-Salem. In summing up, it uses the following points as to the "Two City":

It is the world's largest manufacturer of tobacco products.

Is the seventh Port of entry in the United States.

Is one of the country's leading manufacturers of knit underwear.

Is one of the country's largest manufacturers of bed room furniture.

Is the county seat of the most thickly populated county, per square mile in the state.

Is the county seat of the state's wealthiest county.

Pays over \$100,000,000 per annum to the United States Government for tobacco stamps and other federal revenue and income taxes.

Is located on more state highways than any other city in the state.

Has a memorial auditorium in the high school group, erected and furnished at a cost close to \$1,000,000.

Has a hotel that cost \$1,250,000.

Has an industrial pay roll in excess of \$2,000,000 per annum.

Has an annual factory output in excess of \$250,000,000 in value.

Has an actual immediate local trading territory of 350,000 inhabitants.

Has ninety-three factories.

Has ninety-three churches.

The Right Ingredients For a Tobacco Window Display

By ERNEST A. DENCH

What makes one tobacco window display go over in a smashing manner, while another trim scarcely creates a ripple of interest?

Every art, science, craft, or whatever one chooses to designate window display, is surrounded by fundamental principles. These are very much like the laws of civilization—ignore them and there is a penalty to pay.

Stripped to the bare bones, these window display fundamental principles, when strictly adhered to, bring about the following desirable results:

(1) Attract attention to the show window.

(2) Arouse interest in what is shown.

(3) Prompt the consumer to buy.

Do you ever stop to analyze these fundamental principles? Perhaps the tea for a tobacco window display lashes through your brain like lightning. No need to curb your originality at this stage. The next step is to work out the details of the trim. In doing this you carefully consider your display case, the materials that are available, the amount of money you have to spend, and the featured commodity.

That is the way not a few tobacco displays see the light of day, but the preliminaries should be probed deeper than that.

There is no ironclad way to avoid total failure, but it can be steered clear of as far as humanly possible.

One can never be positively sure of the public's reaction to a window showing. Even a successful novelist or playwright, smothered in the technique of his craft, produces an occasional lemon. He is a past master at story telling, which is technique coupled with imagination. The plot, however, is essentially a product of his imagination; it may not strike a popular appeal.

Imagination, if held in check, is a very fine thing in window display work. Without this precious gift, the display man seldom breaks away from mediocre efforts.

Break effects should not be coupled with originality. They may be both clever and striking, but seldom possess the popular appeal elements.

Your window space should be, or is, charged so much rental space each week.

Flippant Treatment of Race Prejudice

One display manager conceived the brilliant idea for a bridal jewelry display, in which were three kewpie dolls. The blushing bride was there, as was the groom, a cute little piccaninny, with the minister about to waive the color line in marriage. A card announced that "We don't care who you are—we'll supply the wedding ring." Many women turned away from the window in sheer disgust. Had it been in the South, a riot might have been started. Anyway, it took this jeweler long time to win back his lost good-will.

Cruelty Which Offended Women

In a conservative New England town an eel knotting contest was staged in a fish market window. A small money prize was given to the boy who could pick up two of the live eels and knot them together. Women spectators protested at the alleged cruelty and the store got unfavorable publicity in the local newspapers. It took a long time before the incident was forgotten, with consequent loss of business.

Sending People Away in Disgust

Here's another example of imagination permitted to run riot. The display man hit upon something novel for a patriotic appeal in a lingerie display. Several past Presidents of the United States, for which war figures were employed, were garbed in frilly lingerie, imagine, if you can, the spectacle of George Washington in an envelope chemise and boudoir cap, with Abraham Lincoln in silk bloomers and vest. Here were a few haw-haws from the younger element, but the substantial citizens of the town were disgusted.

Men may see the funny side of some of these break displays, but women—eldom or never. A display must be in perfect good taste to appeal to her. And the woman does most of the buying,

and influences the rest, it is poor business judgment to antagonize her.

That's where the popular appeal comes in. A window display should prove offensive to none.

Listing the Fundamentals

Perhaps at some time or another you have entered a window display contest. The first thing you did was to pay strict attention to the rules that were given so as to play safe. Sandwiched in somewhere among these rules were quoted the points by which the entries were to be judged. Did they read something like this?

Selling Power 50%
Artistic Treatment 20%
Originality of Treatment 20%
Window Cards 10%

If so, these are the fundamental principles of window display. Authorities on the subject may differ as to the percentages to be allotted to the four fundamentals, but they all work out much the same in the long run.

You will now be in the mood to consider a typical tobacco display which adheres to the four fundamental principles.

with a stone composition board background, at each end of which was an oval doorway, hung with buff colored curtains. This was in keeping with the aim to make the display appear dignified and more or less severe. The one happy touch which redeemed the display of an overdose of severity was the plaque at the middle of the background. This depicted a jovial monk contentedly puffing away on his long-stemmed pipe, reminiscent of England, after Sir Walter Raleigh's introduction of the "weed" from Virginia. This plaque was entirely original, not purchased from any display accessory concern, but was instead designed and modelled to Mr. Seal's specifications.

The merchandise lay-out on the floor, spread with stone colored cloth, consisted of displaying same on stands, little hall tables and on the floor, with a keen recognition of balance yet maintaining an air of studied carelessness.

Originality of Treatment 20%

One must first appreciate what constitutes originality. Our interpretation is that it involves imparting fresh treatment to a new idea. Even the fiction writer, knowing that there is nothing new under the sun, is addicted to the practice of dressing old, timeworn plots with new situations, or describing

Holidays they celebrate, Guy Fawkes Day, Empire Day and like events are, of course, display themes difficult to transplant to American soil. Many an idea can, however, be juggled around to local conditions and prove acceptable.

In a "Printers' Ink" editorial it was pointed out that "executives must learn not to expect to find ideas made to order especially for their businesses. The most they can expect is to find ideas that they can adapt to their own lines. The art of adaptation is the secret of successfully using ideas from outside sources."

Window Cards 10%

The goods practically spoke for themselves, although in three instances there were price cards two of which offered slightly soiled cigarette cases at a reduction, with a third devoted to a line of cigars, also at a slightly reduced price by the box.

The window card proper was presented in the guise of a stone hued, shield-shaped piece of felt, hung on a holder at the front center. The white script briefly read: "Smokers' Accessories—Ground Floor."

In Conclusion

It is not always the elaborate window display which scores the biggest hit. Oftentimes it carries so many eye-diverting objects that the central idea on which it is based, is lost in a multitude of little ones. In other words, it flounders around without getting anywhere.

The Ideal Window Display

The ideal window display is based on a strong central idea, and bypath wanderings are not to be recommended, unless they are closely linked with the central idea.

An infallible test is this: Can I remove the effect and still clearly convey what I have in mind? If you find you can, the queried effect is superfluous.

B. Wasserman Co. Has Big Reception

Hundreds of people called at the new Wasserman establishment to wish the Wasserman Company goodluck last Saturday afternoon including many ladies. The entrance at 83 Chambers street was a scene of magnificence; immense bouquets of flowers surrounded the room.

The guests wandered through the well appointed humidor and offices and afterwards, enjoyed a delightful collation. Samuel, Nelson and Stanley Wasserman, C. Lee Hood and H. Witt, entertained their guests loyally, and to such an extent that everyone was delighted and wished them all kinds of success.

A wonderful photograph of the founder of the House, Benoit Wasserman, faced the guests as they entered, the photograph was placed on the front of the big humidor.

Every branch of the industry was represented from the leaf dealer to the retailer. So many were present that it gave a lucid idea of the respect and esteem in which the members of the House of Wasserman are held by the trade in general. It was impossible to enumerate the names of those present, for really almost everybody of note in the tobacco industry sent greetings or were present.

It is truly a great cigar distributing establishment, and it now has still greater facilities.

Griffin Makes Big Purchase From Connecticut Pool

HARTFORD, Conn., April 10.—Fred B. Griffin, the well-known packer and grower of this city, has just purchased all the Connecticut Pool's broadleaf No. 2 seconds. These are suitable for cheap binders and are selling very readily, being priced in reach of everybody. One-half of this purchase has already been sold. Our representative in going through Mr. Griffin's warehouse on 81 Commerce street, found a very large force engaged in assorting and packing broadleaf tobacco which Mr. Griffin, in conjunction with Barney Rapaport, are putting up. Mr. Griffin states that with the present planting, which is about 50 per cent less than last year's, there will be a shortage of tobacco this fall.



An unusual treatment for tobacco. This is merely a straightforward trim with stone colour background and buff coloured curtains. The idea being to keep the window very dignified and more or less severe. The plaque in the background (The Jovial Monk with the peaceful Pipe) was entirely original and designed and modelled especially for this window.

Rather unconventional in its theme and treatment is this trim of smokers' accessories. It comes to us from that well-known London, England, store—Selfridge and Co., Ltd.

Let us take each point of the display in turn:

Selling Power 50%

The idea back of the display, conceived and installed by H. Seal, was to present the tobacco department in a favorable light; to prove that it was much more than a repository for standard brands of cigars, tobaccos and cigarettes. The many smoking comforts for both a man's working and leisure hours were most effectively presented. For instance, the merchandise range included cigar humidors, smokers' stands, hookah pipes, fancy tobacco jars, leather and silver cigarette cases, churchwarden pipes, distinctive cigar and cigarette holders, expensive briar pipes, kewpie pipe cleaner holders, boxes of exclusive brands of cigars and cigarettes.

The appeal of the display was, necessarily, limited to the man of good taste and a liberal income.

Artistic Treatment 20%

With a long show window at his disposal, Mr. Seal is entitled to considerable credit for the deft handling of it, and steering clear of that empty, half-starved look.

This was a straight-forward trim,

the hackneyed ones in refreshingly original ways.

The one master stroke of originality lay in the plaque of the Jovial monk. Who remembers seeing anything like it in a tobacco trim? We don't, at any rate, and we have thousands of striking displays called to our attention every month from all parts of the country.

It may seem a little inconsistent for us to go outside the U. S. A. for a tobacco supplies display of outstanding merit—and from a departmental store run along American lines in dear old Lunnon—but in a good deal of scouting around we have found nothing to measure up to this Selfridge trim. Chain cigar stores were, naturally, ruled out, since their display set-pieces are prepared at headquarters. We couldn't, on the other hand, pick on a tobacco display in which some clever dealer display helps were employed.

Selections Narrowed Down

Our selections narrowed down to a display sponsored by a store with no outside aid, and while we would have preferred a strictly tobacco store, this departmental store example is possible of duplication by the tobaccoist.

There is nothing especially English about the showing made by Selfridge's. We cheerfully concede that there are some English display ideas not adaptable to the U. S. A. The different Bank

SMOKE DILL'S BEST

*"It's A Mighty Fine
Pipe Tobacco"*

If your jobber is unable to supply you, write us direct and state size desired. Give us the name and address of your jobber.

10c 15c 25c 75c \$1.50 (Sizes)

J. G. DILL CO.

Richmond, Va.



Webster Cigars

"YOU'LL APPRECIATE THE DIFFERENCE"

SIZES 2 FOR 25c TO 25c STRAIGHT

A rare bit of nature's greatest effort, producing a fine, mild, aromatic cigar. Manufactured and aged by the most scientific methods. Not a secret blend, but a combination of the highest priced tobaccos that the finest plantations grow.

Webster Cigar Co.

5545 GRANDY AVENUE DETROIT, MICH.

OPTIMO



**BEST
OF THE
BEST**

**BEST
OF THE
BEST**

MILD—AROMATIC—SWEET

Manufactured by A. SANTAELLA & CO., Tampa and Key West, Fla.
Main Office: 1181 Broadway, New York

Philadelphia Output on Seasonal Basis

Five Cent Cigars Show Lively Growth—Sumatra Inscription Hold Considerable Attention—To Improve Distribution—Dutch Masters Get Royal Reception—News Notes.

PHILADELPHIA, April 12.—While there has been a slightly lessened demand in the retail division of the trade for many brands of cigars, and other tobacco products, the manufacturers continue to hold their production to the normal spring levels, and according to the statements of executives of the nationally known factories a little in excess of the ratio of the year of 1925 in the same period.

Among the manufacturers of the five cent brands there is the liveliest evidence of the growth of popularity of the tobacco rolled smokes and its revival to the old time favor among the consuming public. Manufacturers who recently introduced new brands of nickel cigars, in anticipation of the tax reduction, are putting large sums into the promotion of the brands. This investment of capital through the advertising columns is beginning to pay in returns of rapidly increasing demand for those cigars which have been broadcast through the printed page.

No more convincing proof of the old adage that, "It pays to advertise," has been brought home to the manufacturers of cigars as that which has been so forcefully represented in the present campaigns on the five cent proposition. Manufacturers claim that the return of the popularity of the recently revived nickel cigar has been marvelous and dealers have been equally enthused in the returns of increased sales as result of the broad propaganda.

Better Cigars Hold Own

Those manufacturers who have been rendering service and quality in conformity with the promises made to the Government in lieu of taxes on cigars of higher grades are meeting with increased sales in their products from all over the nation. The man who pays for a high class cigar expects quality, and when this factor enters into the make-up of the cigar there is no complaint on price, and so the increased sales indicate that the advent of the five cent is no deterrent to the market for higher priced smokes.

Inscriptions in Limelight

The Amsterdam Inscriptions now hold the attention of the heads of the leading cigar manufacturers whose products are wrapped with the tobacco to be bought in the annual spring sales of the Dutch metropolis. During the week the sales across the seas were the objectives of prominent cigar manufacturers, when four of its associates sailed from New York for a trip to the tobacco marts of trade in the land of Dikes and Canals.

President Sam Gilbert, accompanied by Vice President John J. Rogers, of Otto Eisenlohr & Brothers, 932 Market street, sailed Saturday of last week aboard the *Majestic* for the Amsterdam Inscriptions, on a buying trip for the Sumatra needs of the manufacturers of the Cinco and Webster. They are to remain abroad for several weeks. In the same vessel were President Samuel Paley and his son, Vice President William Paley, also bound for the Holland tobacco markets for the purpose of securing the Java leaf for the La Palina, the nationally known brand of the Congress Cigar Company.

To Improve Wholesale Distribution

With the combination control of the newly organized Kennard & Lumley Company, 1207 Walnut street, and its old established subsidiary, the M. J. Dalton Company, 5th and Chestnut streets, the Philadelphia trade is to be furnished with an ample supply of first grade cigars on a wholesale basis and will be one of the few cities included in the list of importers of cigars now limited to a stipulated number of firms by the manufacturers in distant lands. While the M. J. Dalton Company, for more than 45 years has been the leader

in the importation of cigars in this city featuring such noted brands as Pa tagas, Romeo and Julietts, Corona Carolinas, Laranagas, Gonzalez and Sanchez, Parmies Arangos, Lord Be confield, Lozanos, these brands will be augmented under the new management of the controlling interests of the Kennard & Lumley Company. The M. J. Dalton Company will continue its wholesale importation of these cigars receiving weekly shipments to meet the needs of the trade in the states of Pennsylvania, Delaware and New Jersey. The wholesale department will be located at headquarters of the Kennard & Lumley Company, where extensive quarters have been acquired in the Walnut street building. Every modern facility for service to the dealers in shipping and stocking has been provided by the new owners. The headquarters in Walnut street are very modern and have attractive surroundings in appointments and furnishing and humidifier storage for vast quantities of cigars.

The very latest of brands to be acquired under the new ownership is that of the Roi Tan cigars made by the Siedenburger Cigar Company, and a short time ago there was added the wholesale distribution of the Rose Aron made by the C. A. Nolan Company of Sellersville, Pa., and the High Life brand of E. Kleiner & Company, New York, and the firm's own brands of the Kenley Cigars. The Company also deals in domestic and imported tobaccos in pipes at wholesale and retail. It has acquired its own tobacco known as the Kenley Mixture.

Although the Kennard & Lumley Company has acquired the entire control of the M. J. Dalton Company, the two firms will remain as individual organizations, the Dalton Company continuing to import and wholesale high grade cigars, and maintain its retail stand at 5th and Chestnut streets. The officers are the majority owners of the Kennard & Lumley Company. They are President William Kennard; Vice President, Benjamin C. J. Lumley; Treasurer, Edward J. Dingley, and Secretary C. Fowler Klein. All with the exception of Secretary Klein hold similar offices in the Kennard & Lumley Company, with Treasurer Dingley combining the office of Secretary. A staff of salesmen is being organized to cover the Pennsylvania, Delaware and New Jersey territory.

Dutch Masters Get Hearty Welcome

Philadelphia has been informed most auspiciously of the advent of the Dutch Masters on the local market and the introduction of this popular brand to the Consolidated Cigar Corporation was made the feature for broad expansion of the cigars during the past week when all the well known stores made it a leader in the drive for sales throughout the entire seven days. With a wide array of advertising and display material, a corps of the New York sales staff made the Quaker City their happy hunting ground for the sale of Dutch Masters throughout the week. All the stores featured the brand in their windows along with a novel free offer in the form of a coupon bearing the name of the dealers where a purchase of two Dutch Masters was made and distributed by that dealer to the public for the insertion of the name of a friend whom he wished sent a free offer of two cigars at the expense of the Consolidated Cigar Corporation's local sales distribution subsidiary, the Forty-Four Cigar Sales Corporation. While the Dutch Masters were so elaborately proclaimed to the local trade, and the dealers were co-operating with the manufacturers so generously, the producers were reciprocating in the plans for broadly spread newspaper advertising campaign which will follow when the present two weeks' initial sales campaign

ign has been closed. The brand was given a royal reception by the smoking public, while the sales drive was in force far.

Grabosky in Porto Rico

Porto Rico now is welcoming another Philadelphia cigar manufacturer of prominence in the industry. He is Samuel Grabosky of the G. H. P. Cigar Company, 3rd and Brown Streets, who is now on a buying trip in the tobacco growing Isle which in recent years has come to the fore as a leading source of leaf supply to the trade.

Former Manager William R. Taylor of the M. J. Dalton Company, and uncle of the youthful owner of that old established firm, Stanley Dalton, sails in week for a trip to Europe where he will spend some time on a long vacation following his retirement from the industry.

Made Record Month

A record month was scored by the Mazer-Cressman Cigar Company, according to the March accounts of the New York City Branch of the firm under the management of Joseph S. Garvett, located at 1711 Vine Street. Manager Garvett was the recipient of a letter of the esteem of his fellow as-

sociates in the firm when last week they held an anniversary celebration, commemorating the winding up of his first year in charge of the Quaker City branch. There were more than 100 members of the sales, shipping, office and delivery forces assembled at the home of Frank Flanigan of the Sales organization, Monday evening, to pay tribute to the popular manager of the local branch of the Manuel and the Counselor, and the newest of nickel smokes, the Tennyson Cigar. At the dining table they presented him with a handsome floor lamp which will harmonize with a cozy Poster Chair presented to him by the workers at Christmas time. The entire evening was given over to merry making and musical diversions and a happy reunion of the workers in a social way, in the Flanigan home, 1849 S. 65th Street. The new Tennyson Cigar has been most successfully introduced through the ad columns, and the firm has been reaping rewards in heavy demands for the new nickel cigar of the Mazer-Cressman line.

Visitors to the local trade during the week were Abe Karo of Santaella & Company, Tampa manufacturers of Optimo; Representative Lopez of Garcia & Vega, and Mr. Rogers of the firm of Rogers & Company, smokers' accessories. —LIBERTY BELL.

New Orleans to Get Still More Publicity

National Advertising Campaign Inaugurated to Compare Cressman City With Other Places as Cigar Manufacturing Center—Dealers to Get Benefit of Lower Tax on El Cubo.

NEW ORLEANS, La., April 9.—Trelles Co. have inaugurated a national advertising campaign showing how New Orleans compares with other places as a cigar manufacturing center. The production in 1925 ran to 12,000,000, with prospects that this figure will be exceeded in 1926. The pay roll will go to more than \$200,000 on the basis of its present activity.

Joe Loeb, jobber and retail cigar, cigarette and tobacco dealer of Beaumont, Tex., who is qualified to speak on the subject, states that business in that section in the cigar line was never better. "We still wear a Barcelona felt hat, to which grade he is much attached, as it is a gift, and is wondering from whom we will get another."

R. Schwab, of this city, has opened a cigar, cigarette, tobacco, restaurant and drink stand at 713 Common street, early opposite the St. Charles Hotel. He has styled it "Filling Station No. 1," which would seem to convey the idea that he intends opening other "Stations" in the future, should the present venture prove satisfactory. He was formerly engaged in the same line of business at San Antonio, Tex. Miss Rita, his daughter, very attractive young lady, has charge of the cigar department of "Filling Station No. 1."

Miss Margaret Quinn, the alert manager and proprietress of the cigar stand at the Inn Hotel at Beaumont, Tex., is featuring the Carlos Loeb, with satisfactory results, in that city, she reports, and through general agent Donovan has taken on a supply of Evangeline bars and rolls, of the St. Martinsville, Pepper Products Company.

The reports that reach here are that Morris Block, jobber and retail tobaccoist of San Antonio, Tex., is critically ill. He has a host of friends in and out of the Lone Star State, who unite in hoping that he may pull through and speedily recover.

Richard F. Donovan, manufacturers agent, in University Place, has left for an extended trip through north Louisiana and Texas. He has taken over the agency of the Evangeline Pepper products, of St. Martinsville, La., which will now energetically push in this adjacent territory. The Albert Maclede company, Ltd., in Tchoupitoulas street, wholesale grocers here, was the first concern named as its local distributor, through the efforts of Mr. Donovan. Ten thousand visitors was the record attendance the last Sunday in March to

"Intrex," the Permanent International Trade Exposition, despite the fact that the incessant rainfalls here in March, which have broken the record for that month since the days of its foundation, threaten to convert its inhabitants into web footed animals. Within a short time all the floor space of the Exhibition will be occupied by organizations of the United States and foreign countries. The exhibitors already include a large number of the representative cigar factories of this city and state.

Mrs. Edward Pillsbury, parish factory inspector of this city, from a careful survey just completed, makes announcement that there were 1,200 factories in operation in New Orleans, at the close of December, 1925, which gave employment to 33,880 persons. New Orleans is not much of factory town, at that, but there is plenty of room here for new industries of every sort, and an abundance of skilled and unskilled labor to be had at reasonable scale of wages. It is not a crowded town.

M. Trelles & Company, are making great strides in the trade with their various products of quality Havana cigars. The chain stores and most of the independent cigar stores, enjoying the patronage of smokers of discrimination, carry their incomparable products. This statement applies with equal force to the products of the Pan American Cigar factory and to those of Arnold, Falk & Son.

The Ouachita Candy Company, of Monroe, La., has taken on the distribution of the new confection being put up by Evangeline Pepper Products, of St. Martinsville, and has laid in a big supply of Pecan rolls and bars.

Miller & Kern, operating the cigar stand in the Virginia Hotel, the latest and newest of hotels recently established at Monroe, La., report an increasing measure of trade, as does E. J. Hart, proprietor of the Ouachita National Bank cigar stand, who is featuring de luxe Villazon, La Mera, etc.

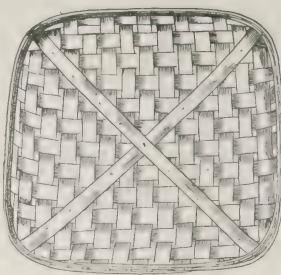
Lower Prices on El Cubo Cigars

Since they are unable to make any improvement in the quality of their cigar, the El Cubo, Phil D. Meyer & Son, the Girod street cigar manufacturers, have very generously decided to let the jobber and retailer of this five cent product of the factory, enjoy the benefits of the tax reduction by the Federal Government. El Cubos formerly quoted at \$40 per 1,000 to the retailer, with eight per cent discount to the jobber, have been reduced to \$39 per 1,000 to the retailer

(Continued on page 36)

LEAF TOBACCO GROWERS, DEALERS, & WAREHOUSEMEN

SAVE MONEY AND TOBACCO BY USING



**NORFLEET
UNIFORM
WEIGHT
TOBACCO
BASKETS**

Write for Sample and Price

Norfleet Basket Mfg. Co.
Winston-Salem, N.C., U.S.A.

Mail Pouch

*"The Original Package
Chewing Tobacco"*

The Bloch Bros. Tobacco Co.

WHEELING, W. VA.

Arthur Bornholdt & Co.

Importers of

SUMATRA

152 Water Street

New York

Alfred W. Penner

Western Representative

Room 415, 186 North La Salle St.

CHICAGO . . . ILL.

Amsterdam

Frascati-Nes

Glass Cigar Box Covers

Highest Quality—Lowest Prices

Our Style D Suits the Purpose

100	15 cents each
250	14 cents each
500 or more	12 cents each

Includes Printing on Glass or Metal

Choice of Five Colors

Send for Sample.

GEBHARD MFG. CO.

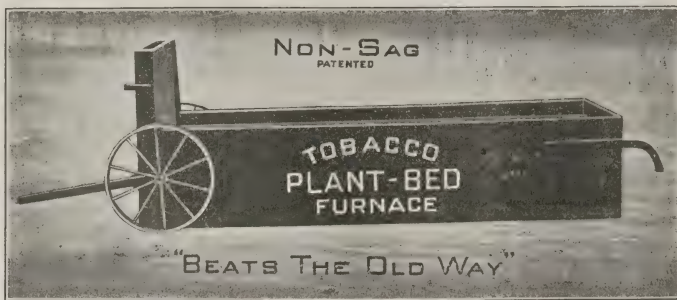
Manufacturers

9-11 E. FAIRMOUNT AVENUE, NEWARK, N. J.

THE WYATT NON-SAG TOBACCO PLANT-BED FURNACE

The preparation of the Tobacco Plant Bed is of the greatest importance

Write for our
Special Folder



This Furnace has many special features of interest to every grower of tobacco

Write for
Special Folder

Manufactured by Clarksville Foundry & Machine Works

Clarksville, Tenn.

HOYO de MONTERREY

The Aristocrat of

Imported Cigars

VALERIANO GIUTERREZ, Representative

82 Wall Street

New York



MARIE ANTOINETTE

A Specialty in Mild Havana Cigars

27 Sizes—MADE IN—27 Sizes

"Bought When Quality is Sought"

Descriptive Booklet and Samples Sent Upon Application

E. KLEINER & CO., Inc., Makers

320-322 E. 63d Street, New York City

Chicago Trade Beset By Price Cutting

Chain Cigar and Drug Stores Now Cutting Razor Blade Prices
—The Consolidated and the General Make Strong Appeals for Public Patronage—Trade News and Notes.

CHICAGO, April 10.—Price-cutting and unsettled business conditions have given the trade a set-back this week. Not only well-known brands of cigars and cigarettes are being slashed, but now the chain cigar and drug stores are ripping Gillette razor blades to pieces. The United Stores offer a package of 10 blades for 60 cents. The Walgreen Drug Chain price is 59 cents, while the Owl Drug Stores and Buck and Rayner Drug Stores sell them for 57 cents. The Albert Breitung Chain advertises Gillette blades at 79 cents.

All the United Cigar Company Stores are offering Bicycle playing cards at 40 cents a package; 2 packs for 75 cents.

Violet K. Altschul, cigar department manager at Tebbetts & Garland, 16-18 North Michigan Ave., has returned to duty after a sick spell.

Business with Nathan Elson & Company is very good. Ben Bey, a popular seller is increasing in sale in every territory it is placed either with a jobber or retailer.

The Miles Cigar Company, after a 12-year stay at 28 East Monroe street, vacated today and is now located in suite 311 at 105 South Dearborn street. It does a large business on F. Garcia & Brothers' clear Havana cigars which it carries in many sizes. The Miles also features to box customers, Charles the Great and Key del Rey, a high priced shade wrapped Havana filled cigar from the William J. Sædenberg Company, of New York.

The Consolidated Cigar Corporation ran a full page ad on Dutch Masters cigars in the Chicago Tribune Thursday. "The Success of this cigar is your guarantee! As fine as any imported cigar." Dutch Masters, very mild, are leading the field in sales.

Big Surprise

The General Cigar Company, Inc., surprised the trade with a large ad, in The Herald-Examiner on Van Dyck Cigars. Van Dyck sponsored by the General Cigar Company, Inc., was featured in the new Majestic 2 for 25 cent size and the Victoria 10 cent size. In the same issue was a half page ad on White Owl cigars advising the trade that, "By act of Congress and the loyal patronage of millions of American smokers, White Owls can now be sold at this price. A history of the General Cigar Company, Inc., promises to reduce the price when the situation warranted, same given by them years ago, elaborated on their promise to give the smoker the benefit of the tax reduction when the time arrived.

The Perry Pipe Company, with headquarters at 928 West Huron street, has sent the trade a letter telling a little of the history of the Perry Pipe Company, and the man who conducts it.

The Fair Cigar Department, operated by Schulte, offered the entire stock of the Posenda Cigar Company, located at 348 Broadway, Milwaukee, Wis. a Posenda, a private label took a big step in the close-out sale.

P. J. Henry, located at 2600 Lawrence avenue, is having good success with Garcia & Brothers' Cigars, which are recently stocked in several sizes.

Ludwig Schwab, now representing Robert J. Kugelman in the middle west, was last heard of as being in Cincinnati finding leaf business good.

The Diamond Match Company, off's a Diamond Book Match and Eversharp Pencil combination deal to the trade, with each case of 2,500 books, for Eversharp pencils are given. The deal costs \$8. Selling the pencils at \$1 and the matches 2 books for 1 cent, a \$8.50 is realized.

The A. Hussey Leaf Tobacco Company, one of Chicago's oldest leaf houses, has just settled with creditors for 50 cents on the dollar. The indebtedness was around \$110,000.

L. & I. Rabovits, with two stores in the Postal Telegraph Building, feature 20 sizes of Nottingham Cigars, made by D. Emil Klein Company, of New York. A recent arrival with this firm in a high grade smoking tobacco, aromatic Walnut blend from John M. deleton of Philadelphia.

Fox Fax

Fox Fax, Vol. 2, No. 4 for April just out. "Business builders, cigar humidors. Ideas to limber up the ch register. New counterfeits. Shop shooters." Have you ever met this guy? Let the buyer beware. April bargains and business chances, are again very interesting. This little booklet, edited by Nathan Fox Company, Chicago, members of Lozano, John Ruskin, Webster, Poppers Ace and Eight Centers, is eagerly sought after.

La Fendrich: "The Name Insus Quality," is being shown in the newspapers for Ruhstrat-Christian Company, distributors at 130 W. Lake street. Signs run from 10 cents to 3 for 50 cents. Louis Newman Cigar Company, now offers to the trade The Bold cigar formerly a 2 for 15 cent seller at a price now sell at 3 for 20 cents.

The Miles Cigar Company, which relocated the store at 28 E. Monroe street, is now in full swing in new quarters at 105 So. Dearborn street, Suite 311. With a large private box buying clientele, its firm has become a factor in the cigar industry. Featuring F. Garcia, Charles the Great and Key del Rey brands, the firm will go after business stronger than ever. New faces will be on the sales force, but at this writing the parties who will feature these brands are not for publication.—H. L. H.

EMANELO

Highest Grade

Conn. Shade Wrapped
Havana Filled
Cigars



D. EMIL KLEIN CO. Inc.

438-440 E. 91st STREET, NEW YORK

Craggs & Smith

Tobacco Manufacturing Supplies

New and second hand tobacco machinery of all sorts. Factory humidifiers (Rhode Island Humidifying System); Cigarette paper, tipping material, adhesives, and all other kinds of cigar and cigarette manufacturing supplies. Domestic and Export.

Expert Engineering and Construction Service

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Burley Pool To Pay Ten Millions More To Growers Soon

LExINGTON, Ky., April 10.—The distribution of money to the 108,000 members of the Burley Tobacco Growers' Co-operative Association in the states of Kentucky, Ohio, Indiana, West Virginia, Virginia, Tennessee and Missouri, checks for which will be in the hands of the growers by April 30, will amount to approximately \$10,000,000, Secretary and Treasurer H. Lee Earley reported to the board of directors of the association in regular monthly session here this week.

A force of accountants and clerks is now at work on the distribution,

Second Payment on 1924 Crop—To Be in Hands of Growers by April 30 Is Announced by the Secretary.

under the direction of Secretary Earley and Assistant Secretary B. P. Anderson.

The directors generally expressed confidence in the intelligent action of the growers in the matter of a re-sign-

up of the marketing contract, which expires with the coming market season. While difficulties that probably would be met with were not minimized, at the same time it was pointed out that the growers themselves not only would have to be the judges of what to do in the matter, but that they would be easily able to reach a decision when they compared former conditions with those which have existed for the past five years under the pooling arrangement.

Reports of some individual directors indicated an increased crop for 1924, as compared with 1925, but others re-

ported that no more acreage seemed likely than a year ago and a few indicated that less tobacco would be grown in their territory.

A gain of 667 members in the past six months was reported by the service, which gave the warehouse department credit for most of them; they were signed by employees of the department at the receiving houses during the past season. Of the new members, 468 signed in Kentucky, 16 in Indiana, 66 in Ohio, 16 in West Virginia and 11 in Virginia.

Community organization work continues successful, the report of that department showing a large number of meetings of locals and several county meetings which were largely attended.

Vice President James N. Kehoe, Maysville, is in Washington co-operating with Congressmen Ralph Gilber and Virgil Chapman and other members of the Kentucky delegation in effort to obtain action on the bill introduced by Mr. Gilbert and strong-backed by Mr. Chapman on the census committee, which provides for full details in the reports of manufacturers and dealers in leaf tobacco than is now required under the Cantrill act.



The above picture shows, as nearly as a good photograph can show, a field of Burley tobacco in bloom. This picture, of course, does not convey any idea of the beauty of the blossoms nor the green of the growing plant leaves. The photograph was taken when the field had almost reached maturity. It is a field devoted to the growing of tobacco seed, of course, but the tobacco itself will be marvellous, though not up to the standard of the tobacco that has been "topped."

Baltimore Market

BALTIMORE, Md., March 25.—Gieske, Niemann, leaf tobacco merchants, make reports as follows:

MARYLAND—Receipts increased to 2 hogsheds, while sales totaled 127 hogsheds. No change in the market.

OHIO—Nothing to report.

Association Data

Leaf Tobacco Associations of Baltimore City issue these statistics for the week ending March 31:

Receipts, Including Reinspection

	This Week	Previ- ous Week	Total	Date	Net to Society
Maryland ..	195	2,132	2,327	1,919	9
Ohio .....	...	6	6	...	...
Total	195	2,138	2,333	1,919	9

Reinspections this week: Maryland, 3; to date, Maryland, 408, Ohio, 6.

Deliveries

Maryland—					
Coastwise	Domestic	Foreign	Total	Ohio	Tal
This week ..	196	230	426	2	2
Previously ..	2,171	6,614	8,785	44	849
	2,267	6,834	9,101	46	947

Stock in Warehouses

	Maryland	Ohio	Tal
Stock Jan. 1	11,451	680	12,131
Receipts since	1,919	...	1,919
Delivered since	13,370	680	14,050
Stocks today	9,101	46	9,147

Sales

	Maryland	Ohio	Tal
This week	127	...	127
Previously	1,873	22	1,895
	2,000	22	2,022

Groundleaves to date, 795 hogsheds.

American Tobacco Sales Czechoslovakia

WASHINGTON, D. C., April 12.—Sales of American tobacco to Czechoslovakia during 1925 totalled 831,134 pounds valued at 17,036,000 crowns, (approximately \$511,080.) compared with 175 pounds valued at 11,902,000 crowns, (approximately \$357,060.) during the previous year, according to a report from Commercial Attache James F. Hodgson. The increase is attributable to the normal development in the sale of tobacco products by the Czechoslovak Tobacco Monopoly.—L.A.M.M.

Big Fire Loss in Tokyo

TOKYO, Japan, March 20.—Fire recently broke out in the Kanagawa factory of the Japanese Government Tobacco Monopoly Bureau in Tokyo, and burned eight structures and twenty-eight adjoining houses. The loss is estimated to exceed 450,000 yen.—FLORIO.

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All Grades

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210 W. Grant St. Lancaster, Pa.

We have the right tobacco for that cigar.
Accurate, reliable service guaranteed.

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Lancaster, Pa.

Pennsylvania Crop Cut Seems Most Likely

According to Recent Survey Acreage Reduction of One Third
Is Indicated—Extreme Pessimism Unfounded to Great Extent—Hoffan's Affairs in Hands of Assignees.

LANCASTER, Pa., April 10.—The near approach of the spring weath has brought the question of the 1926 tobacco acreage pretty well to a head in the Pennsylvania section. The writer made a survey recently of a number of representative growers scattered sections of Lancaster county, and the results of the personal interviews of farmers would indicate a cut of approximately one-third in the 1926 tobacco crop.

Growers Interviewed

Each grower interviewed was questioned as to the general tendency in the neighborhood, so that a fairly accurate survey of the situation in Pennsylvania may be deduced from this effort to determine the actual amount of tobacco to be raised this year as compared with last year. Not one grower included in the survey intended to maintain his customary acreage, and their reports as to their neighbors' intentions indicates that very few growers of Pennsylvania will raise much tobacco this year as they have done within the past several seasons.

Reductions Reported

The individual reports of growers indicate the amount of the reduction at from 25 per cent to 100 per cent. As truly as could be estimated, about 5 per cent of the growers will cut out the crop entirely, and the general reduction of acreage, when averaged, indicated a cut of at least one-third. Another important fact gleaned from talks with the growers was a general discouragement over the tobacco situation. The unspoken attitude of practically all of them was that they were willing to try it again this year on a reduced scale, and if the market was not in better shape for the 1926

crop, why then, "to hell with it," as one large grower said, pointedly.

Pessimism Not Fully Warranted

This extremely pessimistic attitude is undoubtedly unfounded to a great extent. The growers, for some reason or another, have been unable to attain the more optimistic outlook of the average business man, who takes the lean years with the fat, and does not close his doors as soon as an "off" season paralyzes business. It is true that tobacco prices have been off for the past several years, but the future for the Pennsylvania tobacco growing industry is not as gloomy as it appears in the eyes of the growers.

A reasonable reduction in increase this year might have a very stabilizing effect upon the market, but wholesale cuts in the amount of tobacco raised cannot be made with safety—that is, with safety for the growers. There are instances enough in the commercial history of the county to show that tampering with supply in order to affect demand is comparable to fooling with the proverbial buzz saw.

An organized industry may be well able to regulate its supply so as to meet demand nicely, and maintain an even price level; but when an unorganized group get to fiddling with supply, the mob spirit alone controls the situation. We can't help again commenting upon the sense of the advice delivered to the Lancaster County Tobacco Growers' Association, in a recent meeting, by their president "Lew" Cramer. Said Mr. Cramer: "What we should try hardest to achieve is a normal production and a normal price level." That's good sense.

Efforts Made to Protect Hoffman Creditors

Following close upon the heels of the

failure of Eli L. Nissley and Sons, prominent tobacco dealers of Florin, comes the news of the liquidation of the assets of Hon. M. R. Hoffman, widely known tobacco man of Maytown. The offer to make all necessary transfers of property rights to protect his creditors was made by Mr. Hoffman at a meeting of his creditors in Lancaster last week. At the same meeting it was agreed to preserve all assets and liquidate, but there was no assignment made for any creditors.

It was declared at this meeting that Hoffman's assets are more than \$2,000,000, and his liabilities slightly more than \$1,000,000. The bulk of his assets, however, consist of farm lands and cased tobacco, the market for both of which is inactive at the present time. Should the market for farms and tobacco improve, as they are almost certain to do, Hoffman will be in no serious financial difficulty, it was pointed out by bankers of the city. John Hertzler, president of the Lancaster Trust Company, and C. F. Hager, president of the Farmers Trust Company, were named assignees for the benefit of the creditors, both of Hoffman's real estate, stocks and bonds, and of the assets of the Hoffman Leaf Tobacco Company. The tobacco owned by Hoffman amounts to about 12,000 cases of "Little Dutch," and several thousand cases of Pennsylvania.

Last week Mr. Hoffman also resigned as president of the Union Trust Company, of Lancaster, of which he had been the head since 1912. He was one of its organizers in 1902 and has been actively interested in its growth

ever since. A rumor concerning Mr. Hoffman's financial condition was the cause of a 'run' on this bank about a month ago.—KEYSTONE.

Immigration and Emigration of Tobacco Workers

WASHINGTON, April 12.—During the month of February, according to the Bureau of Immigration, Department of Labor, one immigrant cigarette maker came into the United States and none left here. During the same month 13 cigar makers came into the country and 15 left, while 1 cigar packer came and none left this country. According to the Bureau's figures, during the period from July, 1925, through February of this year 23 immigrant cigarette makers came into the country and 3 left; 90 cigar makers came and 240 left; and 18 cigar packers came into the country and one left. During the same period 12 tobacco workers came into the country and one left.—L.A.M.M.

D. Emil Klein Brands in Good Demand

PROVIDENCE, R. I., April 10.—S. Eli Levine, the well-known representative of D. Emil Klein Company, of New York, is covering the New England territory. He reports business is very good, and that their famous Nottingham cigar brand is going great. D. Emil Klein Company cigars have an enviable reputation among the trade around New England, and the brands are well liked by the public.



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W. T. CLARK & COMPANY
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Groom W. E. Gardner As New Pool Head

DANVILLE, Va., April 10.—No secret is now made of the fact that W. E. Gardner, of Danville, is being groomed for president of the new tobacco co-operative which is to succeed the present pool organization at the end of the five year contract which ends next season. The farmers are discussing him and he himself has been approached unofficially but he feels a delicacy about discussing it and will not do so. It is not known if he would accept if the offer was made him, because he has many interest in addition to being president of the city council.

Returning from the epochal meeting at Raleigh where R. R. Patterson resigned a few days ago, Mr. Gardner said that he believed that the recent suit at Raleigh has cleared the air of many misconceptions and that the pool sentiment is stronger than it was before. Questioned particularly about the report that the resignation of Oliver J. Sands, executive director of the pool, would follow that of Mr. Patterson, Mr. Gardner said there was not a scintilla of evidence of such a step. Explaining Mr. Sands' advocacy of the retention of Patterson, Mr. Gardner declared that the letter which Sands wrote to the directors simply pointed out that Mr. Patterson would be invaluable to the Association in closing up its affairs and that his knowledge of the stocks in hand was second to none.

The farmers will not have the opportunity to elect their leaders until after the sign up has been effected, it is learned after which the organization meeting will be held. This is considered by some as a flaw in the structure of the new organization as the growers want to know who is to pilot the new pool before they sign a paper committing their crops for the next five seasons.

There is the possibility, it now develops, of the new pool body eclipsing the old one if the sign-up is secured and that some arrangement will be reached under which the farmers will deliver their next crop to the new organization, many believing that it would be harmful to seek to compel delivery to the old organization which, in some quarters, has come into disrepute. Before this could be done, however, an appraisal would have to be made of all property now held by the Tri-State body and the new pool would be given the opportunity of taking such buildings as it thought it might use.

The contract is being carefully read by the farmers, and no effort is being made to rush them into signing it. A good deal of missionary work is being done in the meanwhile.—YETLEY.

South Georgia Prospects

THOMASVILLE, Ga., April 3.—The weather conditions for the past week have been very favorable for the growing plants, as there has been a wonderful come out in practically all the beds since our last report.

We are satisfied there will be plenty of plants to go around for the intended acreage in this section.

Some transplanting has been done, but it is not general as yet. We had a few acres to be set out March 30 that are now looking well. We think that next week, if weather conditions are favorable, transplanting will become general throughout this section.

We had a very hard rain through this immediate section the night of March 30, which caused some delay with a good many of the growers, as some of them had their ground ready and it has delayed them several days as they will have to get their land in shape again, but taking the situation as a whole it looks much better for a crop of tobacco to be gotten out on

time in this section than it has this season, as the plants have come out wonderfully and there will be plenty of them and with some good weather now we believe a crop will be gotten out with a good stand not later than April 20.—THOMAS COUNTY TOBACCO WAREHOUSE COMPANY.

Depositions in "Recovery" Suit

DANVILLE, Va., April 10.—Depositions were taken here this week in the suit between the growers of the tobacco pool against the Tri-State organization's former official R. R. Patterson, Tucker Watkins and F. R. Edmondson, for the recovery of \$500,000 to the pool treasury.

The identity of the witnesses was disclosed by Attorney R. A. Wade. Depositions but he indicated that it is also not prepared to make public matters dealt with had not hitherto been given publicity. Other depositions were taken at Raleigh some time ago at Wade has been here to Halifax county at heard deponents there. The suit is filed in Richmond and, according to Wade will be "gone through with."—YETLEY.

Chinese Cigarette "Strike" Comes to Practical End

SHANGHAI, China, March 5.—The backbone of the cigarette strike in the Chinese districts which started February 1, has practically been broken with victory for the provincial authorities, who have placed an extra tax on cigarettes sold outside the foreign consulates.

Practically all of the shops have been closed during the recent Chinese holidays and it has been next to impossible to buy any kind of cigarette in Chinese territory. The shops began reopening yesterday morning and before the day ended about half the shops were selling cigarettes.

A attempt to strike was reached a meeting of cigarette shop owners on January 30 at the Ningpo Fellow Countrymen's Guild at which they strongly opposed the provincial authorities' order cancelling rebate on the special tax.

The new tax amounts to one-half cent on each cigarette sold and the money is to be used in paying off the Woosung and Shanghai constabulary police. It is expected that the remaining shops will reopen today.—ORIENTO.

Lebanon May Grow Tobacco For Local Consumption

WASHINGTON, D. C., April 12.—The region around Latakia is well known for its tobacco, large amounts of which are annually exported, the principal markets being the United States, England, according to a report received in the Department of Commerce from American Consul, P. Knabenshue Bierut. Because of the tobacco monopoly enjoyed by the Societe de Ras Co-Interessee des Tabacs, the cultivation of the plant for local use is prohibited in all parts of Syria but Lebanon. As a result the greater part of the tobacco grown is exported. Production has increased from 360,000 pounds in 1919 to 2,602,800 pounds in 1924.—LAMB.

Shanghai Tobacco Exports

SHANGHAI, China, March 5.—Figures just released here give totals of tobacco exports from Shanghai during January ("Pls." represents the picul of 133.3 pounds.)

Leaf tobacco: Total, 15,374 piculs; Egypt, 7,918; Germany, 2,573; Brazil, 2,232; Dutch-Indies, 1,469; Netherlands, 758; Famagusta, 230; Belgium, 17; Gt. Britain, 33; U. S. A., 14.
 Cigarettes: Total, 1,677 piculs; Straits, 1,052; Dutch-Indies, 456; Siam, 16.
 Tobacco, prepared: Total, 232 piculs; Straits, 166; Dutch-Indies, 66.—ORIENTO

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Arnold's Code No. 5, Lieber's A. B. C. 4th & 5th Edition

Danville, Va.

North Carolina Sales

(Continued from page 5)

ed last year, valued at about \$765,230.

Burley Acreage To Be Increased

According to the reports from the burley tobacco growers, the acreage in the mountain counties will be increased this year about 43 per cent over the 1925 acreage. The 1925 crop harvested was considerably reduced on account of the extremely dry weather experienced during the season. The burley grow-

ers state that the tobacco produced in the mountain counties of North Carolina exceeds the eastern Tennessee tobacco in color, but the leaf does not average as heavy in weight, due possibly to the deficiency of lime in the mountain soil. More attention is being given to the production of burley this season in the western counties. Although these counties have been producing this type of tobacco for a number of years, the crop has not been considered of sufficient importance to be included in the State's tobacco estimate.

(Continued on page 19)

State Crops Compared with United States Production

Season	United States Production	Crop—Average Price	Virginia % of U.S. production	North Carolina % of U.S. production	South Carolina % of U.S. production	Aggregate % of U.S. production
1920	1,582,225,000	\$21.20	11.4	27.4	4.1	42.9
1921	1,069,693,000	19.90	8.6	23.6	4.7	36.9
1922	1,246,837,000	23.20	12.6	20.3	4.4	37.3
1923	1,515,110,000	19.90	10.0	27.0	4.9	41.9
1924	1,242,456,000	20.70	11.0	22.4	3.7	37.1
1925	1,349,660,000	18.30	8.8	26.8	5.3	40.9

North Carolina Tobacco Warehouse Sales Report by Belts, Season 1925-1926

Markets	Number of Houses	Producers' Sales	Dealers' Resales	Total Sales	Average Price '25-'26	Average Price '24-'25
Sales on Old Bright Belt						
Burlington	22	1,613,800	32,380	1,697,001	\$11.94	\$23.87
Mebane	2	1,789,516	18,336	1,942,652	12.04	30.08
Durham	4	14,481,467	1,455,392	17,133,929	22.94	25.66
Winston-Salem	5	36,008,443	3,002,673	41,460,282	16.54	22.15
Louisburg	3	3,288,376	75,892	3,746,746	18.26	21.10
Oxford	4	9,090,943	165,594	9,843,380	20.18	22.90
Aberdeen	1	1,373,730	68,766	1,560,961	21.89	19.34
Carthage	2	1,326,740	98,576	1,518,098	19.94	20.95
Sanford	2	1,241,220	18,628	1,363,801	21.84	21.19
Roxboro	3	3,963,696	176,682	4,486,026	13.68	24.20
Madison	1	2,098,528	109,930	2,333,354	13.26	18.84
Reidsville	2	2,495,029	45,166	2,614,159	15.66	21.32
Stoneville	2	2,140,706	17,842	1,448,890	12.91	18.63
Elkin	1	964,108	5,192	1,033,712	15.33	22.19
Mt. Airy	2	3,448,974	266,066	4,048,534	12.48	18.50
Henderson	4	9,005,060	53,792	9,536,258	21.02	22.10
Puquay Springs	3	5,513,582	288,190	6,175,852	28.87	25.30
Wendell	3	3,228,680	65,790	3,480,488	21.29	20.60
Zebulon	2	1,551,375	24,252	1,806,955	19.96	21.58
Warrenton	3	3,645,297	29,284	3,735,701	19.00	17.35
Totals, Old Belt	51	107,333,270	6,018,423	120,967,379	\$18.70	...

Sales on New Bright Belt						
Washington	3	2,975,138	43,420	3,211,528	\$23.42	\$23.20
Clarkston	1	788,018	12,270	899,402	15.09	14.58
Windsor	1	708,094	15,836	729,366	24.67	...
Chadbourne	2	789,515	165,832	1,057,739	15.00	16.74
Fair Bluff	1	1,127,012	78,926	1,324,294	15.31	15.80
Tabor	2	609,521	48,472	787,363	16.65	16.00
Whiteville	2	4,927,519	142,254	5,772,856	17.42	17.15
New Bern	2	2,063,958	52,766	2,287,668	22.35	...
Wallace	2	1,351,531	25,946	1,599,607	20.35	19.61
Warsaw	2	2,178,692	57,416	2,435,016	18.92	20.75
Pinetops	2	1,296,895	45,032	1,453,949	23.75	21.60
Tarboro	2	3,557,833	26,350	3,915,927	23.78	23.20
Enfield	2	2,018,824	43,010	2,306,530	22.10	20.75
Ashokic	3	3,234,102	42,972	2,508,957	21.75	22.62
Smithfield	2	3,506,507	74,384	3,956,685	20.91	18.92
Kinston	5	30,442,469	2,032,505	34,215,650	22.15	21.02
Aobersonville	1	2,745,206	...	2,980,368	26.87	23.86
Williamston	4	6,603,689	26,636	7,068,509	25.46	23.07
Rocky Mount	4	25,865,506	470,008	27,411,512	25.03	25.00
Jacksonville	1	741,398	13,996	803,108	17.60	18.66
Farmville	2	11,585,922	283,134	12,105,116	26.32	26.64
Greenville	6	41,329,080	2,016,697	46,297,880	25.96	24.00
Lumberton	4	3,671,261	277,545	4,336,399	16.27	16.00
Fairmont	3	9,281,419	438,012	10,254,363	18.29	17.80
Goldsboro	3	5,888,574	176,050	6,520,158	21.83	18.92
Wilson	7	66,192,842	6,385,048	75,995,447	26.81	26.66
Totals, New Belt	69	233,284,515	12,969,612	260,798,949	\$24.27	...

State Totals	Season 25-26	120	340,617,785	18,988,035	381,766,328	\$22.50	\$23.29	230,626,782
Season 24-25	120	231,925,764	14,596,097	261,308,768				

* Total producers' sales for season 1924-25 include sales made on markets not operating during past season.

Cable Address
"Roger, Wilson, N. C."

R. L. Swain & Company
Incorporated
Packers, Dealers and Exporters of
Virginia, Carolina, Kentucky and Canadian Tobacco

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Wilson, North Carolina

Factories: Petersburg and Blackstone, Va.

WILLIAM B. BEACH & CO., Inc.
DEALERS AND PACKERS OF LEAF TOBACCO
Strips—Scraps—Stems—Africans
PETERSBURG, VA., U. S. A.
Cable Address: "Beach," Petersburg

H. G. Whitehead
WHITEHEAD & ANDERSON
Leaf TOBACCOS Commission Merchants and Exporters
Specialists Eastern Carolina bright tobaccos, all grades, lowest to highest. In position by reason of close touch with entire trade to furnish on short notice any type tobacco from Bright or Old Belt Carolina or Virginia and all districts Kentucky, WILSON, N. C. U. S. A. The largest bright leaf tobacco market in the world.
Cable Address: "Dorothy" Codes A. B. C. 5th Ed., Arnolds No. 5, Western Union

W. P. Anderson
S. H. Anderson

THE VENABLE TOBACCO CO., Inc.
Cable Address "Venable." Arnolds' Code 5, Commercial Telegraph & Cable Code.
LEAF TOBACCO BROKERS
Durham, N. C., U. S. A.
ALL GRADES OF LEAF TOBACCO AND STRIPS

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WINSTON LEAF TOBACCO & STORAGE CO., Inc.
DEALERS IN LEAF TOBACCO
Strips, Scrap and Stems. Complete Facilities
Samples Submitted on Request
Order or Contract
WINSTON-SALEM, N. C., U. S. A.

Norfolk, Va. Baltimore, Md. New Orleans, La. Paris, France
C. A. SULLIVAN CO., Inc.
44 WHITEHALL STREET, NEW YORK, N. Y.
Export Freight Agents
Specialists in the Handling of Tobacco for Export. Highest financial and Business References.

E. V. WEBB & CO.
LEAF, STRIPS, SCRAPS AND STEMS
ORDER OR CONTRACT COMPLETE FACILITIES
CORRESPONDENCE SOLICITED SAMPLES ON APPLICATION
KINSTON, N. C., U. S. A.

Cable "IRVINE"
Kinston, N. C.

ANDREW JAMISON, President
Established 1885; Incorporated 1910

W. A. ADAMS COMPANY
—BUYERS AND EXPORTERS OF—
ALL GRADES OF OLD BELT
LEAF, STRIPS, SCRAPS AND STEMS
OXFORD, NORTH CAROLINA, U. S. A.

PERSON GARRETT COMPANY, Inc.
LEAF TOBACCO DEALERS
Rehandlers of and Dealers in all Types of Carolina and Virginia Tobacco. Modern Redrying Plant Equipped with Latest Improved Machinery and Ample Storage Facilities.
SAMPLES SUBMITTED UPON REQUEST
Domestic and Export Types
R. M. GARRETT, Pres. GREENVILLE, N. C. U. S. A. R. P. WATSON, Vice Pres.

Cable: Monk
A. C. MONK & CO.
Farmville, N. C.
A Large Supply of Leaf Tobacco Always on Hand.
We buy all grades Bright Tobacco, Virginia, Darka and Burleys, Steam and Natural Season. Samples Furnished.
Branch Factories: Wilson, N.C.; Wendell, N.C.; New Bern, N.C.

Bentley's
Arnolds No. 5 & Western Union
A. B. C. Fourth & Fifth Edition

Cable Address: WILTOBAC, Wilson, N. C.

WILSON TOBACCO COMPANY, INC.
Dealers in LEAF TOBACCO
Strips, Scraps and Stems Samples submitted on request
WILSON, N. C., U. S. A.

CHAMBERLAYNE LEAF TOBACCO CO.
RICHMOND, VIRGINIA

VIRGINIA
CAROLINA
SEED LEAF

KENTUCKY
CLARKSVILLE
SPRINGFIELD
HOPKINSVILLE
WESTERN DIST.

BURLEY
OHIO
MARYLAND

ESTABLISHED 1870

RICHMOND OFFICE
100—Shockoe Slip

PEMBERTON & PENN, Inc.

Packers, Dealers and Exporters of Leaf Tobacco

DANVILLE, VIRGINIA, U. S. A.

Buyers on All Important Markets in Virginia and CarolinaCABLE ADDRESS: "Penn," Danville, Virginia
CABLE ADDRESS: "Penn," Richmond, Virginia

CODES USED: Western Union, Arnold's 5 and 15, Bentley's

Cable Address: "Morrisco"

All Codes Used

J. B. MORRIS COMPANY, Inc.

DEALERS and EXPORTERS OF

LEAF TOBACCO

Specializing in Virginia and Carolina Brights

Richmond, Virginia

U. S. A.

E. B. FICKLEN TOBACCO CO., INC.

GREENVILLE, N. C., U. S. A.

Branches: Washington, N. C.—New Bern, N. C.
DEALERS — PACKERS — EXPORTERSAll Grades Carolina and Virginia Leaf, Strips, Scrap and Stems
Samples Furnished Cable "Ficklen" Correspondence SolicitedAll Grades of Leaf and Strip Put
Up by Latest Improved ProcessCable Address, "Wag"
Arnold's Code No. 5

W. A. GRAY

Leaf Tobacco Dealer

HOME AND EXPORT TRADE

MULLINS, S. C.

Dealer in Bright Tobacco of South Carolina and North Carolina and All Grades of
Virginia and Kentucky

CLARK BROS. & CO.

Buyers, Packers and Exporters

All Grades Virginia and Carolina Tobaccos.
Also Kentucky Air Cured and Burley Types.We cover closely the Virginia Dark Belt and specialize in this type of Export.
BEDFORD, VIRGINIA

CABLE: "Edmunds" Danville

CODES: Bentley's, Lieber's

J. M. EDMUNDS COMPANY

INCORPORATED

DANVILLE, VA., U. S. A.

Dealers and Exporters

Virginia, Carolina, Kentucky and Tennessee Leaf Tobaccos

Cable Address: "JASIMILLER"

Codes: Liebers—Western Union

Bentley's—A. B. C. 4th & 5th Editions
JAS. I. MILLER COMPANY, INC.

HENDERSON, N. C., U. S. A.

LEAF TOBACCO MERCHANTS

We specialize in Georgia, South Carolina, Eastern North Carolina and Old Belt
Strips, Leaf and Scraps, handled and packed to suit the needs of our trade.
Samples and Quotations Furnished on Request

The Official Sizes of Tobacco Packages

WASHINGTON, D. C., April 12.—Commissioner of Internal Revenue Blair is sending a communication to collectors throughout the country in connection with the sizes in which "Black Fat" or "Black Horse" tobacco may be prepared by tobacco manufacturers. The announcement follows:

Section 70 of Regulations 8, Revised, relating to the tax on tobacco, snuff, cigars and cigarettes, is amended as follows:

"Sec. 70. Sizes of Packages of Tobacco and Snuff"

Every manufacturer of tobacco is required to put up all his manufactured tobacco for sale, or removal for sale or consumption, except for export as provided in section 74, in packages of the following description and in no other manner:

All smoking tobacco, snuff, fine-cut chewing tobacco, all cut and granulated tobacco, all shorts, the refuse of fine-cut chewing tobacco which has passed through a riddle of 36 meshes to the square inch, and all refuse scraps, clippings, cuttings, and sweepings of tobacco, and all other kinds of tobacco not otherwise provided for, in packages containing $\frac{1}{8}$, $\frac{3}{8}$, $\frac{1}{2}$, $\frac{5}{8}$, $\frac{3}{4}$, $\frac{7}{8}$, 1, $1\frac{1}{8}$, $1\frac{1}{4}$, $1\frac{1}{2}$, $1\frac{3}{4}$, $1\frac{7}{8}$, 2, $2\frac{1}{4}$, $2\frac{1}{2}$, $2\frac{3}{4}$, 3, $3\frac{1}{4}$, $3\frac{1}{2}$, $3\frac{3}{4}$, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, or 16 ounces.

Snuff may also be put up in bladders and in jars containing not exceeding 70 pounds.

Cavendish, plug, and twist tobacco may be put up in wooden packages not exceeding 200 pounds net weight (in respect to use of packages other than wooden, see sec. 73). This provision is construed as permitting the putting up of these kinds of tobacco in packages, containing 16 ounces or less of the same description as prescribed for other kinds

of manufactured tobacco. Each package must contain the exact quantity of tobacco according to the denomination of the stamp affixed thereto.

Leaf tobacco intended by a manufacturer for sale to consumers including Black Fat and leaf tobacco similarly prepared (regardless of trade name) may be put up in packages of the same sizes as provided above in respect to cavendish, plug and twist tobacco, under authority given the Commissioner to prescribe the size of packages inasmuch of Section 69, Act of August 2, 1894, as was not inconsistent with an act not repealed by Section 35, Act of August 5, 1900.

Perique tobacco intended for consumption or sale, and not intended for sale to another manufacturer as material, shall be put up as follows: Small packages containing not more than 16 ounces shall correspond in size to packages containing smoking tobacco; corrottes, torquettes, or other form of perique tobacco weighing more than one pound may be inclosed in suitable wrappings, boxes, or other packages, properly labeled and stamped by affixture of an internal revenue stamp which shall in denomination and value, denote the actual net weight of the tobacco contained in the package.

Treasury Decision 3527 which is in conflict herewith is hereby revoked.—L.A.M.M.

Arrives in Shanghai

SHANGHAI, China, March 20.—Among the passengers who arrived in Shanghai recently by the Admiral-Oriental Liner steamer *President Jefferson*, was George D. Happer, previously manager here for the Universal Leaf Tobacco Company, Inc., and now associated with Dibrell Brothers Tobacco Company, Shanghai; and Mr. Gravely of the China-American Tobacco Company, and Mrs. Gravely.—ORIENTO.

Cable Address:

"GARRETT"
Rocky Mount, N. C.

Codes:

BENTLEY'S
A. B. C. 4th & 5th

G. R. GARRETT COMPANY, INC.

Packers — Dealers — Exporters

BRIGHT LEAF TOBACCO

Clean, Uniform Strips a Specialty.

ROCKY MOUNT, N. C.
U. S. A.

Dealers & Exporters of all kinds of

GIESKE & NIEMANN, Leaf Tobacco, BALTIMORE, MD

Headquarters for Maryland and Ohio Tobaccos

Established 1859

J. P. TAYLOR CO., Inc.

Leaf Tobacco of all Descriptions

Packers, Dealers, Exporters, Importers

Our own domestic and foreign packing plants enable us to meet all requirements

Cable address: Jaquelin

RICHMOND, VA., U.S.A.

North Carolina Sales

(Continued from page 17)

In view of the increased production last year of 97,000,000 pounds or 35 per cent of tobacco in North Carolina over the previous crop, it is interesting to observe that this season's estimates

was less than 4 per cent short, of the "The outlook for 1926 indicates that the slight changes contemplated by farmers in acreage are in accord with the prospect that there is little likelihood of a material increase in demand for farm products in either the domestic or foreign markets.

Tobacco Statistics—Producers Auction Warehouse Sales

Season	—Virginia—		—North Carolina—		—South Carolina—	
	Producers' Sales	Aver. Price	Producers' Sales	Aver. Price	Producers' Sales	Aver. Price
1920	178,088,279	\$18.33	415,513,917	\$20.74	66,342,611	\$23.80
1921	95,230,294	19.74	241,682,496	24.57	43,533,586	11.20
1922	79,414,788	25.72	200,572,891	27.41	27,000,000	20.53
1923	81,975,122	19.75	311,273,439	20.85	49,726,693	20.94
1924	85,823,349	20.47	231,877,358	23.29	34,446,130	16.24
1925	95,566,771	15.76	340,617,785	22.50	51,142,738	16.52

North Carolina Tobacco Crop Estimates

(Released December 1925 by the U. S. Department of Agriculture)

Season	Acreage	Yield per acre pounds	Production pounds	Average Price	Value of Crop
1920	625,600	694	433,750,000	\$25.30	\$109,739,000
1921	450,000	561	252,450,000	26.00	65,637,000
1922	505,000	500	252,500,000	30.30	76,508,000
1923	585,000	700	409,500,000	23.10	94,594,000
1924	497,000	560	278,320,000	25.80	71,807,000
1925	547,000	660	361,020,000	23.00	83,035,000

Intended Tobacco Plantings in 1926 in Per Cent of Acreage Grown for Harvest in 1925

United States	North Atlantic States	South Atlantic States	South Central States	North Carolina
99.4%	81.2%	102.8%	97.1%	107%

known production. Conservativeness is advisable in such radical changes.

The "Intentions to Plant" indications for bright leaf tobacco are for a slight increase in acreage this year which is in line with the consumption conditions.

Now Sole Proprietor

STOUGHTON, Wis., April 10.—Wm. Lindman has succeeded to the sole proprietorship of the cigar and soft drink business heretofore jointly owned and conducted by Anderson & Lindman.

J. E. BOYD AND COMPANY, INC., South Hill, Va. DEALERS IN LEAF TOBACCO

Buyers and redryers of leaf tobacco on order or contract. Bonded storage warehouse under government regulation. Stocks of leaf tobacco on hand at all times. Samples submitted on request.

Dunnington & Company

(Successors to W. G. DUNNINGTON)

**Leaf Tobacco Dealers
Packers and Exporters**

Our facilities are ample to buy, handle and redry in the best manner, any Quantity of Tobacco in any way desired. Branches on principal market of Virginia.

Farmville, Va.

Cable Address: "Dunnington," Farmville, Va. All Codes.

DIBRELL BROTHERS, Inc.

Leaf Tobacco Dealers

Danville, Va., U. S. A.

All grades leaf tobacco. Buying on order or contract a specialty. Branches on principal markets in Virginia and North Carolina.

Cable Address "Dibrell"—Danville

B. P. EGGLESTON & CO.

Established 1892

DRAKE'S BRANCH, VA.

D. Q. EGGLESTON

DEALERS IN LEAF TOBACCO

Specialty:—VIRGINIA DARKS

Your Business Solicited

Correspondence invited

J. E. SEARS & COMPANY

APPOMATTOX, VIRGINIA, U. S. A.

VIRGINIA DARK TOBACCO

Bought on order or contract for domestic, or foreign account
Ample facilities for steam and air drying

We manufacture hoghead shooks. Stock on hand at all times

Read Tobacco Weekly

Established 1857

R. C. MORTON & CO. LEAF TOBACCO DEALERS

RICHMOND, VIRGINIA

Cable address, Morton-Richmond

Bright and Dark Virginia
Burley—Western—Seed Leaf
Strips—Scraps—Stems—Cuttings

Established 1898

Cable Address Randolph

RANDOLPH MEADE & COMPANY

INCORPORATED

Leaf Tobacco Dealers

We carry a stock of tobacco on hand at all times, can supply your demands on short notice. Represented on all markets of any size in Virginia, North Carolina and South Carolina.

Correspondence solicited.

Satisfaction guaranteed.

Samples sent on request.

DANVILLE

VIRGINIA

KING EDWARD



John H. Swisher & Son, Newark, Ohio

Nothing will sell itself; but, it shouldn't be necessary to sell the same man twice on the same proposition... There are thousands of men who were sold on SUNSET TRAIL 5c CIGAR the first time they smoked it.... There are thousands still who haven't had the chance to try.... The Roby Cigar Company of Barnesville, Ohio

San Francisco Trade Rated Dull to Bristle

Business Generally Regarded as a Little Slow—Some Make Strongly Optimistic Reports—A Number Have Grown Rich While "Growling" About Poor Business.

SAN FRANCISCO, Cal., April 7.—Among the retail trade there is a mixed report as to the actual business being done. A little slow is the general statement, but to this there are some very positive exceptions. One of the retailers in Oakland states that he knows a number of people in that city who have got rich, and all the time growling because business was dull. There are some he states who feel they have to make that report in order to discourage others from starting; but they seem to start just the same.

Dan Whalen reports that business is in very fair way in Berkeley. He has a college neighborhood trade, and the few periodicals he handled to begin with keep all the time swelling in volume, until it is taxing his ingenuity to find room for their proper display. As an old-time General salesman, he is still partial to the brands he sold so long, and finds in his location a decided preference for them.

Another retailer who is not complaining of dull trade is Abe Charmak. He is interested in four stands strategically located, and reports that good business in all four of them has been had ever since the first of the year.

An investigation of the selling of cigarettes to minors is being made in Oakland, by the City authorities. They are receiving the support of the Retail Cigar Dealers' Association of that place; as it is fully realized that this is being done by dealers who are not reputable, and is done to the detriment of all the trade.

Counterfeiting Cigarette Labels

The tobacco division of the Internal Revenue Department of San Francisco has received word that label factories

at Tijuana, Mexico, are counterfeiting the labels of a number of leading American cigarette brands, and are under them cheap Mexican makes are being thrown on the market. The matter is being investigated by the department.

C. H. Edmunds, representing J. O. Escalante, is making Washington and Oregon in the interest of their Prodigio Elmer Mero, manager of the cigar department of Haas Brothers announce an immediate price reduction on the Corina Queen Royal from \$1.35 to \$1. They are also putting the Prodigio on the market, which they are offering in five sizes.

The La Palina is putting on a great bill-board campaign and doing big things on the east side of the Bay where it has seven men working on them. The cigar is being distributed there through the Oakland Tobacco Company.

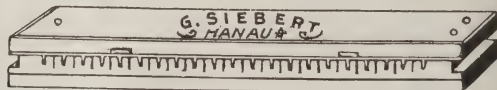
A recent visitor to San Francisco was P. M. Forristall, sales-manager for Waitt and Band, Inc., of Newark, N. J. who stopped enroute from Seattle, Los Angeles. His firm are makers of the Blackstone cigar, and one of the first to perfect the machine made cigar. They have a good distribution in Oregon and Washington, in Los Angeles and other parts of the west, but have not as yet appeared to any great extent on the San Francisco market.

Herman Reiser, president of J. & Moos Company, of Chicago, distributors for the American Cigar Company has been making a visit in San Francisco, accompanied by his wife.

G. Barrett-Moxley, president of the Kiefer-Stewart Company, of Indianapolis, has been taking in California, and

(Continued on page 36)

CIGAR MOULDS



MADE OF AMERICAN WHITE WOOD

Guaranteed Against

Shrinking, Warping and Checking

**All Modern Standard Shapes
In Stock**

MANUFACTURED BY

G. SIEBERT LIMITED HANAU ^Q/_M
ESTABLISHED 1864 (GERMANY)

Sole Agent for the U. S. and Porto Rico

HARRY PROCHASKA, Inc.

13-15 EAST 22ND ST.

NEW YORK, N. Y.

York County Representative
J. B. Morris
1003 Wayne Ave., York, Pa.

Tampa Representative
J. R. Burns
Box 274 Tampa, Fla.

York Cigars To Be At Sesqui-Centennial

Manufacturers to Have Representation at Big Celebration in Philadelphia—Cigar Production in Red Lion and Vicinity 372,888,593 in Little Over a Year.

York, Pa., April 12.—The York county cigar manufacturing industry will be represented at the Sesqui-Centennial celebration, which opens at Philadelphia, May 31, by an attractive display of its products. The plans for the exhibit, however, are not yet completed.

John S. Spicer and Harry D. Immel, of the department of labor and industry of Pennsylvania, were in York last week and conferred with Robert E. Gephart, secretary of the Manufacturers Association, with a view to having York properly represented at the big celebration.

Spicer, Immel and Gephart called upon the heads of most of York's industries and were assured many would be represented at the big fair. Motion picture films, showing fire drills of several local plants will be shown on the screen. This city, with more industrial plants than any other of its size in the state, has won a high place for itself in proficiency in fire drills.

Clyde S. Buckingham, inspector of cork county, for the department of labor and industry, accompanied Spicer, Immel and Gephart, on their visits to the York firms.

Cigar manufacturers of Red Lion and vicinity have produced a total of 372,888,593 cigars in a period of a little more than a year, or since the opening of the branch U. S. Internal Revenue office in that town, according to George Enders, district deputy in charge. His total includes the four classes of cigars: Class A, five cents; class B, eight cents; class C, 10 cents, and class more than 10 cents.

The office, located in the First National bank building, Red Lion, was opened March 10, 1925 two weeks after banking institution moved from its location on North Main street to the

new building, February 24. Since that time until March 31, of this year, cigar stamps have been purchased totaling \$1,547,897.02, divided as follows: Class A, \$1,472,432.20; class B, \$24,995.22; class C, \$50,509.56; class D, \$30. The revenue rate beginning with Class A was \$4, \$6, \$9 and \$12 per thousand respectively, showing that the number of cigars sold in the various classes were A, 363,108,050; B, 4,165,870; C, 5,612,173; D, 2,500. As shown by these figures, the major portion of this output was confined to the five cent variety of cigar, which has established itself as the principal part of the York county industry.

Documentary stamps amounting to \$1,325.05 were also sold at the Red Lion office, during the time specified above, which, with cigar stamp sales, makes the total receipts of the office \$1,549,222.07.

October of last year, with receipts of \$159,059.20 was the busiest month, and compared with April, the first full time month of the office, showed an increase of nearly \$59,000. The usual slight decrease in the tobacco trade extending through the winter months is shown by the figures of each month. The receipts of March, 1926, were about \$16,000 more than April, 1925. The amount for March of this year was \$116,847.08 as compared with \$66,879.41 for March, 1925, which was for two-thirds of the month.

County Has Two Revenue Officers

York county is the only one in the United States to have within its limits more than one United States Revenue Office. The Red Lion office was established by the government as the result of the efforts of the York County Cigar Manufacturers Association. One sixth of all the cigars made in the

United States are turned out by York county factories and of the five cent cigars, one eighth, it is claimed, are manufactured in Red Lion. When these facts were brought to the attention of the government, consent was given to the establishment of the revenue office at Red Lion.

J. C. Winter, cigar manufacturer, Red Lion, has returned from a two-months' business trip to the northwest, California, and the south.

David A. Horn and L. Earl Grove, of the Federal Cigar Company, Red Lion, are back from a business trip to Chicago.

James Hubley, who had been connected with the Hake cigar store, Market and Water streets, this city, has opened a store for himself at 4 North Water street.

Norman J. Daryman has taken possession of the West End smoke shop, Penn and Philadelphia streets, this city, which he purchased from E. B. Miller, who conducted the store for two years. Daryman, formerly conducted the same place of business four years ago. The new proprietor during the past several years conducted a clothing store in the west, and only recently returned to York. Mr. Miller has made no plans for the future.

M. Larry, of this city, has rented the storeroom of George F. Livingstone, Hallam, which he has opened as a cigar store and pool room.

The two-story frame building at 47 East Princess street, occupied until recently as a cigar and confectionery store, has been torn down by its owner, Joseph Gibbons, who will erect a modern building for use as his photographic studio.

A farewell party was held at Glen Rock, where he conducts a cigar store, for Albert W. ("Buck") Elliott, former York ball player, who will play short stop on the Scranton team of the New York-Pennsylvania league. Millard Thompson was the toastmaster and farewell speeches were made by Raymond Bahn, Stuart Smith, Bryton Hershey and Clair Neuhaus, students at Gettysburg college.—YORK AD.

Georgia Developments

THOMASVILLE, Ga., April 10.—The weather conditions for the past week have been favorable to the tobacco crop and a great deal of transplanting has been done. Plants have come out wonderfully and a good many of the growers are through setting out while some of them have not yet begun. Those who have not begun setting out are waiting on their plants to get a size to put out, but we feel that with favorable weather for the next ten days the crop will practically all be in the ground.

The planting that has been done is looking well and that which has been set is practically 100 per cent stand. The season for the past few days has been fine and a great deal of tobacco has been set, in our opinion about 40 per cent of the intended acreage has been set.

Taking the tobacco situation as a whole in this section prospects at this writing are very good and with favorable growing seasons we will have above the average crop of tobacco, and with the stand that we have we believe the poundage will be in excess of last year's crop per acre, and a great deal of interest is being manifested by the growers as well as the business people in this section toward the crop, as last year was Thomasville's first year as a market which was very satisfactory and the people are very much encouraged over the prospects.—THOMAS COUNTY TOBACCO WAREHOUSE COMPANY.

Briar Wood Pipe Tariff Up For Final Action

WASHINGTON, D. C., April 13.—The Tariff Commission now has before it for final disposal the application in connection with briar wood pipe tariff rates under section 316 of the Act which deals with unfair competition. This particular application, it is understood, has been dropped by the proponents of the application. The other application; i. e., for a change in tariff on briar wood pipes under section 315 of the Act is still pending before the Advisory Board of the Commission.—L.A.M.M.

GLASS JARS

*for Smoking Tobaccos and Cigars
of the finest Quality Glass*

We Specialize on Private Moulds. Special Feature is having Name, Factory Number, District, etc., Pressed in Bottom of Jar.

TOBACCO AND CIGAR JARS FURNISHED

Complete with Rubber Ring and Clips, packed in Individual Cartons and then packed 2 dozen in a crate or 50 Jars in a Box. Also packed 1 dozen in Re-shipping Carton.

UNITED STATES GLASS COMPANY

General Offices
South Ninth & Bingham Sts. Pittsburgh, Pa.
Branches

UNITED STATES: New York, Philadelphia, Boston, Baltimore, Detroit, Chicago, St. Louis, Denver, Dallas, Los Angeles, San Francisco, Seattle.

LONDON, ENGLAND: S. C. Akehurst, Rep. 55 Farringdon St. E. C. 4.

HAVANA, CUBA: Lawrence Kinet, Jr., Rep. O'Reilly 30.
MEXICO CITY, MEX.: Ramon Lomelin, Rep. 7A Calle de La Palma 33.
SAN JUAN, PORTO RICO: Juan Roig, Rep. San Juan, P. R.
SYDNEY, AUSTRALIA: Louis Scott, Rep. 200 Castlereagh Street.



LARGEST MANUFACTURERS OF GLASSWARE IN THE WORLD

Cable Address "Argue," Henderson, Ky.

Codes:—Bentley's and
Western Union**CHARLES T. W. ARGUE COMPANY, Inc.****Leaf and Strips for Home and Export Trade**

Henderson, Ky., U. S. A.

HEADQUARTERS for all grades of Kentucky and Tennessee DARK tobacco, fired and air-cured—CABLE ADDRESSES {U. S. A.—Command, Owensboro, Ky.
{ENGLAND—Invade, Liverpool.
ROSS TOBACCO COMPANY, (Incorporated)(Formerly called ROSS-VAUGHAN TOBACCO CO.)
BUYERS, REHANDLERS AND REDRYERS OF**LEAF TOBACCO and STRIPS ON ORDER
FOR HOME TRADE AND EXPORT**

Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying

U. S. A. Offices—Owensboro, Ky.

British Offices—John Ross & Co., No. 27 King St., Liverpool, Eng.
Factories—OWENSBORO, KY., LOUISVILLE, KY., PRINCETON, KY., SEBREE, KY., ERIN, TENN.
Buyers on all Hoghead and Loose Leaf Markets in Burley and Dark Sections**THE MEADS TOBACCO CO.**
If it's TOBACCO we have it**DOMESTIC AND EXPORT****RED LION, PA.****U. S. A.**

Cable: "Meads," York, Pa. Codes: Arnold's 5 & 15, A. B. C. 5th, c/o Western Union.

CABLE ADDRESS "ROSSAFRICA" LOUISVILLE, KY.

Ross Tobacco Company**AFRICAN BRANCH**

OFFICE AND FACTORY 121 MAGAZINE STREETS

LOUISVILLE, KY., U.S.A.

J. M. PHILLIPS, GENERAL MANAGER

MANUFACTURERS OF ALL GRADES AFRICAN AND BLACK FAT LEAF TOBACCO

Fine Burley Tobacco Seed**Three Standard, Hardy and Color Varieties**

Grown by us in 1925, under expert supervision on land that a plow had never turned before. Virgin soil, now growing scarce, produces vigor, purity and color which old land will not do.

Every tobacco grower knows that no fine tobacco can be produced without good seed. We are prepared to furnish fine seed for every type of soil in the Burley Belt.

No. 1. "HALLEY'S SPECIAL"—This is the color disease resistant type—developed first on our own land by a representative of the Experiment Station of the University of Kentucky eleven years ago.

This tobacco is vigorous, color and has plenty of weight, and is the safest tobacco to grow on any kind of soil. It is the only variety to plant in land that has grown much tobacco, insuring a crop when other varieties fail. This type of tobacco is the great contribution of the Experiment Station to the tobacco trade, and this autumn it took first prize at the Greendale, Fayette County Community Farm Produce Show.

No. 2. "COLOR TWIST BUD"—This is the old fashioned type of Burley crossed with color—the best weighing tobacco grown with sufficient color to command a good market price. Many sections of the Burley Belt are especially suited for this type and any grower who has used it has been pleased with the net return in dollars per acre.**No. 3. "IMPROVED HALLEY"**—This type of tobacco was developed by us in 1907. It is the pioneer as a strictly smoking tobacco and the forerunner of several famous Burley cigarettes. It is a stand-up type, producing color on old land and new. This tobacco, smokers from top to bottom, commanded the leading prices on the Kentucky markets the first three years it was introduced.**FOR SALE BY****The Halley Tobacco Seed Co.**

Fayette Warehouse No. 1, Lexington, Ky.

PRICE RECLEANED AND GUARANTEED, \$1.50 PER OZ.

Louisville Market

LOUISVILLE, Ky., April 10.—The Louisville Tobacco Board of Trade reports the hoghead leaf tobacco transactions as follows:

Tobacco Sales for the Month and Year to April 9

Ware-houses	Auction Sales	Private Sales	Total for Week	Year to date
Kentucky & Louisville	22	99	121	3,455
Main Street	104		104	1,575
Planters-Farmers	3		3	797
	126	102	228	5,827
Year 1925			101	11,061
Year 1924			609	14,911
Year 1923			556	21,389

Classifications of This Week's Sales

	Old Crops	1925 Crop	Total
Burley	3	126	129
Dark		99	99
	3	225	228

Classifications of Sales Jan. 1 to Date

	Old Crops	1925 Crop	Total
Burley	749	4,780	5,529
Dark	149	149	298
	898	4,929	5,827

Classification of Sales to Same Date in

	1925	1924	1923
Burley	10,134	13,351	19,662
Dark	927	1,560	1,727
	11,061	14,911	21,389

Comparisons with Previous Years

1926 1925 1924

SALES

Total sales of new crop to date 7,559 11,636 15,099

Sales of new crop to date 6,493 9,833 13,173

Original inspection 6,493 9,833 13,173

REJECTIONS

Burley 38 25 49

Dark 38 25 49

Percentage of rejections to auction sales: 30 29 18

Burley 38 25 49

Dark 38 25 49

Rejections Jan. 1 to date: 1,085 1,086 2,197

Burley 1,085 1,086 2,197

Dark 1,086 2,197 2,015

Total 1,086 2,197 2,015

RECEIPTS

Receipts this week 88 75 220

Receipts, Jan. 1 to date, 4,092 8,589 11,113

**Quotations at Louisville
April 9**

	Burley, Old	Dark
	Bright	Red
	Red	Colony
	Dark	Mfg.
Trash, green or mixed	8-10 11-13 14-16 6 1/2	7-8 10-12 14-16 6 1/2
Trash, sound	10-11 12-14 17-19 6 1/2	7-8 10-12 14-16 6 1/2
Common lugs	13-15 16-18 19-21 6 1/2	7-8 10-12 14-16 6 1/2
Good lugs	17-19 20-22 23-25 7 1/2	7-8 10-12 14-16 6 1/2
Common leaf	16-18 19-21 22-24 10 1/2	7-8 10-12 14-16 6 1/2
Crop leaf, short	11-12 14-16 18-20 8 1/2	7-8 10-12 14-16 6 1/2
Medium leaf	18-20 22-24 26-28 14 1/2	7-8 10-12 14-16 6 1/2
Good leaf	24-26 26-28 29-31 18 1/2	7-8 10-12 14-16 6 1/2
Fine & Select	23-30 30-32 33-35 22 1/2	7-8 10-12 14-16 6 1/2

Burley, 1925 Crop

Dark Bright Red Colony

Trash, green or mixed 6-8 10-12 11-13

Trash, sound 8-10 12-14 14-16

A. F. Moreland

B. L. Withers

E. B. Hicks

Cable Address: "Moreland"

MORELAND, WITHERS & HICKS, Owensboro, Ky.

(Successors to J. S. Phelon)

Leaf Tobacco Brokers, Dealers and Rehandlers

Can handle all grades in any way desired, on Order or Commission. Personal carrying all business, with special attention to Green Rivers and Burleys

Paducah Prospects

PADUCAH, Ky., April 10.—The weather during the past week continued unfavorable for handling tobacco, and sales on loose floors were light. Only a small percentage of the offerings have been of good grade, but prices on these grades have continued very strong and indications are prices will remain firm on desirable leaf of good quality. There is very little leaf appearing in the grades that sells above 30 cents; however, there is a fair amount that sells at 20 to 25 cents. Low and commonleaf has continued firm, prices ranging about the same as last week.

Quotations: Good leaf, 25 to 44 cents; Medium leaf, 18 to 25 cents; Good common leaf, 14 to 18 cents; Commonleaf, 8 to 14 cents; Low leaf, 4 to 8 cents; Good lugs, 4 1/2 to 7 cents; medium lugs, 3 to 4 1/2 cents; Common lugs, 2 to 3 cents.

It is now conservatively estimated that 65 per cent of the crop in the western district has been sold, basing thereat on sixty million pounds. The greater part of the tobacco stripped has been delivered, and farmers are in need of a good season that will enable them to take down their tobacco hanging in the barns. Due to the lack of good seed, no doubt, tobacco that has been sown in the barns has deteriorated somewhat and will not have the same quality that would have, had it been taken down and put in bulk earlier. The weather during the past few days has been unsuitable; cold rains and drying with made it almost impossible to handle tobacco.

The market on old stocks has been active during the past week, and there have been no reports of sales.—W. B. NEDY & SON.

Hopkinsville Average \$8

HOPKINSVILLE, Ky., April 10.—Tobacco sales for official week ended Friday, 1,396,550 pounds; average price, \$7.80 per 100 pounds. Sold to date 1925 crop, 25,692,835 pounds; average price per 100 pounds, \$9.52. Sold same time last year, 15,911,815 pounds; average price per 100 pounds, \$7.80. J. W. HANCOCK, President Hopkinsville Tobacco Board of Trade.

Owensboro Outlook

OWENSBORO, Ky., April 10.—Tobacco transactions are reported moreland, Withers & Hicks, as follows: "Loose-leaf sales for the week aggregated: Green Rivers, 546,135 pounds; average, \$4.27. Burleys, 7,945 pounds."

SUHLING & CO., INC.**VIRGINIA, CAROLINA & KENTUCKY TOBACCO**Cable Address: Lynchburg, Va.
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W. H. SIMMONS & CO.

Packers, Dealers and Exporters

ALL GRADES TENNESSEE AND KENTUCKY TOBACCO

Correspondence Solicited

average, \$10.60 with market conditions unchanged. The common grades continue to predominate in the offerings, with little demand.

"While most of the floors will close on Friday, 16th inst., one or more sales will remain open until April 30, longer, to take care of any tobacco undelivered."

The Kentucky & Virginia Leaf Tobacco Company, Inc., remarks:

"The market was without change this week in prices or character of offerings. Offerings continue light as market ends the closing date April 16."

MURRAY: Sales for week 140,940 pounds at an average of \$7.93; for season (auction market) 3,560,130 pounds at an average of \$8.52. Week's average 34c higher than preceding week. This market, according to reliable reports, will probably sell 2½ to 3 million pounds more this season.

PADUCAH: Sales for the week, 346,000 pounds at an average of \$6.58; for season 8,247,725 pounds at an average of \$7.19. Week's average 2c lower than preceding week. This market estimates 70 per cent of the tobacco sold in the Paducah District.

HOPKINSVILLE: Sales for the week 1,219,550 pounds at an average of \$7.80; for season 25,691,835 pounds at an average of \$9.52 against an average year ago of \$12.78 on 15,911,815 pounds. Week's average 26c higher than preceding week.

CLARKSVILLE: Sales for week 1,219,560 pounds at an average of \$9.81; for season 19,744,205 pounds at an average of \$12.33 against an average year ago of \$16.23 on 16,454,110 pounds. Week's average 25c higher than preceding week.

SPRINGFIELD: Sales for week 715,170 pounds at an average of \$11.90; for season 9,992,460 pounds at an average of \$14.90 against an average year ago of \$20.29 on 11,106,465 pounds. Week's average 45c higher than preceding week.

OWENSBORO: Sales for the week 546,135 pounds at an average of \$4.27 and Burley 7,945 pounds at an average of

Ark Marts Sailing On Even Keel

MAYFIELD, Ky., April 10.—Insofar as can ascertain no material or noticeable changes compared with last week reported unless it should be the per grades selling at a bid or so higher than the past several weeks.

Auction sales for the week were as follows:

MAYFIELD: Sales for the week, 547,000 pounds at an average of \$6.53; for season 11,154,480 pounds, at an average of \$7.32 against an average year ago of \$12 on approximately 8,580,000 pounds. Week's average 44c lower than preceding week.

Kentucky Tobacco Sales During February

Figures Compiled by State Commissioner of Agriculture

FRANKFORT, Ky., April 10.—Clell Coleman, State Commissioner of Agriculture, reports report of sales of tobacco in all warehouses in Kentucky during the month March, 1926, as follows:

	Sale of 1924 or Previous Year's Crop			1925 Crop		
	Pounds	Total Value	Average Price per 100 Lbs.	Pounds	Total Value	Average Price per 100 Lbs.
Leaf tobacco sold for growers	32,875	\$4,537.64	\$13.80	2,772,518	\$342,991.82	\$12.37
Leaf tobacco sold for dealers	34,855	2,661.31	7.63	341,295	34,700.27	10.16
Leaf tobacco resale	15,300	2,305.70	15.06	342,750	28,178.14	8.22
Total Burley and average	83,030	9,504.65	11.44	3,456,563	405,870.23	11.74
Sucker tobacco sold for growers	.....	.....	.....	1,287,425	93,306.84	7.27
Sucker tobacco sold for dealers	.....	.....	.....	25,620	1,677.59	6.54
Total One-Sucker and average	.....	.....	.....	1,313,045	94,984.43	7.23
Fired Dark tobacco sold for growers	.....	.....	.....	1,735,115	116,119.98	6.75
Fired Dark tobacco sold for dealers	.....	.....	.....	72,630	7,354.22	10.19
Fired Dark tobacco resale	1,225	208.25	17.00	129,010	7,587.15	5.88
Total Unfired Dark and avg.	2,620	237.54	9.06	1,936,755	131,061.35	6.76
Dark tobacco sold for growers	.....	.....	.....	12,125,325	816,053.29	6.72
Dark tobacco sold for dealers	.....	.....	.....	1,058,560	81,823.55	7.72
Dark tobacco resale	.....	.....	.....	32,930	1,797.33	5.45
Total Fired Dark and avg.	.....	.....	.....	13,216,815	899,674.17	6.87
River tobacco sold for growers	.....	.....	.....	3,248,880	167,746.73	5.16
River tobacco sold for dealers	.....	.....	.....	18,545	2,195.37	5.69
River tobacco resale	.....	.....	.....	231,095	12,829.10	5.80
Total Green River and average	3,508,430	182,771.20	5.20
Grand total and average	85,650	\$9,742.19	\$11.37	23,431,608	\$1,714,361.38	\$7.31


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Cable Address: "VIRGIN," OWENSBORO, KY.

Kentucky & Virginia Leaf Tobacco Co.

(INCORPORATED)

BUYERS, REHANDLERS AND REDRYERS ON

Leaf, Strips, Stems and Scraps

FOR DOMESTIC AND EXPORT TRADE

Green Rivers, Burleys, Darks, Virginia and Carolina Tobaccos

Improved Stick and Apron Drying Machines.

With Capacity of 300,000 Pounds Per Day.

Samples Submitted.

Orders and Contracts Solicited.

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Leaf Tobacco Broker and Handler of All Grades of Leaf and Strips

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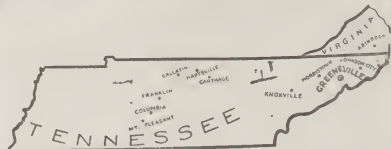
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Burley, Aircured, Green River, Fired Dark, Maryland, Virginia and Seed Leaf Tobaccos on all markets.

We air and steam dry on most of the loose leaf markets and have the latest improved Philadelphia Steam Dryers in our Lexington and Louisville factories for handling Leaf and Strips.



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\$10.60. Week's average on Green River 51c lower than preceding week, and Burley 83c higher. Closing date announced for 16th of April, but sales will probably continue until 30th or longer.

HENDERSON: Sales for week 445,000 pounds at an average of \$4.80. Week's average 88c lower than preceding week. During the rest of the season sales will be held on Wednesday and Friday of each week.—S. B. SMITH & COMPANY.

Hopkinsville Average, \$7.64

HOPKINSVILLE, Ky., April 3.—Total tobacco sales for official week ending Friday, 1,295,290 pounds; average price \$7.64 per 100 pounds. Sold to date of 1925 crop, 24,296,285 pounds; average price per 100 pounds, \$9.62. Sold to the same time last year, 15,483,990 pounds; average price per 100 pounds \$18.82.—J. W. HANCOCK, President Hopkinsville Tobacco Board of Trade.

Chinese Crops Greatly Handicapped

SHANGHAI, China, March 20.—Reports among local Chinese tobacco merchants indicate that the Honan tobacco crop, from one of the chief producing provinces in Central China, which usually amounts to 15,000,000 pounds annually will bring small returns to the farmers because of the lack of communications with that province, owing to the seizure of the railways by the militarists. About half a million pounds were taken out this year. The remainder will have to be held.

News from Shantung Province is better, but the present military occupation of the railways there endangers the 25,000,000 pounds raised in that province. The Anhui province crop has now been taken out.

Reports among merchants with regard to railway movements are to the effect that railway freight transportation in north China has ceased and that companies shipping goods will have to revert to water transportation, which

is costly in time and money. When cars are obtained from the military authorities for transportation of goods after high charges have been paid, the shipper has to repair the car to insure the safety of the goods. In some instances the floors of the cars have disappeared and the shipper uses temporary means to insure the safety of his goods. The soldiers cut up the car for fire-wood in the cold winter of the north.—ORIENTO.

Chinese Dealers Continue Cigarette Strike Talk

SHANGHAI, China, March 8.—Producers of cigarette shops in Chinese territory around Shanghai are making effort to continue to make their voice heard because of the recent tax levied by provincial authorities.

About half of the shops closed early in February 2, as a protest, have, however, reopened. Shop owners met yesterday at the Cigarette Shopkeepers' Union, 23 Lloyd Road, to discuss ways to keep the shops closed and force the provincial authorities to abandon the new tax. It was decided that representatives be chosen to lay the matter before the Chinese General Chamber of Commerce to seek its assistance and that telegrams be sent to the provincial authorities explaining the hardship the new tax would work on them. Further meetings will be held until it is settled, they say.—ORIENTO.

Tobacco to Escape Special French Import Duty

WASHINGTON, D. C., April 12.—The French Chamber of Deputies has approved the bill providing for a 10 per cent increase in all specific import duties except those applying to tobacco and news print, according to a telegram received in the Department of Commerce from Commercial Attaché Chester Lloyd Jones at Paris. The declared purpose of this horizontal advance is to compensate for depreciation in the exchange value of the franc.—L.A.M.M.

DARK TOBACCO

The Dark Tobacco Growers Co-operative Association — a selling organization for 70,000 tobacco growers of Kentucky, Tennessee and Indiana, with headquarters at Hopkinsville, Ky., U. S. A.—offers for sale all types of tobacco grown in the entire Dark Tobacco District as mentioned to the right. All tobacco handled and graded by expert tobacco men; prices uniform.

FOREIGN OFFICE

In charge of Mr. W. M. Fallon (formerly with United States War Finance Corporation.) Sentinel House, Southampton Row, London, W. C. 1, England.

LIMITED STOCKS OF 1924, 1923 AND 1924 CROPS

Packed in Hogsheads, Air-Cured or Redried and Continental Order. Dry Leaf and Strips for English, Continental or Domestic Trade.

ALL TYPES

GREEN RIVER TYPE, Owensboro, Ky.
STEMMING TYPE, Henderson, Ky.
ONE-SUCKER TYPE, Bowling Green, Ky.
DARK FIRED TYPE, Hopkinsville, Ky.
Clarksville, Tenn., Springfield, Tenn., Paducah, Ky., and Mayfield, Ky.

Connecticut Has a Revival of Activity

Tobacco Market Enjoys Busiest Week Experienced for Some Time—Sales Confined Mainly to Light Grades of Havana Seed, 1925 Crop—Fire Losses May Cause Shortage.

HARTFORD, April 12.—One of the busiest weeks of the year prevailed here during the one ending Saturday. Sales reports were many, confined mostly to the light grades of the 1925 crop of Havana seed, which were out of sweat and impled. There are reservations, or options, on that which will come out of sweat at later dates, so that there will be but little of these grades left for the trade, who have put off too long making provision for their wants, to tide over until another crop is on the market. Or, perhaps, resort to using the dark grades, of which there are plenty in both Havana seed and Broad Leaf.

The big warehouse in East Hartford, owned by J. S. Halpine, and leased by the East Hartford Tobacco Growers, a unit of the Connecticut Valley Association was completely destroyed by fire early Saturday morning with upwards of 4,000 cases of high grade Broad leaf, and were of both 1924 and 1925 crops, and consisted mostly of upper grades, making a loss estimated to exceed \$20,000, covered by insurance, under a blanket policy carried by the Association. As the loss is such that there is no salvage, it should not take long to settle, and proceeds soon be available for the different owners, to carry on the 1926 crop operations.

Unusual Number of Fires

Never, can the writer remember a time, when so much tobacco has gone up in smoke, as during the past 6 months in this section, and the big surplus of it, that was apparent last fall, when the 1925 crop was harvested, is more

apt to show a big shortage, than otherwise, before the 1926 is safely housed. And the latter crop is pretty certain to be much less in acreage than any crop in five years. Should we have a poor growing season, the old dormant stocks will quickly disappear off the market, especially if the tax reduction helps to bring back cigar output to where it was only a few years back.

One of the largest users of Broad Leaf, who is carrying a large quantity of the 1924 crop, has started to resweat a large portion of it, putting it in condition to get the full benefit of this summer's warm weather and be in shape to work early next fall. This resweating of the 1924 does much towards mellowing the tobacco, which is inclined to be raw and fleshy, but after proper handling, it proves to be much better product than given credit for, and chances are other holders of this crop, will resort to the same manner of improving it, and in that case, work it up faster than if they allowed it to age naturally.

Gustav A. Hartman, President of Stearns Hartman & Company, died in Baltimore, April 7, aged 43 years. The funeral was held Sunday at 2:30 P. M. He had been under observation at the Hartford Hospital during February and early in March was removed to the Memorial Hospital, in Baltimore to undergo a major operation, from which it was hoped he would survive, but complications set in early last week, which ended fatally.

Buyers in the Market

Among the buyers in town last week were: J. A. Schlenger, R. Stanley, Jack Marqusee, L. Leopold, Max Herzog, Jos.

Cullman, Sr., Phil Maycr, H. Blumenberg, A. I. Mendelsohn, Sam Mendelsohn, Arthur Weil and H. Greenwald, of New York; Ben Paley and Ben Schwartz of Congress Cigar Company; Philadelphia; Ted Taussig, of Escalante & Company, Chicago, and Geo. Gary, of Lorillards, besides several others.

The Sales

Sales were mostly confined to Havana Seed seconds, and Shade Grown, with scattering sales of other grades.

Shipments continued in good volume and several big lots of old have gone forward.

Up to the present time no figures as to probable acreage of members for 1926, have been compiled, but a big reduction is looked for from reports so far received. Main topic at headquarters today was the disastrous fire of last Saturday in East Hartford, when the Halpine warehouse burned and took upwards of 4,000 cases of high priced Broad Leaf off the market.—NUTMEG.

A Series of Fires

HARTFORD, Conn., April 10. — So numerous and of such suspicious nature have been the tobacco warehouse fires this winter and spring, that in one case the Liebman Brothers of Ellington posted an armed guard about their warehouses, says the Hartford Times. This followed the fire which destroyed the Crane barn in the same village. In November, a South Windsor warehouse of the American Sumatra Company burned with a \$60,000 loss. The fire at the plantation of Isidore Selzer, of Hartford, in Ellington, December 15, was the second of the epidemic, and resulted in the loss of a shed and twenty-two acres of tobacco, valued at \$25,000. This was followed by the fire on the Crane place which leveled a fourteen acre shed with nine acres of tobacco. This fire occurred the night

following a rumor that the shed would be destroyed. On December 26, in South Windsor a seven acre shed full of tobacco on the farm of Alphonse Mikalonas was lost with \$5,000 damage. Thirty-two head of cattle, two silos and two five acre sheds of tobacco were destroyed in a fire at Warehouse Point, January 2, with damage set at \$20,000. The farm was owned by John E. Thompson. The origin of none of these fires was definitely settled. Most of the warehouses were devoid of any heating systems, and the cause was therefore laid either to tramps sleeping there or to incendiarianism.

Listed Tobacco Stocks

Closing Prices Monday
Reported by Marketwire

	Bid	Asked
American Snuff Com.	137½	139½
American Snuff Pfd.	99	102
American Tobacco Com.	113	113¾
American Tobacco Pfd.	109½	None
American Tobacco "B"	112	113
American Sumatra Com.	11	11½
American Sumatra Pfd.	90	130
Consolidated Cigar Com.	50¾	50½
Consolidated Cigar Pfd.	92	99
Eisenlohr Com.	13½	13½
Eisenlohr Pfd.	92	92½
General Cigar Com.	113½	113½
General Cigar Pfd.	111¾	115½
General Cigar "D" Pfd.	106	117½
Liggett & Myers Com.	75	76
Liggett & Myers "B"	74½	75
Liggett & Myers Pfd.	120	124
Lorillard, P. Com.	37½	37¾
Lorillard, P. Pfd.	111¾	114
Tobacco Products Com.	95½	96
Tobacco Products "A"	106	108
United Cigar Com.	86¾	87¼
United Cigar Pfd.	116	120
U. S. Tobacco Com.	58½	60
U. S. Tobacco Pfd.	112¼	None

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Packers of Connecticut Broadleaf and Havana Seed.

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HUNTTING BROS.

Growers and Packers of Connecticut Shade, Primed,
Broadleaf and Havana Seed

East Hartford, Conn.

H. WHITAKER

Grower and Packer of Connecticut Leaf Tobacco

Office and Warehouse

245 State St., Hartford, Conn.

P. O. Address
Hazardville, Conn.

Gustave Hartman's Funeral

Hartford, Conn., April 12.—The funeral of Gustave Hartman, president of Steane, Hartman & Company who died in Baltimore, Wednesday night was held at the home of his brother, Emanuel M. Hartman, 100 North Oxford Street, Sunday afternoon, at 2:30. Burial was in Beth Israel cemetery.

Mr. Hartman was in the Hartford hospital for six weeks for treatment for stomach trouble. It was decided that an operation was necessary and he went to Baltimore about the middle of March. An operation was performed at the Union Memorial hospital, Baltimore, March 20 and for a time he made considerable improvement. Aggravated conditions made another operation imperative and it was performed March 30. Mr. Hartman made a gallant struggle to recover, according to word from his relatives.

His father, brother, and sister, Mrs. Albert Newfield, Mr. Newfield and a cousin, Jerome Kohn, were with him in Baltimore.

Mr. Hartman was born in New York, May 3, 1883, a son of Adolph and the late Mary Hartman. He came to Hartford in boyhood and after his school days he was with his father who was then packing tobacco in Manchester. Later he was with Olds & Whipple about four years.

When the firm of Steane, Hartman & Company was incorporated he became the Hartman in the firm and was made secretary and general manager. After the death of Isaac J. Steane, the president, in 1921, he became president.

He was active in the work of the Connecticut Leaf Tobacco Association. He was a member of Congregational Beth Israel, an organizer of the Tumble Brook Golf Club, a director of the club and chairman of the greens committee.

Mr. Hartman was well known in leaf tobacco circles and was a leader among the young dealers. He leaves his father, Adolph Hartman; a brother, Emanuel M. Hartman, treasurer of Steane, Hartman & Company; a sister, Mrs. Albert Newfield and two cousins, Jerome Kohn and Solomon Kohn, all of Hartford.

Hopkinsville Shows Some Improvement

HOPKINSVILLE, Ky., April 10.—Prices for dark tobacco on the Hopkinsville auction floors during the past week have shown a slight improvement and an increase in the average price is shown in the weekly report of the Hopkinsville Tobacco Board of Trade.

The average for the week was \$7.80 per hundred pounds, 16-cents higher than the average for the preceding week, and fine leaf sold as high as \$42 per hundred. Trash reached its lowest point, however, selling as low as \$1.50 per hundred. The week's sales made an average for the season of \$9.52 per hundred on the Hopkinsville market.

Offerings for the week totalled 1,396,550 pounds and brought the season's total up to 25,692,835 pounds. During the same period last season, a total of 15,911,815 pounds were sold.

"I have noticed no material change in

the tobacco market during the past week," declared Judge J. W. Hancock, president of the Hopkinsville Tobacco Board of Trade. "I think good tobacco is selling mighty well, but poor tobacco is still bringing poor prices."

Quotations for the week were: Trash, \$1.50 to \$3.50; Lugs, common, \$3.50 to \$5; medium, \$5 to \$8; good \$8 to \$11; fine \$11 to \$14; Leaf, low, \$4 to \$10; common \$8 to \$15; medium, \$15 to \$20; good, \$20 to \$30; fine \$30 to \$42 BUNCH.

Danville Association Elects Officers

(Special Telegram to Tobacco)

DANVILLE Va., April 12.—The annual meeting of the Danville Tobacco Association was held this afternoon with a good attendance. The report of a retiring president, Col. W. T. Hugs, was presented, and discussions related to the welfare of the market which will be dealt with more fully in a subsequent issue.

The following officers were elected: President, A. B. Carrington, Jr.; Vice President, John B. Harvie; Secretary and Treasurer, John Bustard.

The organization went on record for a speeding up of the sales and thus increasing the market's capacity.—TERR.

To Reopen Business

CHURUBUSCO, Ind., April 10.—The Majestic Cigar Store, which went into bankruptcy a few weeks ago, is to be reopened as soon as remodeling is completed, under the management of L. L. Nelson.

East Hartford Fire

(Continued from page 3)

Tobacco Growers, incorporated, a year after the association was formed. The building which was of wood was erected many years ago by Mr. Halpine. Recently a brick wall was built on the north side. The interior of the brick part burned like paper and the north wall fell onto the railroad siding.

According to Buel H. Grant, manager of the warehouse, 3,500 cases of 1924 and 1925 tobacco, all sweat, was destroyed. Each case weighed 10 pounds, making a loss of more than a million pounds of 1924 and 1925 tobacco. It was all through the sweat and practically ready for the market. The loss on the tobacco alone came estimated at \$550,000. Burdette Farnham, an officer of district No. 3, said the tobacco consisted of crops from districts Nos. 3 and 4 and was the best produced in four years. It came through the different processes sound.

The losses of each concern are estimated as follows:

Tobacco of East Hartford Tobacco Growers, Inc., Districts Nos. 3 and 4, \$550,000.

Warehouse leased by growers, owned by J. S. Halpine, \$75,000.

Loss of Stowe & Olmsted building, \$15,000.

Total, \$640,000.

Stowe & Olmsted have been in business for about five years, previously to this the company was Stowe & Griswold. Their building was erected fifteen years ago by William K. Ackley. No allowance has been made for the loss of the grain company's stock.

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Havana Market Still Noted By Inaction

Only Small Receipts from Country, Mostly for Export Houses
—A Few Vegas of Vuelta Abajo Change Hands—Partido
Bundles Start to Move—Packers Guessing and Figuring.

HAVANA, Cuba, April 9.—The market continues to be rather inactive. For several days not a single bale arrived from the country, and the few lots which got here recently were mostly for export houses.

Mark A. Pollack bought a few Vegas of Vuelta Abajo from Sobrinos de Andres Gonzalez, and their relatives, Constantine Gonzalez y Ca., sold another Vega to H. Duys & Company, and another to Cosme del Peso. The small retailers and retailers of the Calzada del Monte are taking advantage of the quiet season, and are buying here and there small lots of wrappers, binders and fillers for small local manufacturers.

In Partido the following houses agreed to buy in bundles: Junco y Ca., Ixiala & Company, Jose Torano and F. Roche & Ca. The prices paid for the tobacco indicate a first class condition of the tobacco, that is, in cleanliness and quality. The first three firms paid from \$4 to \$5 per bundle, while the last named firm was able to buy it between \$5 and \$3.50 per bundle, probably in another section. Readers will remember at some time ago the cleanliness and quality of the Partido crop was very much discussed by local almacenistas, and to excess of rain in certain sections, especially during the cutting season, but these prices paid so far show that there must be also some good tobacco in this section. True to the agreement made between packers of this section, the buyers have not received the tobacco night, and probably will not do so, because the Labor-Union has presented its legal tariff.

From Vuelta Abajo the latest reports are, that in certain sections, the 2nd crop produced a good and heavy-bodied tobacco.

Several of our almacenistas and packers have made and are making short trips through the tobacco sections of Remedios, but so far the opinions vary very much from each other. There seems to be no concrete statements. The next few weeks will find our buyers making all kinds of calculations as to cost and proportion, etc. While some of them expect a good proportion of upper grades, others do not agree the average of 1st and 2nd crops is at more than 30 to 40 per cent. Only on one point do people seem to agree; the crop will develop a large proportion of partly well developed light grades, but fear, that the markets, which normally buy such grades, will be insufficient.

In Europe things have changed also, and instead of paying attention as in former years to light Remedios grades, people over there buy almost only cheap, very grades and only, in case these grades can compete favorably with Brazilian tobacco.

The high prices for Havana low grades have accustomed the European manufacturing trade to buy Brazilian tobacco in relatively larger quantities, and by considerably lower prices could induce Europe to buy Havana tobacco on former scale.

All these facts put our packers in a "nervous" mood and so far nobody seems to feel very much inclined to go in heavily.

Although with upper grades, especially "heavy" upper grades (Capas), they have a certain basis, they do not see their way clear as to future prices for low grades, especially light grades. Some of them even doubt if they can get their packing expenses

out of these grades. There is one sure thing this year: very much care and precaution will be employed and will have to be employed in the buying of bundles.

Mark A. Pollack, Inc., in an interesting letter announced his final establishment in his new and splendid building, inviting his friends to his new business-home at San Carlos y Penalver on April 10, at nine o'clock p. m. Mr. Pollack has at last the satisfaction of possessing the finest and most perfect building of any in the Havana tobacco trade, and all we wish this well liked and solid firm is, the best of good luck and continuance of success. The writer should not wonder at all, if Leslie Pantin & Son will have a similar building in the very near future.—GALLO.

Lionel Padro and the Partagas Factory

It is gratifying to be able to state that Lionel Padro, who has just returned from a three months' stay in Havana, has been appointed representative of the Partagas brand in the United Kingdom. The representation will be carried on under the name of L. A. Padro, a change which has been necessitated by special legal circumstances since the death of his father, G. A. Padro.

Mr. Padro brought back with him from Havana some very interesting photographs of the new Partagas factory, which is the old Upmann factory modernised, and constitutes now one of the most up-to-date factories in Havana. We hope to publish in our next issue some of the photographs, together with interesting details regarding the factory. The capacity of the factory is very large, and Mr. Padro tells us that it is turning out 120 to 125 thousand cigars daily, mostly fine sizes. The Galera, or cigar-making floor, with a seating capacity of 525 workers, presents a wonderful sight, and there are many other interesting features which distinguish the factory.

On account of the large stock of Havana tobacco of high quality, Cifuentes, Pego and Ca., the proprietors of the Partagas factory, are able to give perfect satisfaction as to assortment of colours suitable for all markets. We understand that the Partagas brand has the largest sale in the island of Cuba.

Mr. Padro states that from observation of the Vegas he quite thinks that the trade can look forward to a very fine crop which, according to general opinion, will be free from the green spots which were rather prevalent in the 1925 crop. Mr. Padro was constantly in the factory at Carlos 111, from early morning to closing time, and having seen to the supervising of the shipments of Partagas to London, he expresses the full conviction that the cigars coming over now are exceedingly fine. "In my opinion," he said, "the only way to encourage cigar smoking to-day is to give the first consideration to quality, which is the Partagas factory's special study.—London Tobacco World.

M. J. Gans Busy

HARTFORD, Conn., April 10.—M. J. Gans reports that if his business was any better, he could not take care of it. He also states that he feels certain that, with the present outlook for curtailment of the crop by the farmers, there will be a decided shortage of desirable Connecticut tobacco this fall.

General Cigar's Dividend

The Board of Directors of General Cigar Company, Inc., has declared a quarterly dividend of One Dollar (\$1.00) per share on the common stock of the Company, without par value, payable May 1, 1926, to stockholders of record at the close of business on April 20, 1926.

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MAX SPIEGEL & SONS CO., Inc., 34 West 17th St., New York**Trade Marks Filed**

In U. S. Patent Office

The following trade-marks were published in compliance with section 6 of the Act of February 20, 1905, as amended March 2, 1917. Notice of opposition must be filed with the U. S. Patent Office, Washington, D. C., within thirty days from date of official publication.

Ser. No. 208,291. E. Goss & Company, San Francisco, Ca. Filed Jan. 19, 1925.



208,291

The representation of a male figure shown in the drawing is a fanciful creation of the artist.

The particular description of goods.—Cigars. Claims use since Mar. 1, 1904.

Ser. No. 225,505. CAVANDER'S, LIMITED, London, England. Filed Jan. 5, 1926.

ARMY CLUB

225,505

The particular description of goods.—Cigarettes. Claims use since 1915.

Ser. No. 218,669. SCHLOSS & KAHN GROCERY CO., Montgomery, Ala. Filed Aug. 10, 1925.

SUNDAY DINNER

218,669

The particular description of goods.—Cigarettes. Claims use since June, 1922.

Ser. No. 223,069. TOBACCO REHANDLING CO., LTD., INC., and also doing business as W. T. Grant Co., Louisville, Ky. Filed Nov. 9, 1925.



223,069

The particular description of goods.—Leaf Tobacco. Claims use since February, 1925.

Ser. No. 212,090. PAUL J. LIVIDARY, Los Angeles, Calif. Filed Apr. 2, 1925.

ALI BABA

212,090

The particular description of goods.—Cigarettes. Claims use since July, 1911.

Ser. No. 225,816. JNO. H. SWISHER & SON, Newark, Ohio. Filed Jan. 11, 1926.



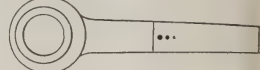
225,816

The portrait shown is a fanciful picture and does not apply to any particular person.

The particular description of goods.—

Cigars. Claims use since Dec. 17, 1919.

Ser. No. 226,049. DELACOUR & LEWIS CORPORATION, New York, N. Y. Filed Jan. 18, 1926.



226,049

Three yellow dots of different size located on the pipe mouthpiece and arranged in spaced relation longitudinally of said mouthpiece. The representation of a pipe which appears on the drawing is disclaimed apart from the mark shown.

The particular description of goods.—Tobacco Pipes. Claims use since Jan. 1926.

Ser. No. 225,449. RYAN-HAMPTON TOBACCO CO., Louisville, Ky. Filed Jan. 2, 1926.



225,449

The circle surrounding the mark forms no part thereof.

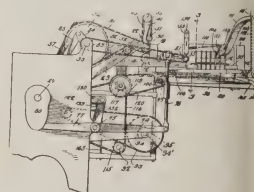
The particular description of goods.—Chewing tobacco. Claims use since Sept. 21, 1925.

Patents Granted

In U. S. Patent Office

Complete description of the recent patents briefly described herewith can be obtained from the Patent Office by sending to the Commissioner of Patents, Washington, D. C. the number of the patent together with ten cents in currency or money order. Stamps will not be accepted. For this sum the Patent Office will supply a printed copy of the patent, which usually contains complete drawings and descriptions in detail.

No. 1,561,856. TOBACCO-FEEDING MACHINE. ALBERT A. HEYMAN, Baltimore, Md. assignor to the Universal Cigar Machinery Co., Inc., Baltimore, Md. 550. 22 claims (Cl. 131-39.)



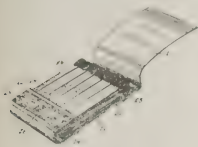
1,561,856

1. In a tobacco feeding machine the combination with an apertured supporting plate, of pins having their points normally housed in the apertures, means for directing a layer of tobacco onto the plate, an apertured holding plate movable to position on the tobacco, and means for shifting the pins through the tobacco and into the holding plate.

16. In feeding mechanism of the class described the combination with a delivering device, of a supporting plate movable to position on the tobacco, a holding plate, impaling means movable relative to the plates, a presser belt normally supported out of the paths of the plates and separate means operating in timed relation for positioning the presser belt upon the supporting plate, directing a sheet of stock onto said plate to be conveyed by the belt along the plate, shifting the presser belt out of the paths of the plates, moving the holding plate onto the stock, shifting the holding plate out of the path of the supporting plate, inverting the supporting plate above the delivering device, and

releasing the stock from the impaling means.

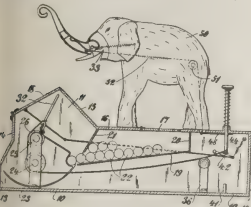
1,573,946. MATCH HOLDER. JULIUS STERN, Brooklyn, N. Y. Filed Apr. 15, 1924. Serial No. 706,643. 8 Claims. (Cl. 206-29.)



1,573,946

1. An article of the character described comprising a base formed from a strip of material, said base disposed at opposite sides of said base, means for retaining said matches in position on said base, and covering means formed from said strip of material and serving to enclose said base and the matches therein, substantially as specified.

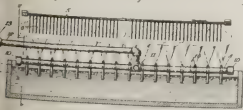
1,574,071. AUTOMATIC CIGAR AND CIGARETTE BOX. FRANK DVORSKY, New York, N. Y. Filed May 13, 1925. Serial No. 29,864. 1 Claim. (Cl. 211-8.)



1,574,071

A dispensing container comprising a casing, a figural object on the cover of said casing, said object having a single engaged member pivoted to the body, terminating in a normally coiled flexible element, means in said object to normally retain said member in a raised position, an article holding receptacle engaged in said casing, said casing having a hinged door, said door being disposed in the path of said member, means for opening said delivery door, means for delivering a single article from said receptacle to the door, a finger operatively engaged with the delivery door opening means and with said article delivering means, operative connections between said plunger and said pivoted member of said figural object, to lower said member, means actuated by said plunger to uncoil said flexible element and thereafter permit it to engage an article on said delivery means, and means for retaining all of said parts to their initial position upon release of said plunger.

1,574,238. METHOD OF IMPREGNATING MATCH SPLINTS TO PREVENT AFTERBURN. WILLIAM J. ELDER AND CHANGES MOREHOUSE, Oswego, N. Y., assignors to The Diamond Match Company, Chicago, Ill., a Corporation of Illinois. Filed Nov. 9, 1923. Serial No. 673,692. 1 Claim. (Cl. 91-45.)



1,574,238

A process of treating match splints which consists in subjecting the individual splints to a fine spray of a concentrated solution of material adapted to impregnate the splints and prevent afterburn.

1,575,240. CIGARETTE-DISPENSING MACHINE. LOUIS WEIDLICH, Stratford, Conn. Filed Oct. 23, 1923. Serial No. 72,172. 1 Claim. (Cl. 211-8.)

A device of the character described, comprising a casing having a front wall inclined near its lower edge with a longitudinal grooved cigarette receiving slot, said front wall being provided with a horizontal slot having its edges in a vertical plane and having its lower edge coincident with the inner edge of

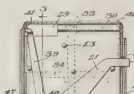
said grooved portion, a cigarette containing hopper in said casing provided in its base with a horizontal opening having its edges in a horizontal plane above the upper edge of said slot of the front wall, the walls of said hopper being inclined inwardly toward said opening, a rotatable cylindrical cigarette selecting and delivering member mounted in the casing beneath said opening of the hopper and at the side of said slot of the front wall, the cylindrical surface of said member adapted to move through said opening and said slot to close them, said member being provided with a longitudinal pocket adapted to be moved upon rotation of said member between registering relation with said opening and



1,575,240

registering relation with said slot, the surface of said pocket adapted in the latter position to be aligned with the surface of said grooved portion of the front wall whereby the cigarette delivered by said pocket rolls directly therefrom into said grooved portion, means for manually rotating said member, and limiting means advanced to limit the rotation thereof between said opening and slot registering position of said pocket.

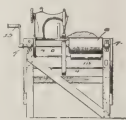
1,575,121. CIGARETTE CASE. GEORGE W. LYONS, New Haven, Conn., assignor to the Lyons Manufacturing Company, New Haven, Conn., a Corporation of Connecticut. Filed Dec. 29, 1923. Serial No. 683,443. 15 Claims. (Cl. 206-41.)



1,575,121

1. In a cigarette case; a body; a cover movably connected therewith; an inner plate connected with said body; and ejector mechanism comprising companion levers movably mounted upon said inner plate and spaced from the body so as to move freely relatively thereto irrespective of the shape or smoothness of the adjacent face of the body.

1,575,193. TOBACCO-HOUSING MACHINE. GEORGE L. DAVIS, Danville, Va. Filed Oct. 3, 1925. Serial No. 60,310. 2 Claims. (Cl. 131-21.)



1,575,193

1. Tobacco housing machine comprising in combination a supporting table, an endless conveyor belt and a sewing machine operatively mounted thereon, a tape adapted to pass beneath the needle of the sewing machine and adjacent to one side of the conveyor belt; means for actuating the said sewing machine and conveyor belt and a butting board adjustably arranged upon the supporting table in parallel relation to the conveyor belt, said board being adapted to regulate the position of the tobacco leaves as they are placed upon the conveyor belt.

1,577,769. TOBACCO DENICOTINIZATION. HOMER W. SMITH, Indianapolis, Ind. Filed June 7, 1922. Serial No. 566,560. 9 Claims. (Cl. 131-6.)

2. The process of de-nicotinizing tobacco, comprising treating the tobacco with live steam at a temperature higher than 100° C. and a pressure greater than atmospheric, and then extracting the tobacco with an organic solvent and subsequently removing such solvent.

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Wisconsin Tobacco Still Sought After

Public Highways in Better Condition for Travelling—Buyers Making Fruitless Searches for Unsold Crops—Pool Assorting in Two Northern Warehouses.

EDGERTON, Wis., April 10.—The weather the past week has been the first spell of warm weather that has been dished out this season. The roads are again out from under the huge snow drifts of a week ago, and are again fairly passable. Scattered buyers are searching fruitlessly for crops of merit among the residue of crops left on the farm, but no luck is had because the tobacco is not to be found. The '25 crop is now cleaned up entirely, except a few poolers who want binder prices for out and out stemming crops. This applies only to crops on the farms. The pool is still assorting in two warehouses in the northern sections, the others have closed some time since.

It is estimated that the pool will put up about seven thousand cases of northern this year, of all types. The popular estimate is six thousand five hundred

cases of binders and shorts combined. It will be a banner packing, and the pool should have little trouble in the selling of it, as there is no indication to be found that the acute demand for the '25 has in any way abated.

The southern houses of the pool are about at the end of their string also, and there, too, the number of cases packed will not be large, and will be rapidly disposed of in the opinion of the writer. In every quarter, the view is held that the stemmers have beaten the cigar leaf men to it this year, and disappointment is evident in more cases than one.

The market on old in cases is as brisk as ever, and prices are keeping up their stiffening gait of the last few months in this state. Old operators lay this fact to the splendid burn of all Wisconsin types of the last few years. Their

great work carried on by seed men and packers the past few years is producing a uniform type of splendid yield and burn, and the trade is reaping a golden harvest thereon. The good work goes on in this worthy propaganda, and page advertisements in local papers of the tobacco belt recommending good seed types and signed by reputable packers and seed men are stressing this important feature for those planning to raise another crop in this state.

The new crop that is to be raised this year is daily commanding more and more of the thoughts in tobacco circles. It is thought that the buoyant market at good prices on the '25 will increase the acreage raised in Wisconsin in 1926 fully ten per cent. This will furnish little, or no relief to the seeker after binder leaf if the avid appetite of the stemming companies does not show some little diminution next year. This hoped for abatement in their eagerness does not furnish the slightest evidence of ever materializing judged by anything on the knowledge horizon today. Eleven cents straight is terrific competition for the seekers after class A binders, and should such a high base price be established next fall for the crop of 1926, it will be a safe bet that no would-be

packer of class A binders will be able to get the tobacco he intended to get and wanted to pack for the trade.

Shipments on old goods in cases was unusually heavy last week, about a dozen carloads going out of this point alone outside of numerous shipments via local freight in less than car load lots.

Legal action between the pool and various people was not in evidence last week, nor will there be any more hearings until the last of this month.—BADGER.

Foreign Exchange Rates

In the subjoined table the quotation of sterling represents dollars and decimal of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate parity measured in fractions of a cent. Parity of exchange is given as reports by the United States Mint, except countries with a silver standard, where parity fluctuates with the price of silver.

Closing Rates Monday

STERLING—Par \$4.86½ per sovereign.	
Demand..\$4.85 15/16	Cable..\$4.86 3/4
FRANCE—Par 193 cents per franc.	
Demand..3.44	Cables..3.43
ITALY—Par 193 cents per lira.	
Demand..4.02½	Cables..4.02
BELGIUM—Par 193 cents per franc.	
Demand..3.78	Cables..3.78
GERMANY—Par 238 cents per mark.	
Demand..23.81	Cables..23.8
AUSTRIA—Par 1407 cents per schilling.	
Demand..14.125	Cables..14.15
DENMARK—Par 26.8 cents per krone.	
Demand..26.20	Cables..26.2
GREECE—Par 193 cents per drachma.	
Demand..1.30	Cables..1.30½
HOLLAND—Par 40.2 cents per florin.	
Demand..40.10	Cables..40.12
HUNGARY—Par 20.3 cents per crown.	
Demand..0.0014½	Cables..0.0014
NORWAY—Par 26.8 cents per krone.	
Demand..21.75	Cables..21.7
POLAND—Par 193 cents per zloty.	
Demand..11.00	Cables..11.00
SPAIN—Par 193 cents per peseta.	
Demand..14.22½	Cables..14.2
SWEDEN—Par 26.8 cents per krona.	
Demand..26.78	Cables..26.8
SWITZERLAND—Par 193 cents per franc.	
Demand..19.29½	Cables..19.3
CHINA—Cents per silver dollar in Hongkong; per tael for Shanghai and Peking.	
HONGKONG—	
Demand..55.13	Cables..55.2
PEKING—	
Demand..75.50	
SHANGHAI—	
Demand..71.38	Cables..71.5
PHILIPPINE ISLANDS—Manila: Par 10 cents per silver peso.	
Demand..50.00	Cables..50.2
JAVA—Par 40.2 cents per florin.	
Demand..40.125	
JAPAN—Par 49.8 cents per yen.	
Demand..46.43	Cables..46.5
ARGENTINA—Par 42.44 cents per Argentine paper dollar.	
Demand..39.81	Cables..39.3
BRAZIL—Par 32.45 cents per paper milreis.	
Demand..13.81	Cables..13.8

Samuel Bijur Secures Much Sumatra

Through the alertness of Samuel Bijur, of E. Rosenwald & Bro., that big leaf house of Water Street, New York, secured 1,321 bales of choice tobacco at last Friday's Amsterdam sales. The purchases consist of Deli Toewas and the T T R/Langkats. The Toewas include 450 bales, 85 bales of LV 1's and 70 bales of LV 2's. The T T R's are an extremely fancy lot of tobacco or high class Seed and Havana cigars. The Rosenwald purchases in the lot included also the Senembah My/P and Senembah My/LP. All the Rosenwald purchases were first sizes.

Buys Business

DUNKIRK, Ind., April 10.—G. Pace has purchased the cigar and grocery business heretofore conducted by Crary & Sen.

Preference for a mild cigar

FROM year to year there is a marked increase in the public demand for the so-called "mild Havana" class of cigars, a type which appeals most strongly to the exacting taste of American smokers.

IN the free-burning, smooth and pleasantly aromatic Porto Rican leaf, manufacturers have found the economical solution to the problem of meeting the preference shown for these mild and low-priced cigars. Porto Rican tobacco gives a decided "Havana" flavor without the particularly heavy Havana strength, making it the ideal leaf for blending and smoking purposes. And it is imported free of duty, guaranteed genuine by a Government of Porto Rico Stamp.

THE 1926 crop is now being offered to the trade, with spirited bidding resulting from its accepted exceptional quality and the absence of any 1925 hold-overs.

This is the Porto Rico year.

The Government of Porto Rico, as a protection for all buyers of its genuine native tobacco, requires that a Guarantee Stamp be affixed to all tobacco or tobacco products originating in Porto Rico. Look for these Stamps in all your purchases.

Full information on any subject relative to Porto Rican tobacco gladly supplied upon request.

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Porto Rican Outlook

SAN JUAN, P. R., April 8.—The S. S. "Gow," which arrived here this week, was appropriately called the "Tobacco ship," as among her passengers there were a number of the largest users of Porto Rican tobacco.

Heading the list were A. L. Sylvester, of the American Cigar Company, and Luis Toro, of the Porto Rican American Tobacco Company; Milton I. Durlach, of Durlach Brothers; Charles Ans, of the Congress Cigar Company; Samuel Grabosky, of the G. H. P. Cigar Company, accompanied by Rudolf Fels, local buyer; Ramon Moran, of Matamoros, of the Webster Cigar Company, and J. B. Lichtenstein, of J. B. Lichtenstein & Company.

With Mr. Mendelson, Mr. Rosenstadt, Mr. Hamburger and Mr. Marks, representing their various organizations, now in Porto Rico, it can be said that everything is ready for the big opening of the buying season.

So far, the Rosenstadt & Waller concern is the only one which has been doing any buying to speak of, and they are reported to have paid very stiff prices. Whether the other buyers will do such or not, it remains to be seen. The next two weeks will probably show some very interesting development. Once again it is claimed in some circles that one or the other buyers may possibly return to New York without making any larger purchases, considering the demand a little bit too much for the manufacturers' expectations.

The dry spell is continuing, and practically all classes of crops are being seriously affected by the drought, and preparation of soil for planting and cultivation of crops has been largely retarded by the dry condition of the soil. Weather Bureau reports that we had but 8 inches of rain under normal conditions in the last 3 or 4 months.

The farmers have considerable trouble in getting tobacco out of the barns, to the serious drought.

A recent rainfall has been reported at Aibonito, Cidra, Comerio, Corozal, Manati, or Utuado, and only a tenth of an inch at Cayey.—MIRAFLORES.

Buys White Star

INDLESBORO, Ky., April 7.—J. P. Shear, conducting a confectionery, and lunch room, under the trade name of the White Star Confectionery, disposed of it to G. B. Fletcher.

Egypt Raises Tobacco Import Duties

WASHINGTON, D. C., April 14.—A royal decree which became effective on March 7 increases the duty on tobacco imported into Egypt from countries which have no commercial agreement with Egypt according to a report in the hands of the Tobacco Section of the Department of Commerce from Richard A. May, American Trade Commissioner at Alexandria. The decree follows:

Leaf tobacco, unstemmed, from 82 piasters to 100 piasters per kilo; leaf tobacco, stemmed, from 92 piasters to 110 piasters per kilo; cut tobacco, pressed tobacco, snuff and cigarettes, from 102 piasters to 120 piasters per kilo.

The products of the United States, according to the Division of Foreign Tariffs, are entitled (by virtue of a most-favored-nation agreement) to the benefits of the Egyptian conventional rates, which admit leaf tobacco, unstemmed, at 80 piasters per kilo; leaf tobacco, stemmed, at 90 piasters per kilo; cut tobacco, snuff, and cigarettes, at 100 piasters per kilo. (The average value of the Egyptian piaster in United States currency, according to the latest reports available is \$0.0494.

Stimulus to Importations

This preferential on import duties suggests the possibility that a stimulation might be given the importation of American leaf tobacco, especially the flue cured type for the Egyptian cigarette industry. Fully 35 per cent of the cigarette tobacco imported into Egypt at present, however, comes from Greece and Turkey and these two nations also enjoy commercial treaties with Egypt; about 30 per cent of the import supply comes from China, and the remaining 35 per cent is furnished principally by Japan and Russia. Appreciable quantities are imported from Bulgaria and imports from this source are increasing.

Not Much Leaf Trade

The leaf trade of the United States with Egypt is practically nil at present, only about 23,000 pounds being exported to Egypt in 1925 and 19,000 pounds of this amount was of the dark Virginia type. The trade in flue cured tobaccos has never been opened up and as Egypt produces no tobacco of any kind there is a possibility.

The average annual consumption of tobacco in Egypt is about 16,000,000 pounds, about 65 or 70 per cent of which is used in the manufacture of cigarettes for export and the remainder is made into cigarette tobacco for the poorer classes of natives who roll their own cigarettes.—LAMM.

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Cotabato, Tobacco and Other Crops

The proof, already established, that leaf tobacco equal to the best Sumatra for wrappers, can be grown in Cotabato province, may make that Mindanao district one of the wealthiest in the Philippine Islands.

Potentially rich already with its soil and climate perfectly adapted to rubber as well as tobacco, rice, sugar and other tropical crops, Cotabato is destined to progress by leaps and bounds during the next few years.

As large as Belgium in area—some 25,000 square kilometers—and with a network of inland waterways similar to Belgium, its great system of rivers resembles both that country and Holland in economic values; the Rio Grande of Cotabato also resembles in such values the Rhine of Germany and the valley through which it flows. Rich, deep soil; loam deposited during countless centuries by the overflow of its rivers, soil washed down from the timberland and twenty feet deep in many parts; wonderful soil for almost anything. Particularly so for the valuable Sumatra tobacco. Great lakes, fertile valleys, no typhoons and a regular rainfall—a Paradise for the farmer.

Sumatra Leaf

Mariano Gutierrez, agricultural expert for the bureau of agriculture, has been experimenting for years in the vicinity of Bual with this particular tobacco. The colonists in the vicinity of Bual Lake are mostly Ilocanos, a hundred families or more, all accustomed to tobacco raising. Already some 2,500 pounds have been marketed and brought Sumatra prices—without the import tax to which the East India leaf is subjected.

The homesteaders get along wonderfully well with the Magindanao Moros of whom there are some 125,000 in the province, with 25,000 Manobos in the mountains and foothills; the Christian population is approximately 30,000. This peaceful condition and cooperation will continue as long as politics are kept out of the situation, according to Governor Dionisio Gutierrez, Major of Constabulary. Governor Gutierrez has spent 11 years in the province; has been governor during the last five years.

The cooperation between Moros and Christians has gone so far as the loaning of hundreds of carabaos to the colonists by the Moros, without security except their honor. The Magindanaos are naturally agriculturists, but they have discovered that they can learn much from their brothers from the north.

Prosperity has already reached the province, according to Governor Gutierrez, who cited as an example the fact that during the year 1925 more than 1,000 carabaos were shipped to Cotabato, from Zamboanga; in previous years many Cotabato natives have had to sell their carabaos to subsist.

Mostly River Trips

The Herald correspondent visited Cotabato recently; went pretty well all over the province. Mostly by water, for there are only 23 kilometers of auto roads in the whole province, six from Cotabato to Tamantanka, then way up the river a 17 kilometer road runs from Fort Pikit to Peidu Pulangi. This saves a ten hour river trip. By the fine government stern-wheel steamer, the *J. H. Hall*, it is 24 hours by river to Fort Pikit from Cotabato, a most interesting trip, with occasional alligators along the river bank for target practice.

The capital city of Cotabato lies up the Rio Grande river about 10 kilometers; fair sized steamers can go up to the dock in the center of the town, but a bar is forming at the mouth of the river now. Formerly the biggest inter-island steamers steamed clear up to the city. The *J. H. Hall* makes two trips a week, she launches *Anita* and *Laman* make three weekly trips up and down to Pikit, 24 hours one way.

The scenes along the river are colorful in the extreme; the travel is all by water, so hundreds of vintas and Moro

craft of all kinds are met along the river, their sails of red, black and yellow making a pretty picture against the approaching rice fields that border the river and extend for miles back into the valley of the Rio Grande. Flat country most of it, but with the mountains in distance—Mount Apo, the father of them all, looming up to the eastward.

Interesting People

The Magindanao women are becoming emancipated. A school girl from a-bakan expressed it quaintly to the Herald man during the journey from Cotabato to Fort Pikit. She said:

"Before we went to school the priests had to marry anybody our old folks told the priests picked out for us. Now we can tell our parents to go, to h—l, and can marry whom we wish."

The system of the "dowry" is a firmly established one in the betrothal of girls. They are kept secluded; it is extremely difficult to even see a maiden in a Magindanao village. The "dowry" is called the "Songud" and is absolutely necessary before a girl is given in marriage. However, only one cent of it goes to the parents, the major portion goes to the datu through whom the match was made. A girl is therefore a source of wealth to the dowry education for the fair sex is frowned upon by them and the parents who otherwise might be told by their daughters to make the same journey mentioned by the Kaban girl to the news man.

They are excellent musicians. They play the "kolintang" with mallets it is a sort of musical bowls of brassing quite sweetly toned. For orchestras these kolintangs are accompanied by agongs and sets of musical bars of steellike a xylophone.

Wonderful weavers, too, these women. They weave "sarongs," Malay style national costume, of silk and cloth sometimes taking months to finish. These often sell for eighty or 100 pesos.

Rice, millet, chickens, fish, vegetables, "tapa," wild duck and wild fowl and grated coconut are their principal foods, all cooking being done with coconut oil. No lard or pork in their diet, you know.

Good Citizens

They are law-abiding citizens, the Magindanaos. The government has just finished the work of revising the assessments for property valuations throughout the province—and it was done without a bit of trouble, and some of the valuations were increased by a percentage many per cent. The percentage of tax collected in 1925 was much less than ever before, and 80 per cent of the males have taken out cedulas; those who did not are mostly Manobos, the hills.

The bureau of forestry men have just finished the classification of agricultural and timber lands in the province and never once did their agents have to rely upon the Constabulary for aid, according to Governor Gutierrez to the Herald.

Four principal datos are mainly responsible for this law-abiding spirit. The people obey their datos, and these Magindanaos are the most orthodox Mohammedans in Moroland. The datos chiefly aiding this cooperation are Datu Piang at Dulawan; Datu Sinist Dinad; Datu Ampatuan of Manungay and Datu Alamada of Manungay. It was the latter, by the way, who volunteered to take out 1500 of his men to bring in Datu Santiago, the outlaw, with his band a few years ago.

Datu Piang is a self-made man and has much influence. His sons are well educated in English. He owns a town of Dulawan, which has electric lights and an ice plant, rice mill, many modern well-built houses. He is an entertaining visitor and is a most interesting old chap.

Colonize by Provinces

Next up the river from Datu Piang

wn of Dulawan comes Fort Pikit, my miles by river but only a few les when one takes the cut-off by to. An old Spanish fort on the hill ar the town is a landmark; it is now nstabulary barracks.

Pikit is a colonist headquarters, pracially all Cebuanos hereabouts. The canos are centered around the lake d town of Campo Bual, where the est tobacco is grown. The colonists m Antique are centered near Manoy, still further up the river and nost in the center of the valley. Genl Abad, a Tagalog, is in charge of the ony near Pikit. He is respected by

The Filipino colonists meet at times, compare notes; these meetings are ially on market days. There is a nous market held every Monday just ss the river from Cotabato. It is biggest in the province—thousands vintas line the river bank for a kilo- ter, ten and twelve deep.

Fine Duck Shooting

Cotabato province is famous for its endid duck shooting. Countless thous- ds of ducks of a dozen varieties make ir home in the numerous lakes and rshes. Two ice plants, one at Datung's place, and one at Cotabato, make easy to keep the game fresh.

The province is wealthy in many ngs. The soil is perfect for pineles, for instance; they could be grown mmercially, for canning, and build up ret business.

Petroleum, natural oil, is found in y places in the province, particularly y the border of Lanao; in many ces the inhabitants skim the oil off rs or pools for their lamps and cook-

ishing is one of the principal indus- s, fresh water fish abound in the rs and lakes and offer excellent rt to the visitor.

Splendid Timber

While the center of Cotabato is estly a great valley, open country, the est is heavily timbered with the best hick wood. From the seashore back to the tops of the mountains that ente the valley thousands of hectares covered; easily logged because of numerous rivers and good harbors. The cleared land is good for rubber.

Locust plantations and cattle ranches found here and there along the it coast, all making money for their rs.

There are some 380 Constabulary oned in the province, eight comies in all; they are stationed at Cota- b, Parang, Campo Bual, Campo Mag- y, Buluan, Pikit, Labak, Kiambo and an on the coast of Sarangani Bay. he province has four good harbors; angani Bay; Polloe, which was a nish naval station; Linao and Tuna the West, all landlocked and with o water.

Some Historical Facts

he town of Cotabato is a pretty e, although not so very big. Its t prominent feature is a lone hill town; "Constabulary Hill" it is d, and is the only elevation that re- bles a hill for miles and miles. The stabulary barracks occupy the sum- where once stood a Spanish fort, ew know that Cotabato was at one e the capital city of Mindanao, ind of Zamboanga. It was, however, 1872 to 1875.

First Visited by Spanish

he province was first visited by the ish in 1525, and 1596 an attempt made to conquer the tribesmen. y found a race of fighting people, ave up the attempt for more than ears. Then they established a line rts up the Rio Grande, but made eadway in Christianizing the Mag- naos.

ring American administration it is remembered for the campaign st Datu Ali and his followers. nish troops occupied Fort Pikit, a Regente and many other station- the interior of the province and had mber of wearisome campaigns after utaws.—*Philippine Herald.*

Workings of the Polish Tobacco Monopoly

WASHINGTON, D. C., April 14.—The Polish Tobacco Monopoly was instituted in an incomplete form by a law dated June 1, 1922. For the first two years the monopoly principle was not carried out to the full extent, although the system of taxation for tobacco and tobacco manufactures was uniform throughout the State. During this transition stage the existing private factories continued to operate alongside the State factories.

The State monopoly commenced its full activity on August 1, 1924, when the existing private factories were liquidated and the production of tobacco products was made an exclusive privilege of the State. The liquidation of private factories was carried out gradually and lasted until the end of 1924.

The Polish Republic was among the first in Europe to introduce a tobacco monopoly, if the history of Poland before the partition is to be considered. Fully 150 years ago, i. e. in 1776 a form of tobacco monopoly was introduced in Poland which consisted in the lease of the privilege by the State to a private concern. This was subsequently replaced by a full monopoly under which the manufacture of tobacco was actually controlled by the State. During the period of partition of Poland, a tobacco monopoly was in force only in the Austrian section. The other sections maintained a system of excise tax on tobacco, which survived in the independent Poland and lasted until 1922.

The financing of the State monopoly was made possible by an Italian loan contracted in March, 1924. The Polish Government took over from the Austrian Monopoly one tobacco factory in Krakow and considerable stocks of tobacco products. The proceeds from the sale of these stocks enabled the Government to put the Krakow factory in operation and to purchase the initial stock of raw tobacco. Several other factories located in Austrian Poland which were destroyed by the war were eventually rebuilt by the Polish Tobacco Monopoly and their facilities and mechanical equipment were added to and improved. As a result the State monopoly had in August, 1924, nine factories, employing 2,300 workmen. The private factories subject to liquidation at that time numbered 99 and employed 6,800 workmen. Of that number only nine factories were taken over by the Government Monopoly during 1924 and three in 1925. In December, 1924, the Monopoly employed 8,700 workmen and at the beginning of 1926 about 16,000. This increase in employment was principally due to the extension of the Government factories.

The amount of raw tobacco used by the State Tobacco Monopoly is approximately 44,000,000 pounds annually. The bulk of raw tobacco comes from foreign countries, principally from Turkey and the Balkan States. A small amount of tobacco of Polish growth is used for lower grades of cigarettes. Since the demand for these lower grades is increasing, the Government is encouraging the domestic production of tobacco and hopes to improve the quality of the domestic product. The results thus far obtained in that direction are somewhat encouraging since the Polish production of tobacco increased from 1,391,103 pounds in 1924 to 1,984,140 pounds in 1925.

The purchase of foreign tobacco which amounts in value to 75,000,000 zlotys per annum is effected by means of bids which are accepted from the largest tobacco concerns exclusively. Five large storehouses are maintained for the purpose. They are located in Aleksandrow Kujawski, Maczki, Oswiecim, Warsaw and Radom.

The profits of the Polish tobacco constitute an important source of revenue for the State. They amounted to about 182.6 million zlotys in 1925. In addition, the Monopoly put aside for the sinking fund on the Italian loan 11.7 million zlotys. The preliminary budget for 1926 provides for a net income from the Tobacco Monopoly to the amount of 190,000,000 zlotys. The system of awarding licenses for retail trade in tobacco and cigarettes to war invalids exclusively has made the Monopoly an important factor

This thing called turnover

Turnover is a greatly overworked word—but it means a lot in the tobacco business.

No doubt there are some cigars that you sell a box of every day—maybe more. Then there are others it takes weeks to get rid of. You have about the same amount of capital tied up in each brand. But you reinvest your capital in the fast-seller, perhaps, TEN times as OFTEN as you do in the slow-mover.

That means you are making about ten times more profit on your quick-turning cigar. That's how turnover works out!

And another thing. A fast-selling cigar is always fresher—doesn't have time to get stale or dry out. It pleases your customers. Builds business for you. Creates good-will.

Bayuk cigars speed up turnover. They are all fast-sellers, because they are ALL ripe tobacco cigars—and ripe tobacco makes a finer, mellower smoke every time.

"It's ripe tobacco" is a real basic reason for Bayuk quality—and it's a real SELLING reason you can use every day. Try it! Explain to your customers why Bayuk's policy of using only the perfectly ripened leaf makes a smoother, mellower smoke. It'll show them that you KNOW your side of the business. And see if it doesn't make them steady customers who'll come back to YOU time and again.

"It's ripe tobacco" is the three-word story of cigar quality—and these three words belong alone to Bayuk and Bayuk dealers!

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The American Portable Humidifier

For Ten Years

used by the leading CIGAR MANUFACTURERS in all departments where humidity helps production. CIGAR JOBBERS AND RETAILERS find it THE humidifier best suited for use in humidors and stock rooms, large or small.

No mist, no spray, no noise.

Humidity evenly distributed and regulated.

40% of total sales are repeat orders

AMERICAN AIR PURIFIER CORPORATION
165 East 35th Street New York City

"ADT" Tobacco Machinery

The "ADT" Tobacco Cutter

Class B—Model No. 1
for cutting all kinds
of Tobacco

Large Capacity
Precision Cutting

The Machine with the
Crankshaft below
the Knife

Our Catalog No. 50 contains full details and illustrations of 88 Tobacco Machines. We will be pleased to send you a copy.

The John B. Adt Co.,
Established 1895

BALTIMORE
MD. U. S. A.

CAUTION

THE LA ROSA DE PARIS CIGARS are not genuine unless our name (Starlight Bros.) is printed on the labels attached to the inside of the box. Every box bears our name in order to protect smokers against unscrupulous sellers who are trying to supplant the well-known LA ROSA DE PARIS CIGARS by inferior goods.

STARLIGHT BROS., INC.

Established 1873

Manufacturers

New York

in the State care for war veterans. The total amount of earnings derived by the invalids from the sale of tobacco is estimated at 59,000,000 zlotys a year, while the total amount of invalid pensions paid by the State amounts to 76,000,000 zlotys.

The preliminary budget for 1926 provides for the purchase of 45,635,000 pounds of foreign tobacco at the average price of 1,632 zlotys per pound and 3,968,000 pounds of domestic tobacco at .635 zlotys per pound. (The average value of the zloty in March, 1926, was 12.65 cents.)—LAMB.

Legal Lore

"No Verbal Agreements Recognized"

There is one phase of the law that I see coming up so often in my cases and other people's cases, that I often feel as if I ought to write about nothing else. I would probably do a greater service than if I wrote about legal subjects generally.

I refer to the principle that when a contract, or order, or any business arrangement is in writing, verbal understandings, or arrangement, or condition, or inducements which occurred between the parties before the written contract was signed, are usually excluded from consideration because the court will throw out everything except the written agreement.

The application of this principle has defeated many a party to a business agreement, especially the man who signed something on the strength of some oral inducement or condition which he wasn't alert enough to have incorporated in the agreement.

How far the principle goes is shown in a case I have just read. A certain business man decided to do some advertising by tacking up fifty signs along the public roads leading into Pittsburgh, Pa. These signs were to stay up for three years, a monthly rental being charged during that period. A contract was made with a sign man. It contained that familiar clause to the effect that if the advertiser defaulted in making payment for sixty days, the whole three years' payments would immediately become due. This article isn't about that clause—I merely observe in passing that it is a clause too generally ignored in business agreements.

The vital clause in the contract was "no verbal agreements recognized; all stipulations must be embodied herein." This is substantially like all these clauses, and you would think the language clear enough to warn everybody to get the whole understanding in the document, but it doesn't seem to be.

Now the advertiser was induced to sign this contract by having exhibited to him by the salesman a pamphlet in which the sign man set forth very attractively what he would do if the advertiser signed the contract—what he had done for other advertisers and what he would do for this one. Once the sign man had the contract, however, he became a little careless like many another solicitor and didn't do all the things he had agreed to do, i. e., agreed to do orally before the contract was signed. So the advertiser refused to pay his bill and set up the sign man's default as a defense.

The sign man promptly sued for the entire balance of the three years' fee. When the case came to trial the defendant, i. e., the advertiser, started in to defend on the ground that the sign man hadn't done what he agreed to, and was starting in to tell of all the things the sign man had agreed orally to do prior to the signing of the contract, when the sign man objected on the ground that the clause "no verbal agreements recognized; all stipulations must be embodied herein," excluded all reference to what had transpired before the contract was signed. The lower court, however, let all the oral stuff in and the jury gave a verdict to the advertiser. The sign man appealed and the Appeal Court reversed, saying that all evidence of the oral representations should have been kept out. For the advertiser the maddening thing about the reversal was that the Appeal Court said in its decision that

the evidence showed that the sign man really hadn't fulfilled his contract. In spite of that, said the court, as to promises and representations as to what he would do were oral, and occurred before the contract was signed they were therefore all excluded by the clause. "No verbal agreements recognized, all stipulations must be embodied herein." This left the advertiser high and dry. With a perfectly good defense, which even the court says is good, he still can't even introduce it into the evidence by signing the written contract in that form he expressly excluded it.

I have always been unable to put myself in the place of a business man who is led into signing a document by oral representations made to him by another party before he signs, and which if he reads the contract—sees the clause excluding oral representations, yet signs it in that form. There are thousands of business men doing that every day and I will wager that any case box has more cases on that phase of contract law than on any other.

A good rule to keep constantly before you is get into the written paper everything that is a part of the deal. Don't let anybody put you off with, "Oh, that'll be all right, we understand each other, we don't have to put all that in." A million ships have sunk on that reef. Copyright, 1926, by Elton J. Buckley

* 284 Pa. 407.

Praising Lady Nicotine

It is rather a significant fact, from the introduction of tobacco into England and elsewhere to the present time, smoking always has appealed to the literary and artistic tastes in man, even in the Georgian period, when smoking was the most frowned upon amongst the people in society, says Giley Donnie in "The Milwaukee Journal."

Its companionship and sociability is frequently emphasized by writers like Sir Walter Raleigh, and in coffee houses were seen evidences of this more than perhaps anywhere else.

"I was yesterday," says a writer in "The Spectator," in 1714, "in a coffee house not far from the Royal Exchange, where I observed three persons in the conference over a pipe of tobacco; upon which, having filled one for my use, I lighted it at the little wax candle that stood before them, and after having thrown in two or three whiffs amongst them, sat down and made me of the company. I need not tell you reader that lighting a man's pipe at the same candle is looked upon among better smokers as an overtone to conversation and friendship."

The close affinity between a pipe and a book is perhaps best illustrated by the remark of Lamb, in one of his letters to Coleridge, "If you find the M-ton in certain points dirtier and soiled with a crumb of right Gloucester, bleed in the candle (my usual supper) a peradventure, a stray ash of tobacco wafted into the crevices, look to its passage more especially, depend upon it it contains good matter."

Lamb was a great smoker and thoroughly enjoyed reading only when he was smoking. He was asked once why he could smoke so much and so fitly to which he replied, "I toiled after it, sir, as some men toil after virtue." Carrying tobacco on one's person must have been a somewhat uncomfortable procedure, as pouches did come into use until late in the 18th century. Pipe smokers used to carry boxes with them, as snuff-users carried snuff boxes, or they took the fare the tobacconists provided.

Every public house did its trade in clay pipes and in a convenient place stood the tobacco box. There were many kinds of the latter to be found, but the most interesting was that which was mainly in rural inns and ale houses. This was of large dimensions, topped with a slot of which the smokers dropped halfpenny or penny, causing the tobacco to fly back and allowing them to fill the pipes. Frequently an inscription is found on the lid, of which this is an example. A halfpenny dropped into the till, Up springs the lid, and you may fill. When you have filled, without delay Shut down the lid, or sixpence pay.

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Tobacco from Havana	
S. S. Siboney	—April 6
General Cigar Co.	325 Bales
House & Holzman	5
Rossin & Sons, Inc.	5
Sutter & Sons	10
D. Graves & Son	80
Kaffenburgh & Sons	35
Toledo	3
Sichel	20
Duys & Co.	22
House & Holzman	2
J. Schloss & Co.	84
A. Calvet & Co.	10
La Rosa	10
Rossin & Sons, Inc.	30
American Cigar Co.	138
A. Kaiser & Co.	10
indall-Wagner Co.	3
end & Co.	45
Sichel	235
Ruppin, Inc.	11
P. Cordero & Co.	14
Rosenwald & Bros.	104
B. Pendas	6
Ellinger & Co.	10
nsdale, Smith & Co.	62
aitt & Bond, Inc.	5
Toledo	8
Lopez & Co.	5
General Cigar Co.	114 Pkgs.
Rossin & Sons, Inc.	20
H. P. Cigar Co.	177
yuk Cigars, Inc.	144
end & Co.	10
ebster Cigar Co.	127
rn, Mendelssohn & Co.	62
aitt & Bond	163
Tobacco from Porto Rico	
S. S. Trujillo	—April 5
ngress Cigar Co.	277 Bales
S. S. Ponce	—April 6
Y. & Porto Rico S. S. Co.	20 Bales
Tobacco from Holland	
S. S. Andyk	April 7
	Bales
Rosenwald & Bro.	184
rzoz & Sarbuy, Inc.	51
Willing Co., Inc.	2
A. Bornholdt & Co.	3
uitable Trust Co.	61
Duys & Co.	372
	Cases
nsdale, Smith & Co.	4
merican Cigar Co.	117
eneral Cigar Co.	11
D. Smith & Co.	5
n Doorn	108
Tobacco from England	
S. S. Minnewaska	—April 5
eymer & Bros.	1 Case
S. S. Conehatta	—April 7
Oppenheimer & Co.	3 Cases
A. Henshaw & Sons	185 Bales
S. S. Aquitania	—April 10
ntinental Tobacco Co.	1 Case
Tobacco from Scotland	
S. S. Cameronia	—April 6
	Cases
er, Coe & Gregg	1
Dunhill, Inc.	3
Tobacco from France	
S. S. Liberty	—April 8
order	11 Bales
Cigars from Havana	
S. S. Siboney	—April 6
	Cases
tral Union Trust Co.	14
ries & Co.	5
Wasserman & Co.	2
ers & Mott	2
Capitol National Bank	3
C. B. Perkins & Co.	3
U. S. Cigar Stores Co.	1
Estabrook & Eaton	1
J. B. Moos & Co.	3
Stuckney-Holscher Cigar Co.	1
Keymer & Bros.	7
Faber, Coe & Gregg	12
Potter & Rogers	3
American Metal Co.	1
Park & Tilford	5
Benson & Hedges	3
G. Nicholas & Son	3
Fox & Co.	3
Cigarettes from Havana	
S. S. Siboney	—April 6
Davies, Turner & Co.	1 Case
Cigarettes from France	
S. S. Independence Hall	—April 5
American Tobacco Co.	100 Cases
Cigarette Paper from France	
S. S. Independence Hall	—April 5
	Cases
American Tobacco Co.	900
R. J. Reynolds Tobacco Co.	2020
De Manduit Paper Corp.	470
S. S. Liberty	—April 8
Standard Products Corp.	135 Cases
Cigarette Paper from Italy	
S. S. Sinaia	—April 7
Bank of Manhattan Co.	30 Cases
Cigarette Cards from Germany	
S. S. Deutschland	—April 5
Baltimore & Ohio Railroad Co.	10 Cases
Briar Pipes from England	
S. S. American Shipper	—April 6
C. B. Richard & Co.	2 Cases
S. S. Aquitania	—April 10
Globe Shipping Co.	2 Cases
Pipes from France	
S. S. Paris	—April 7
C. B. Richard & Co.	3 Cases
Pipes from France	
S. S. Liberty	—April 8
Thomas & Pierson	14 Cases
Cigar Labels from Havana	
S. S. Siboney	—April 6
	Cases
P. Lorillard Co.	1
M. Schwarz	1
Snuff from England	
S. S. Conehatta	—April 7
A. Oppenheimer & Co.	1 Case

To Have New Building and Fixtures

KASSON, Minn., April 9.—Chris. Brown, proprietor of the Boston Confectionery and cigar emporium, is shortly to erect store building, in which he is to install new fixtures.

To Open New Place

PARK RIVER, N. Dak., April 7.—Ole Amundson is preparing to open a new cigar store and lunch room here.

Cigars and Confections

KANSAS CITY, Mo., April 9.—Al. Friedlander is making preparations to open a cigar and confectionery store at 4726 Frost avenue.

Changes Location

SAN FRANCISCO, Cal., April 7.—A. H. Wagner has moved his cigar business from 256 Montgomery street, to 341 Bush street.

PORTOCUBA CORPORATION

IMPORTERS AND PACKERS OF

PORTO RICO and HAVANA TOBACCOS

DEALERS IN DOMESTIC TOBACCO

170 Water Street, New York

Warehouses: HAVANA, CUBA

UTUADO, P. R.

DURLACH BROS.

Growers and Packers of

High Grade Porto Rico LEAF TOBACCO

Caguas,

Porto Rico.

New York Office

181 Water St.

JOSE LOPEZ

Stripper of Porto Rican Tobacco

P. O. Box 323, Manate, Porto Rico

SANTIAGO IGLESIAS SILVA

Grower and Packer of

BEST SAN LORENZO TOBACCO

San Lorenzo

Porto Rico

NORBERTO GARCIA

UTUADO, PORTO RICO

Grower, Packer and Stripper of

INLAND PORTO RICAN TOBACCO

JOSE SILVA

Packer, Dealer and Stripper of

PORTO RICAN TOBACCO

Exclusively Inland

JUNCOS, PORTO RICO

CABLE ADDRESS "JOSILVA"

TADEMA

INFINITO

LORD BYRON

CLEAR HAVANA CIGARS

ARGUELLES, LOPEZ & BRO., Inc., Makers

GENERAL OFFICE AND FACTORY, TAMPA, FLORIDA

Eastern Office: 222 PEARL ST., NEW YORK

Warehouse: HAVANA, CUBA



DONATO VIGIL & CO.

Importers and Exporters of

LEAF TOBACCO

San Juan,

Porto Rico

BENIGNO DIAZ

Grower, Packer and Stripper of

PORTO RICAN TOBACCO

Exclusively Inland

CAGUAS,

PORTO RICO

RUIBAL & MATANZO

Growers & Packers of Porto Rico Tobacco

Plantations
Juncos
San Lorenzo

JUNCOS, PORTO RICO

Tobacco Merchants' Association of The United States



Officers and Executive Committee:

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
William Best, New York, chairman executive committee.
Major G. W. Hill, New York, vice-president.
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Julius Lichtenstein, New York, vice-president.
H. H. Shelton, Winston-Salem, N. C., vice-president.
Wm. T. Reed, Richmond, Va., vice-president.
Harvey L. Hirst, New York, vice-president.
Asa Lemlein, New York, Treasurer.
Chas. Dushkind, New York, counsel and managing director.

Inactive-Unlisted Stocks

Closing Prices Monday

Reported by Stone, Prosser & Doty

American Cigar	113	115
American Cigar Pfd. ...	97	99
Bayuk Cigars	37	40
Bayuk Cigars 2nd pfd. ...	26	26 1/2
British-American Tobacco	15	102
Continental Tobacco Co. ...	14 1/2	15
G. W. Helme Co., New. ...	69	72
G. W. Helme Co., pfd., ...	115	118
J. S. Young	125	129
J. S. Young, pfd.	103	109
Imperial Tobacco	24	25
International Cigar Machine	90	97
Johnson Foil	80	90
McAndrews & Forbes ...	39	41
McAndrews & Forbes pfd	100	102
Mengel Co., com	35	40
Philip Morris	21	22
Porto Rican A. T. Co. ...	68	74
Universal Leaf com.	57	61
Universal Leaf pfd.	99	101

Badly Damaged by Fire

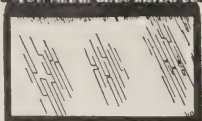
RIGBY, Idaho, April 9.—The Stag Cigar Store here has been badly damaged by fire.

Has New Owner

BUCYRUS, Ohio, April 10.—Ahby L. Dodd is the new owner of the City Cigar Store.

Glass Lids Get You Better Display

A B.F. METAL-GLASS DISPLAY CO.



WE offer the cigar manufacturing trade a new type Glass Cover for cigar boxes and cans—a double-beveled lid riveted and strongly reinforced — at prices which will save you money and give you unequalled advertising value.

Write for sample and prices

**A & P METAL-GLASS
DISPLAY CO.**

407-13 E. 91st St., New York

Telephone: Atwater 4353

Many in One

SOUTH STIOUX CITY, April 8.—L. E. Torgeson has opened a cigar, grocery, meat and confectionery store in the Fredericksen Building, this city.

Ted Wold Has Successor

HILLSBORO, N. Dak., April 6.—Ted Wold has sold his cigar, confectionery and restaurant business to Rodolph Lilliberg.

All Embracing

JACKSON, Miss., April 9.—A. Joseph & Company have opened a new store for the sale of groceries, meats, cigars and confectionery.

Damaged by Fire

LOUISVILLE, Ky., April 10.—The American Cut Rate Tobacco Store, F. J. Kremen, proprietor, 346 E. Jefferson street, was damaged by fire recently.

Sells to F. V. B.

BANNING, Cal., April 5.—C. P. Constantino has sold his cigar, stationery and confectionery business to Florence V. Brown.

Cincinnati

(Continued from page 3)

sales showed a satisfactory increase last month, and we regard the outlook as bright," Charles L. Strauss, vice-president of the company, is spending a two-weeks' vacation at French Lick, Ind., taking the baths and playing golf, to get into condition for a busy spring and summer.

Increasing Its Usefulness

A recent feature of one of the show windows of Chas. N. Krohn & Company was Boat Club smoking tobacco in packages of various sizes. A half pound of this tobacco was offered free with each P-K pipe, an imported briar that sells for \$5. The exhibit resulted in a satisfactory number of sales it was stated. A recent visitor at the Krohn establishment was Mr. Steinbach, of the D. Emil Klein Company. Manager F. H. Elsner, who is chairman of the recently-organized Cincinnati Cigar and Tobacco Credit Bureau, reports that it is functioning well, increasing its usefulness and growing in membership.

Burley Sales at Covington

In the season just closed the combined sales of the two loose leaf burley warehouses of Covington, Ky., were 4,778,545 pounds, which brought \$816,561, an average of a fraction more than \$17 per 100 pounds. The Kenton warehouse sold 2,972,430 pounds, bringing \$505,188, and the Tri-States warehouse sold 1,806,115 pounds, bringing \$313,373. The warehousemen state that taking the season as a whole it was satisfactory, but the average price was a little lower this year than last. Among those from a distance who attended the closing sales were A. B. Aulick, buyer for the Liggett & Myers Tobacco Company; L. E. Drake, buyer for the R. J. Reynolds Tobacco Company, E. C. Ratterman, of the Christian Peper Tobacco Company, St. Louis; J. O. Hamilton, of Rising Sun, Ind.; E. C. Kirkpatrick, of Lexington, Ky.; T. H. Kirk, of the R. J.

Reynolds Tobacco Company, and Jesse Love, of Cynthia, Ky.

Hubbard Passes Away Suddenly

Frank Hubbard, who had a large number of friends in the tobacco trade and who at one time was connected with the Kenton Loose Leaf Burley Warehouse, of Covington, Ky., died in his home in Aurora, Ind., a few days ago. He was still a young man, and his death came as a shock, it occurring after a short illness that was not regarded as serious.

To Tour Europe

Stacey Hill, head of the J. S. Hill Company, jobbers, who also is president of the Hotel Gibson Company, sailed for Europe, April 3, with several other members of the American Hotel Association, with whom he will spend two months on a tour of the continent. Mrs. Hill and other ladies are members of the party.

William Best, vice-president of the General Cigars Company, Inc., New York, was a recent visitor in the city.

Smokers Get the Decision

Local members of the trade were more than a little elated the other day to find in their evening paper a big heading which proclaimed that "Smokers Are More Efficient Than Non-Smokers." Under this it was explained that in a paper read before a body of scientific men, its title being "An Experimental Study of the Effects of Tobacco," Professor V. E. Fisher, of the University of Kentucky, stated that a psychological test showed that men who smoke are more efficient than those who do not. These tests were carried out in the psychological laboratory of the Johns Hopkins University, under the supervision of Professor Knight Dunlap. The smokers, it was found, were both more rapid and more accurate than the non-smokers, the former excelling the latter from 14 to 50 per cent.

Aldrich J. Dale and Herbert Diamond, of the A. J. Dale Company, New York, spent a few days here last week, with a line of pipes and smokers' articles. F. R. Young, of the Delacour-Lewis Company, another pipe concern, was also here a few days ago with a line of imported articles for smokers.

Business Moving Up

"Business seems to be on the up-grade," said Arthur Ibold, secretary of the Peter Ibold Company, cigar manufacturers. "The reduction in the tax on cigars seemed to be slowing up buying for a while, but the condition is gradually adjusting itself and this difficulty will soon disappear. General business is getting better every day, according to reports, and I see no reason why our industry should not do likewise."

Harry Smith, of the sales promotion department of the Diesel-Wemmer Company, of Lima, O., who spent last month here conducting a successful campaign for El Verso and San Felice cigars, in connection with the sales force of the Chas. N. Krohn Company, is now in Dayton, O., conducting a similar campaign in co-operation with the M. J. Schwab Company.

In Greater Demand

Robert F. Ullmann, junior partner of Ullmann & Company, jobbers, is back at his desk, after being laid up several days with the flu. "Business seems to have been improved since the reduction in the tax," he stated. "The Webster, retailing at 10 cents and two for 25 cents, is in greater demand than ever."

Fine Results Reported

"The market tone has been getting better during the past few days, due, perhaps, to better weather conditions," said E. D. Stickel, manager for the J. B. Moos Company, jobbers, for the J. B. Moos Company, jobbers, of the American Tobacco Company, was a recent visitor at this establishment. The Moos company is still continuing its intensive and extensive local advertising campaign for the Geo. W. Childs cigar, and fine results are reported.

Harry Kinney, representing H. Duys & Company, importers, of Havana, Java and Sumatra tobaccos, was in the city a few days ago, calling on the trade.

Walter Schwartz has opened an attractive cigar store in the newly-modeled building at 709 Main street. He

will carry leading brands and cater to first-class trade.

To Move Into His Own

Joseph Knecht, cigar manufacturer, making plans to move his plant into the building he purchased last fall, at 70 Sycamore street. "We have been working full time right along," explained Mr. Knecht, "in order to keep the supply of El Rico and Tampico up to the demand. We hope to have our new plant in complete order by June first, and we are shaping things accordingly."

"The Faust brand is going fine, since more Havana was added to the fill and the wrappers were improved," said Max M. Guggenheim, jobber. "Although the Faust has been improved fifty per cent it is sold to the dealer at the same price as before, one size retailing for 10 cents and the other being two for 25 cents. We are also having an increased demand for the Mi Hogo brand, a clear Havana cigar that is noted for its excellence."

In the Optimistic Class

"Put me down as an optimist," said Col. Joseph Cassidy, the popular representative of the I. L. Walker Tobacco Company, of Covington, Ky., makers of Futurity Twist, Cabin Creek Granulated and other brands of smoking tobacco. "I find a good demand in this territory, which includes Cincinnati and vicinity, and business is getting better all the time."—WALT.

San Francisco

(Continued on page 20)

has enjoyed himself well enough to accept our invitation to come again with business permits.

James L. Ach has purchased the store of Reg. Levy at 457 Powell street, reports that business is starting off fully up to his expectations. He has considerable stretch of territory to himself and a twenty story business office and apartment building is soon to be to the population just across the street. Ach has been in China for several years past, though not a stranger to San Francisco, as his father was former attorney here. As Levy has a couple of stands left, both of which are doing well, he is still strictly in the game.

The Oakland Tobacco Company state that the coming of the present rains has given a decided jump to orders. The trade all the year has been on a decided up-grade, and it now looks an unusual year ahead. They have increased their distributing organization. The find much satisfaction among the trade with the La Palma which they have taken for distribution.—SUNSET.

New Orleans

(Continued from page 11)

with a ten per cent reduction to the distributor. Large retailers of El Cubo cigars even get them at \$38.50 per 100. The New Orleans factory turns out from 50,000 to 55,000 El Cubos daily, while the Donaldsonville, La., branch of the factory has an output of about 20,000 making the total daily production about 75,000. The factory is largely oversold on El Cubo cigars, and is unable to keep pace with orders.

Ferdie Falk, of Arnold Park & Son, who has charge of the leaf tobacco end of the firm, has left on an extended trip through Alabama, Florida, Georgia and South Carolina, which may cover a period of four or more weeks. Mrs. Falk will accompany her husband on his tour of these states.—CRESCENT.

CLASSIFIED ADVERTISING

FOR SALE—TOBACCO SEED. Ship Farmus Kentucky Experiment Station Root Resistant Stand-up White Burley Tobacco Seed, pure selection, improved strain, \$1.50 per ounce. J. V. Shipp, Midway, Ky.

BROKERS WANTED FOR HIGH QUALITY cigars to retail 5c, 8c and 10c. Territory New England, middle states and middle Western states. Harry A. Snyder, Littlestown, Pa.

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

VOL. LXXXI. No. 26

APRIL 22, 1926

Per Annum, \$3.00
This Issue, 10 Cents

Connecticut Tobacco Warehouse Burns, Causing a \$200,000 Loss

HARTFORD, Conn., April 17.—Connecticut has just suffered another serious tobacco loss. Today, at Broad Brook, fire from a defective chimney destroyed a dwelling on Rye street occupied by Ruben Donovan and read to a large tobacco warehouse located nearby owned by A. D. Ellsworth which was filled with baled tobacco valued at \$150,000. The tobacco was owned by Kutinsky, Adler & Company, New York. The fire was discovered about 10:30 P. M. by two men who were passing the place. They noticed smoke pour-

Broad Brook the Scene of Second Destructive Fire within Eight Days—Blaze Starts in Donovan Residence—Spreads to Elsworth Warehouse—750 Cases of Leaf Consumed—Valuing Tobacco Burned at E. Hartford the Saturday Before

ing from the windows of the Donovan home and immediately gave the alarm. The flames rapidly gained headway and it was not long before they had spread to the warehouse which stood close to the Donovan residence. The local fire-fighting apparatus was unable to cope with the blaze which was fanned by a high breeze.

Mr. Donovan and his family were not at home this morning having gone out of town to attend a funeral. Their home and the contents are a total loss.

No estimate could be given up to noon today of the loss, but it is expected it will be large.

The fire was still burning at noon, although volunteer fighters had been

able to prevent it from spreading further. Nothing was saved.

Fire Destroyed 750 Cases

There were 750 cases of 1925 tobacco stored in the warehouse, all of which was lost. The amount of insurance could not be learned. The fire is believed to have started in the Donovan house. The damage is estimated at \$50,000 on the buildings.

A strong breeze was blamed for the spread of the fire and the inability of the firemen to control it until the house and warehouse had been destroyed.

Valuing Tobacco Burned at East Hartford

It will probably take a month's time

to determine the total value of the more than 1,000,000 pounds of tobacco destroyed last Saturday morning, when the large tobacco warehouse operated by the East Hartford Tobacco Growers, Incorporated, was burned. The approximate loss is now fixed at \$675,000.

Rosenwald Warehouse Escaped Injury
The corporation was also renting the Rosenwald warehouse near by in addition to the Halpine warehouse which was burned. Some of the 1925 tobacco was stored there.

(Continued on page 15)

Rosenwalds Get 1017 Bales of Sumatra

Buying for both the European and American markets, E. Rosenwald & Brother, 145 Water street, New York, obtained 1017 bales of fine Sumatra at last week's inscription. Six hundred and fifty bales of this lot were sold abroad, and the remaining quantity is to be shipped to this country. One hundred and five bales were purchased out of hand, and the mark is S/M/My/H. Other sought for marks also contained in additional purchases which the Rosenwald buyers have been enabled to secure at the Amsterdam sales.

Duys Buy 1,950 Bales of Sumatra

Purchases at last week's inscription to the account of H. Duys & Company, Inc., 142 Water street, New York, total 1950 bales. Manager here reports the marks as follows: 100 Ba My/TH, Deli Ba My/Padang, 100 W. & V. S/Deli/Langkai, 100 My/NO, Deli My/WB, J. H. H. and Deli My/M. These are most desirable first and second footleaf parcels in the main.

A. Bornholdt & Co. Buy Some Fancy Sumatra

From the branch headquarters of A. Bornholdt & Company, Franks, Amsterdam, Holland, to the sales at 152 Water street, New York, these are the last week's inscription of 7 bales of OK/Deli/GK/3 were purchased for the American market. These purchases will undoubtedly be repeated next week, and the cigar manufacturing trade may be assured that these lots will all be fancy light parcels of the desired leafy texture.

Villing Obtains 206 Bales of Sumatra

In the inscriptions of April 16, the sales Willing Company, Inc., 165 Water street, New York, purchased bales of DM/Deli of the Holland & Cie. Manager Kelly believes further desirable marks will be secured at forthcoming sales.

Wisconsin Market Sees Lively Demand

Would-Be Buyers Still "Hotfooting" for Extremely Scarce Leaf—Quality Sharpens Appetite for More—Some Notable Sales—Bad Weather Delays New Crop Work.

EDGERTON, Wis., April 17.—The weather the past week has been very unfavorable for this time of the year, the spring being at least two weeks later than normal, and the temperature being about twelve degrees under mean average for this date. Spring plowing is well under way in Vernon and Crawford counties where the soil is light and sandy. Very little plowing is being done in the southern tier of counties in the tobacco belt yet, and there won't be until the weather does an about face.

The market on the new is about over. Here and there an isolated crop is held by some pooled member who is dissatisfied with his organization, but who will not break his contract. Others have broken their contracts of late, and today the 1925 crop is nearer a complete clean out than any crop since 1917. The residue of pooled tobacco that lay in the farmers' sheds until late this year has gone to market in the "day time," or in the "night time," to word it in the present day vernacular. By way of interpretation it might be said that "day time" delivery means that the crop was delivered to the pool, while "night time" means something else entirely, perhaps "bootlegged" would best describe it.

Binder Demand Unusually Keen

Never in the history of the state has the binder demand been keener than is the present day demand for the quality Wisconsin '25. No one has

quit hunting for it, no matter how futile the search may seem, and it is safe to say that twice as much binders as the state trade obtained this year would have been gobbled up as eagerly. Visitors in this market expressed amazement at the buoyancy of the Wisconsin market.

The market on old goods in cases has been fully as lively as in any part of the winter. The figures on car load lots out of this market of Edgerton bear out his assertion, the figures being fifteen car loads received and twenty car loads shipped. Besides this amount several shipments by local freight in less than carload lots went out last week at this point. Also, the market on old goods furnishes the big news that at least one packing of the 1923 pool northern was sold to the well known firm of Rose & Wobbe, New York, through their popular representative, Henry Scott. This deal will assure the customers of that famous firm an immediate supply of northern binders of the highest class, and the firm is to be congratulated on the coup, as an acute shortage of Wisconsin already is in existence.

Important Transactions

Rose & Wobbe and Meyer & Mendelsohn, Weil & Son each bought an equal half of the pool's 1925 northern grades of B's. This sale is an excellent indicator of the heat of the market in this state, as it has been a

(Continued on page 32)

Three Large Orders for the Tennyson

Since the Tennyson five-cent cigar was so lately introduced by the Mazer-Cressman Company, Detroit, an unusual amount of goods have been sold to the wholesale trade. While in New York this week, Jacob Mazer, of the firm, announces that three orders alone, for one hundred thousand each, have been booked, and that this long filler, Sumatra wrapped cigar will undoubtedly be as huge a success as its forebear, the Manuel. Tennysons are being packed in tins, one-fortieths, and this feature not only makes for better display, but the humidification is superior.

Numerous retailers are sending inquiries to their jobbers about the Tennyson, and the resulting wholesale demand is keeping the Detroit plant right on the move. It is hoped that future orders may be filled upon receipt, but manufacturing conditions will not permit all current business to be shipped at once.

Suffield Tobacco Beds Being Prepared

SUFFIELD, Conn., April 17.—Tobacco beds in this town are now in the process of construction but with cold weather still prevalent and the season now for this work at least three weeks late with hard frosts most every night the work is not being pushed very rapidly. Only a few farmers have the seed in the beds others waiting for more moderate weather. Fertilizers have been slow in coming into town and not much can be learned from any quarter at the present time whether or not the tobacco acreage here will in any way be affected the coming summer.

Ollendorf Resigns From Park & Tilford

Announcement is made that Jonas Ollendorf has resigned from the sales division of Park & Tilford, New York. Mr. Ollendorf made a handsome record in the emplacement of the Mi Favorita and the several old time brands of the F. & T. house which he so successfully revived. In due time Mr. Ollendorf will have something to say about his forthcoming connection, which he is now considering.

Owing to the limited quantity of fancy light Sumatra tobacco in this year's crop we have bought only extreme fancy light tobaccos and have the following fancy parcels to offer:

Senembah My / K / 2

Deli My / Deli Toewa / 2

TTR / Langkat / 2

Deli My / QB / 2

Senembah My / LP / 2

Senembah My / P / 3

and other picked undermarks.

We also bought out of hand last week the complete lot of the celebrated

Deli My / H / 2

E. ROSENWALD & BRO.

145 WATER STREET

NEW YORK

Tobacco Table Plans Dinner and Dance

About sixty members and guests of the New York Tobacco Table gathered at the usual Tuesday luncheon in the Hotel McAlpin this week. Chairmen of both the house and the entertainment committees were at their wits' end to find parking space for all those who desired to sit and sup.

Then Chairman Frank Fallon, of the entertainment committee arose to remark that everything is now shipshape for the dinner and dance to be given by the Table on Saturday night, May 1. Even Treasurer Miller had a nice lot of tickets ready, he said, and these can be obtained any time at the Hotel Astor for \$3 each.

An outing was proposed for some in July. Members are requested to bombard the committee with radical ideas about how the thing should be pulled off. Any sort of scheme will do, providing Earl Carroll is not consulted.

Stories were told by Fred Charles, and he would have kept right on with his monologue if he had not been informed that a wedding breakfast was going on in the next room, and he feared it might cause some caustic comment if they heard what he told the Tobacco Tablers.

Another Ozo party was proposed by Tony Couplades for the luncheon on May 4. Undoubtedly many more than sixty members and guests will be on hand to partake of the ozone, or whatever it is.

Among the guests were noted Mort Hammer, of Corral, Widiska & Company; A. J. Ellis, of Charles Maas & Company, Ltd., London, England; O. M. Bosworth, of the Fendrich Cigar Company, Evansville, Ind.; Louis Klein, the Cleveland wholesaler; John Mallon, of Brooklyn; R. H. Lederer, of the Marine Tobacco Company; W. H. Rendall; P. A. Witt, treasurer of the B. Wasserman Company; Harry Mendelsohn, manager of H. Duys & Company, Havana, Cuba; H. M. Powell, of Hargraff & Son, Chicago; H. Zimmer, Fred Charles, of Charles & Company, Red Lion, Pa.; and A. J. Thoenberg, of Marion, Ohio.

Members present included, Charlie Bond, Sam Wasserman, Dick Bythiner, Sam Levine, J. Culver Wolfe, Charles Lee Hood, "Steamboat" Fulton, S. M. Jackson-Jacobs, S. Jacobs, Julius Anis, Don Valeriano Gutierrez, Joe Steiner, Cap'n "Hokey" Walker, Irvin Studwell, Fred Suss, Frank Fallon, Stuart Hargraff, Joe Weiss, Fred Miller, Asa Lamlein, Henie Muller and Jonas Ollendorf.

Horace R. Kelly & Co. Report Manilas Enroute

Edmond Kelly, of Horace R. Kelly & Company, New York, recently returned from a most satisfactory trip in the southwest. It was his first visit to Texas in some years, and he sold many old time jobbing friends large shipments of Manila cigars.

Over three million Manilas are now afloat for Horace R. Kelly & Company. Seventy-five per cent of these are already sold. It is hoped new supplies from the factories in the Philippines will shortly relieve the shortage, and that they will arrive in time to satisfy the duplicate order requests from the wholesale trade. Meantime, some excellent sizes can be furnished in regular brands.

Stamps Must Regulate Price of Cigars in Argentina

WASHINGTON, D. C., April 19.—A case has just been decided by the Treasury Department of Argentina to the effect that a merchant cannot sell cigars at a higher retail price than that on which the internal revenue tax was paid. A cigar merchant in La Plata, the capital of the Province of Buenos Aires, was selling cigars at a higher price than that on which the internal revenue was paid. He attempted to justify this practice by alleging it was necessary in order

to compensate him for the additional cost of the Provincial tax on these cigars. The Minister of the Treasury ruled that this was a violation of Law 11,252, the National Internal Revenue Law of 1922, and the regulations issued thereunder, October 26, 1922. It was held that the vendor must pay the additional revenue before raising the sale price and in this case the merchant was required not only to pay the additional revenue tax on the merchandise in question but also a heavy fine.—LAMB.

Hickey Bros. Celebrate 25th Anniversary

DAVENPORT, Iowa, April 13.—Today, and 25 years ago today, when Hickey Brothers opened their first store in Davenport, may well be regarded red-letter days in the career of these two leading Davenport merchants.

Today marks their 25th anniversary in business and the occasion was not forgotten by their friends and business associates. Their main store at Second and Brady streets, today has more the appearance of a flower shop than a cigar emporium. Beautiful and gorgeous floral offerings are everywhere in evidence. The profusion of flowers is so great that it is with difficulty one may notice the ordinary stock in trade. It is almost completely buried in flowers.

As to the meaning of these many flowers, one need but read a few of the messages which accompany them. All are sincere and heartfelt testimonials from friends and business associates, in which they express their congratulations on the Hickey Brothers' wonderful achievement in the past 25 years, and express their well wishes for the years to come. One massive floral display and message, typical of their meaning, read "Twenty-five Years Well Done." It was signed "Father and Mother." Many others were equally significant. They numbered a half hundred or more.

William A. Hickey, senior member of the firm, started today's business as he did 25 years ago. At 6:45 o'clock this morning he opened their store, No. 1, at 132 East Third street and waited on the first customer to drop in, just as he did 25 years ago.

Not only were the Hickey Brothers the recipients of so many floral offerings, but they received hundreds of callers who came personally to their store to express felicitations. They also received numerous telegrams of congratulations from distant points.

Well might the Hickey Brothers feel proud on this day—but they're not. They are just happy beyond measure to realize they have so many friends and well wishers.

Old Gold Cigarette Now On Market

In various parts of the eastern territory the P. Lorillard Company has just introduced the Old Gold cigarette. This is a blended twenty for fifteen cents package on which the expert leaf men of the Lorillard organization have been working for several years. It is a most attractive package, too, and the wholesale and retail trade of the New England market is taking very kindly to this new brand.

Durlach Party Returning From Porto Rico

Recent information at the New York offices of Durlach Brothers, 181 Water street, is to the effect that both Milton I. Durlach and Vice-President Henry L. Marks are to return from Porto Rico not later than May 1. At their Caguan warehouse they have been occupied with the tobacco of the new crop, and ruling prices are reported quite high.

Medio Busy in Cuba

Evidences of the rapid work of Domingo Medio, of Maurice Winter & Company, New York, since he sailed for Cuba recently, are shown in his purchases this past week of more than one hundred bales of fine Vueltas.

Chicago Waits for Its Spring Opening

Trade and Collections Still Slow—Seigel Buys Martin Ex Cigar Dept.—Anthony Alvarez Sick—Denby Offers New Pack—More Advertising—Good Bye Windsor-Clifton!

CHICAGO, April 17.—Tuning in to get the wave length of business is difficult, April, with half of the month gone, and the trade conditions do not improve. The "slack-up" cannot be accounted for, as April is always a good month for the cigar business. Collections are also reported as being far below normal, and credits are being watched very closely by the wholesale dealers.

Tebbetts & Garland, at 16-18 North Michigan avenue, feature in their display window Cuesta-Rey & Company's Little Cuesta's Fours, which are packed four in foil to retail at twenty-five cents. Little Cuesta was, until January 1, a large selling five cent Havana cigar. Red Horse Inn smoking tobacco, a private brand made by the Continental Tobacco Company, is also featured in a nicker jar.

Ovals on Top

English Oval cigarettes are being pushed to the front by Philip Morris & Company, Ltd. On the top of all the show cases are two cartons of English Oval cigarettes with a sign attached advising that English Ovals retail twenty for twenty-five cents.

Full page advertisements of Camel cigarettes have appeared in the Chicago newspapers this week. "At the ball game the favorite player drives out a homer, the stands rise with roaring cheers—Have a Camel."

Ex Sells Department

Martin Ex, who has been operating a large cigar and soda fountain store at 26 East Jackson boulevard, has sold out the cigar department and will operate the soda and luncheon department. The cigar department has been taken over by M. B. Seigel, a chain store operator.

Max Seckback, of the Kimball Cigar Company, 27 East Jackson boulevard, says Arango and Arango Clear Havana cigars are one of his best sellers. Featured also by this firm are Henry the Fourth cigars.

Alvarez Ill

Tony Alvarez, manager of Hoyles Auditorium Cigar Shop, 439 South Wabash avenue, is laid up at his home sick. Tony is expected to report shortly for duty so Bill Hoyle can continue his billiard game. Bill is one of our old timers who is at home on the green cloth.

J. & B. Moos, one of our oldest and best known wholesale dealers, are becoming quite a factor in the cigar trade. At present El Roi-Tan and George W. Childs are being shown in the Chicago newspapers for J. & B. Moos. Other well known brands that they distribute are Chancellor and Antonio and Cleopatra, both leaders in their class.

Denby Pocket Packs

The handy pocket pack of Charles Denby cigars, something new in this line, is being featured in large newspaper advertisements for Ruhrst-Christians Company, the jobbers with headquarters at 130 West Lake street. Charles Denby, a two for fifteen cent cigar, is better than most ten cent cigars, says H. Fendrick, Inc., who manufacture Charles Denby and La Fendrick at Evansville, Ind.

C. M. Carr Dead

Charles Mylert Carr, 68, editor of the Western Druggist, and formerly secretary of the National Retail Druggists' Association, died at his Chicago home this week. Mr. Carr was a national figure in the druggists' association, and one of the oldest members of the Press Club of Chicago.

What the "Ads" Say

Looking over the Chicago daily newspapers for the week ending today, we have seen, since last Monday in large advertisements, 44—"They're worth

more today than ever—but the price remains the same—two for fifteen cents," made by the Consolidated Cigar Corporation, of New York, and distributed by P. J. Rubey & Company.

Manuel Invincible, "a cigar that's good," made by Mazer-Cressman Cigar Company, Inc., of Detroit. Wm. Penn, five cents, "a good cigar," by the General Cigar Company, Inc.

Harvester, in its first advertisement of the year in the Chicago newspapers, featuring the new ten cent corona shape—"Quality from start to finish," for P. J. Rubey & Company.

Websters—"Ask him why he smokes a Webster," for Nathan Fox Company, and five sizes from ten cents to three for 50 cents were displayed.

La Palina ran its usual advertisement of Palina mild cigars, "full Havana filled and Java wrapped," while the United Cigar Stores Company featured Ricor, from Porto Rico, in new sizes and prices.

Cigarettes Too

Meet Helmar, "the queen of distinctive cigarettes from 1907 to 1926—every year a steady increase."

Chesterfield—"Have you noticed it, too? The unusual number of men who have changed from other cigarettes to Chesterfield."

Dunhill—"Why not smoke the finest?" Fatima—"As it should be." Lucky Strike—"Recommended gladly, because it's toasted," and last but not least, Prince Albert smoking tobacco, made by the R. J. Reynolds Tobacco Company, telling readers to "Give your pipe a chance."

Tremona Featured

John Rockpany is meeting with considerable success in placing his La Tremona cigar with the trade. Among the Loop dealers who are featuring La Tremona are John Wittmeyer, at 80 West Washington street, and Wenglar & Mandell, in the Hartford building.

Jack Rosenberg is arranging to make a quick swing around the middle west on visits to his Henry the Fourth jobbers. Jack is a busy boy these days and spends very little time at his Chicago office.

Exit Windsor-Clifton

The Windsor-Clifton Hotel, the last of Chicago's old land marks, and located in the heart of the Loop, passed out of existence this week. For fifty-four years it has been in operation on the northwest corner of Monroe and Wabash avenues, and in its day had many notable guests. The cigar departments, for the past eleven years, have been conducted by the Miles Cigar Company, which has, this week, opened one of the finest up-stairs shops in the middle west at 105 South Dearborn street. A new eighteen story office building will be erected on the present site of the hotel. Woolworth's five and ten cent store will occupy the first and second floors at an annual rental of \$199,282 a year.

Milwaukee Improving

Herbert Baer, who operates the Baer Cigar Company, at 201 Second street, Milwaukee, writes in that business shows quite an increase the past two weeks in the Cream City. A two page advertisement in the newspapers featured the Baer Cigar Company, and showed a picture of popular "Herbie."

Cigars Shown in "Spread"

Among the cigars that were shown on the double spread advertisement, and that are featured by the Baer Cigar Company, are F. Garcia & Brothers, Tom Palmer, Cuesta-Rey, La Palina, Henry the Fourth, Arango & Arango, and La Mega.—H. L. H.

Established 1889

E. J. JAUBERT, POCHE & CO.**Independent Growers and Manufacturers of
PERIQUE TOBACCO****LUTCHER,****LOUISIANA****Smiles or Noiseless Little Laughs of a Busy Business Fraternity**

NEW MILFORD, Conn., April 17.—It is reported that W. N. Noble, proprietor of a drug, cigar and confectionery business on Bank street, will discontinue business here.

—?—

PHILADELPHIA, Pa., April 17.—S. Czerillo, in the cigar business at 1203 Columbia Avenue, has let a contract for a one story addition 8 x 12, and various alterations. The estimated cost is \$3,000.

—?—

WILLIAMSPORT, Pa., April 17.—Fred Stutzman, 703 East 3rd Street, proprietor of Stutzman Cigar Store, is to erect a three story business block. Will occupy one store with his business. Expects to complete in about three months.

—?—

B. Grundfest is to open a cigar, stationery and confectionery store at 363 Alabama avenue, Brooklyn.

—?—

NIAGARA FALLS, N. Y., April 17.—Geo. B. Clark has removed his cigar and confectionery business from 10 Falls Street to 21 West Falls Street.

—?—

DANBURY, Conn., April 17.—Andrew Pezante, conducting a cigar and confectionery business in connection with a filling station on Beaver Brook Road, is erecting a new building for new location. He expects to move early in May.

—?—

THOMASVILLE, N. C., April 17.—Jones & Green, engaged in the cigar and soda business, have incorporated, to operate drug stores and soda fountains. The capital stock is \$25,000.

—?—

DELRAY, Fla., April 16.—J. M. Burgess is to open a grocery, tobacco and confectionery business, etc., here.

—?—

CONSHOHOCKEN, Pa., April 16.—Robert J. Crawford, in the cigar business, etc., at the corner of Second Avenue and Fayette Street, has retired.

—?—

PHILADELPHIA, Pa., April 19.—H. Greenwald has succeeded H. Jones in the cigar and stationery business at S. E. corner of 12th Street and Fairmont Avenue.

—?—

KULPMONT, Pa., April 17.—Neal Rich has started a new pool room and cigar stand here. He also operates a garage.

—?—

OGDENSBURG, N. Y., April 17.—O'Connor-Algie Company have bought the building they occupy with their cigar and tobacco business. They are to install new fronts, etc.

—?—

OSWEGO, N. Y., April 17.—Lannons, Inc., has succeeded John Leadley in the cigar, confectionery and delicatessen business, etc., at 47 W. Bridge Street.

—?—

According to reports Nissim Saul, in the cigar, novelty and stationery business, at 1937 Broadway, N. Y., has filed a voluntary petition in bankruptcy. The liabilities are said to be \$9,229 and the assets, \$3,529.

—?—

Blumfield & Schneider have leased store at 447-21 Canal Street, New York, for a tobacco business. They are to take possession in about a week or ten days. Present address, care of Morris Schneider, 1937 Hennessy Place, New York.

Max Helfand and Simon Feinstein, doing business as Helfand & Feinstein, 1325 Grant Avenue, Bronx, New York City; cigars, confectionery, stationery, toys, etc., are to open a new store at 4105 Bell Avenue, Bayside, L. I., very shortly.

—?—

NIAGARA FALLS, N. Y., April 17.—Ray H. St. Denny has purchased B. J. O'Reilly's cigar and confectionery business, etc., at 501 Third Street.

—?—

SYRACUSE, N. Y., April 19.—The United Cigar Stores Company is installing new front and otherwise remodeling its store at S. Salina and Fayette Streets, at an estimated cost of about \$2,000.

—?—

N. & N. Stationery Stores, care of Jacob Newman, 29 E. 7th Street, Brooklyn, stationery, confectionery, cigars and toys, has been incorporated. Capital stock, \$1,000. Attorney, P. J. Berman, 150 Broadway, New York.

—?—

CUMBERLAND, Md., April 17.—J. R. McDonnell is to open a grocery, tobacco and confectionery establishment at 106 N. Mechanic Street, within the course of two or three weeks.

—?—

MUNCY, Pa., April 16.—Charles Fry, doing grocery, cigar, confectionery and bakery business on W. Water Street, is said to be selling out his stock with a view to discontinuing business.

—?—

GARDNER, Mass., April 16.—The Kaplan Grocery Store, groceries, tobacco, etc., at 260 Cross Street, is to open a branch at the corner of Peabody and Jay Streets.

—?—

HAINES CITY, Fla., April 16.—The United Cigar Stores Company has leased space for a cigar stand in Victor Wray's Drug Store, at Sixth Street and Jones Avenue.

—?—

CONNELLSVILLE, Pa., April 17.—Christ Jim, conducting a cigar and confectionery business, with side lines, at 211 North Pittsburgh Street, is shortly to move to 222 North Pittsburgh Street.

—?—

FARGO, N. D., April 15.—C. J. Snuff, 409 N. P. avenue, has purchased the cigar and safe business of C. J. Iverson.

—?—

DAYTON, Ohio, April 17.—A Logan has opened a cigar store at 1410 East Fifth street, this city.

—?—

PROPHETSTOWN, Ill., April 17.—William Francis has purchased the cigar and confectionery business of John Trahd.

—?—

GREENSBURG, Ind., April 17.—Lee's Smokery, Morton Lee, manager is to open a cigar and billiard business on West Main street in the Patterson building.

—?—

NEW ORLEANS, La., April 16.—Henry Gleaser has opened a cigar store at St. Charles and Poydras streets, this city.

—?—

DAYTON, Ohio, April 17.—James Mitchell has purchased the cigar and confectionery business of R. D. Miller, 1056 Springfield street.

—?—

FAIRFIELD, Ida., April 16.—R. T. and A. J. Baldwin have purchased the cigar and billiard business of Frank Perkins.

—?—

CHICAGO, Ill., April 17.—Benjamin Dictor is to remove his cigar business from 1014 Wilson avenue to 1104 Lawrence street.

SILVER LAKE, Ind., April 17.—L. O. Henry is to add cigars and tobacco to his novelty lines.

—?—

OTTAWA, O., April 17.—Elwood Little and Levi Burkhardt have purchased the cigar business of George McDowell in the Kottonbrock Building.

—?—

GALENA, Ill., April 17.—Charles Alexander has purchased the cigar and confectionery business of Theodore Nacos and is redecorating the premises.

—?—

LA GRANGE, Ind., April 17.—Charles W. Partner suffered a loss of \$2,500 to his cigar and billiard business by fire last Friday.

—?—

DETROIT, Mich., April 16.—Bramwell W. Test in the cigar and drug business at 10951 Oakwood Boulevard, is to change the title of his store from Test Soda Grill to Best by Test Drug Store.

—?—

ABERDEEN, Wash., April 15.—Andrew Wallace, W. Kelly and A. G. Philbrick have purchased the cigar and billiard businesses of Hull & Pelletier.

—?—

TIPTON, Ind., April 17.—Don Montgomery is to open a cigar store here.

—?—

TOLEDO, Ohio, April 17.—J. Domalski has purchased the cigar and cafe business of J. Szkutnik, 734 Junction avenue.

—?—

BERKELEY, Calif., April 12.—C. E. Nicholas has purchased the cigar and bakery business of Frederick H. Lewis, 2705 College street.

—?—

WINONA LAKE, Ind., April 15.—C. Paulus has opened a cigar and lunch business in the Beyer Arcade.

—?—

HOQUIAM, Wash., April 14.—H. Stevens has opened a cigar business in the Hotel Emerson Building.

—?—

GOSHEN, Ind., April 17.—Anthony Grove has discontinued his cigar and billiard business on South Main street.

—?—

CORINTH, Miss., April 15.—A. C. Boone has purchased title to the Boone & Perkins Drug Company, and will continue to carry a representative line of cigars and periodicals.

—?—

HOQUIAM, Wash., April 14.—Pastime Cigar Store, owned by Peter Oseng and Peter Glander, on Eighth street, was purchased from Henry Eustice.

—?—

DAYTON, Ohio, April 17.—Arthur A. Henerys has opened a cigar and lunch business at 225 Washington avenue.

—?—

VINTON, Ia., April 16.—Leo Parcell is to open a cigar and billiard business at 216 West Fourth street in about three weeks. He is in the market for fixtures.

—?—

Olympia, Wash., April 14.—Elmer Tyson has opened a cigar store in the Olympia Hotel.

—?—

LANSING, Mich., April 15.—Baldino & Pecora have opened a cigar and confectionery business at 316 North Washington avenue.

DAYTON, O., April 17.—V. Adams has opened a cigar and confectionery business at 338 Linden avenue.

—?—

HATFIELD, Mass., April 17.—Ira J. Raboin, grower of tobacco at onions, Hatfield, has filed a petition in bankruptcy. He owes \$29,215; assets \$23,673, \$22,000 of which is real estate.

—?—

COLON, Mich., April 10.—Charles Crawford has succeeded J. F. Haack in cigar and billiard business here.

—?—

SCOTTSBLUFF, Neb., April 6.—Chr. Chiakos, proprietor of a cigar and confectionery business at R. R. avenue and Broadway, is to erect new store building. Work to start as soon as present building is razed. He announces that it will be in the market for new fixture.

—?—

MINNEAPOLIS, Minn., April 8.—Ti Red Star Billiard Hall, 27 Nicolle avenue, cigars and billiards, had a loss of about \$3,000 a few days ago.

—?—

DAYTON, Ohio, April 10.—The Outlet Company has opened a new cigar and cigarette business at 112 S. Jefferson street, this city.

—?—

SPRING GROVE, Minn., April 5.—T. N. M. Hendrickson Cafe, cigars, confectionery, etc., has sustained a fire loss estimated at \$2,000.

—?—

SAN FRANCISCO, Cal., April 7.—The Native Cigar Store is a new establishment at 4212 Third street.

—?—

MINNEAPOLIS, Minn., April 10.—C. E. Pierce has opened a new drug, cigar, confectionery and lunch business at 83 Second avenue South.

—?—

**Argentine Revenue Agents
Blamed**

WASHINGTON, D. C., April 21.—The General Administrator of the Internal Revenue Bureau of Argentina, say reports received here, has just published a memorandum on the tobacco industry of Argentina in which he asserts that the internal revenue officers are responsible for the slow development of tobacco production in this Republic. He states that the farmers are frightened by the revenue inspectors who are always on the alert to catch the growers on the slightest infractions of the regulations. This zeal on the part of the inspectors is explained by the fact that they receive half of all the fines collected on infractions they report and since they are poorly paid they are eager to supplement their meagre salaries as much as possible. It is alleged that native production of tobacco really made no headway in 1925 despite all efforts to promote production; exports are claimed to be far below the previous year, while 23,170,130 pounds of leaf tobacco were imported into Argentina in 1925. The Administrator recommends that the fiscalization of the Argentine tobacco crop for internal revenue should not begin until the leaf is cured and ready for market instead of beginning at the time of planting as at present. There have been many statements in the trade that the tactics of the revenue inspectors discouraged tobacco producers but this is the first time that an official statement to this effect has come to our attention. It is a significant one because it comes from the official directing the collection of internal revenue on tobacco in this Republic.—L.A.M.M.

New Pool Sign-Up in Old Belt Continues

HENDERSON, N. C., April 17.—The campaign for the sign-up of tobacco growers for another five-year period in the pool, is moving along with varying degrees of success, in different parts of the old bright belt of North Carolina and Virginia. A mass meeting of growers was advertised to be held in Henderson last Thursday, but a small crowd that gathered at the county court house found no speaker, and no meeting was held there. Diligent inquiry has failed to reveal any trace of a meeting held anywhere in the city on the day yet.

On the other hand, a gathering of Guilford county tobacco growers Wednesday afternoon unanimously voted to sign up, according to reports received here. The new pool is to cover only the old bright belt of North Carolina and Virginia. June 15 is the date set for which the new organization is to be definitely assured by the signing of at least 65 per cent of the crop or the final bandonment of the tobacco pool. The edition of the Guilford farmers followed a stirring address by R. J. Works, old worker of the present co-operative association.

"If you quit fighting now, you'll never get another dime for the tobacco you are placed with the association," Works is reported to have told the Guilford growers. "If, on the morning of June 16, next, you growers awake and find that less than the 65 per cent of the acreage necessary to form the association has not been signed up, don't blame the other man—blame yourself or not exerting your influence to form a association that would protect your interests and see to it that you secured living price for your product."

"Any co-operative association to succeed must be of the farmer and by the farmer. It must be co-operative from the top down and from the bottom up. Whether I am connected with the new association does not matter—whether it is one individual it matters little. If an organization cannot live longer than any of we men, it isn't worth the ap of your finger."

"The association should be formed, now we can take advantage of financial arrangements already perfected; whereas, if we were to let it pass and were forced to experience two years of prices at were just what warehousemen wanted to give us, we would have to start all over again, and I would hate to go to Uncle Sam and ask him to do nothing. I tell you everything possible has been done in the way of legislation and financing for the present association. All we must do is profit by mistakes."

It was the speaker's expressed belief that if the inner troubles of the present co-operative association continued, liquidation wasn't long off. As a feature of the contract signed by enrolling in the new Old Belt Tobacco Growers Cooperative Association concerns the percentage of tobacco producing acreage that must be signed before perfection. If the goal is not ched, then it is all off. The paragraphs covering the acreage requirements are as follows:

If by June 15, 1926, the signatures tobacco growers or persons eligible membership, covering at least the equivalent of 65 per cent of the acreage voted to the production of Old Belt tobacco in Virginia and North Carolina, in the year 1925, shall have secured for this agreement, then agreement shall be binding upon all the subscribers in all of its terms, there shall be no right of withdrawal whatsoever.

If by said date, June 15, 1926, the

signatures of growers of tobacco of persons eligible to membership, cover an acreage of less than 50 per cent of the 1925 acreage devoted to the production of old belt type tobacco in Virginia and North Carolina, then this agreement shall be cancelled.

"If by June 15, 1926, signatures of said growers of tobacco or persons eligible to membership, covering an acreage of 50 per cent or more, but not as much as 65 per cent of said 1925 acreage, shall have been secured, the organization committee shall so notify every subscriber at his address noted below prior to July 10, 1926, and the subscriber shall thereupon have the right to withdraw and cancel his signature and the agreement signed by him, by written notice, mailed by registered mail to the secretary of the organization committee between July 15 and August 1, 1926. Should the withdrawals so mailed to the said secretary prior to August 1, 1926, reduce the 1925 acreage covered by remaining contracts to less than 50 per cent of the said total 1925 acreage, then all contracts shall be cancelled. If, however, after deducting the withdrawals which are made in accordance with this sub-paragraph the remaining contracts cover an acreage of at least 50 per cent of the said 1925 acreage, then this agreement shall be binding on all subscribers who have not withdrawn their contracts in accordance with this sub-paragraph, and there shall be no further right of withdrawal whatever."

At a meeting held in Raleigh on last Monday, "most of the Wake county tobacco planters who met" signed the contract for the new association and named the campaign committee to take charge of the two months' drive for a 65 per cent sign-up of all tobacco in the county. A county wide mass meeting was planned for Monday, April 26, when representatives from every tobacco growing township in the county is expected to be present. Some thousands of acres of tobacco are said to have been secured on the contracts for the new association in North Carolina. County wide mass meetings of tobacco growers were scheduled to be held during the past week at the county seats of Person, Granville, Vance, Warren and Durham counties, but definite reports have not been received from all of them. If one was held in this county, it was apparently of such small proportions as to attract hardly any attention. Inquiry has revealed no trace of it.—H.A.D.

Veteran "Youth" Has Had Much Cigar Experience

WINDSOR, Conn., April 17.—William R. Best, of Pleasant street, who has manufactured more cigars perhaps than any other individual in this section of the country, and who has smoked his share of them too, was 90 years young yesterday. Although his right name is William, it has been so long since he was called William that he probably would not recognize the name if his friends called him that. Everyone calls him "Joe." The reason for this is that for many years he was associated with the late William Currie in the cigar manufacturing business under the firm name of the Best Manufacturing company. As both men had the same Christian name, it was confusing so the lot fell to Mr. Best to assume another given name and he chose "Joe."

He was born in England, the son of Robert and Sarah Robinson Best. His father was one of the best known and highest skilled manufacturers of fine paper of his time. He came to this country when his son was only 8 years old, settled in Poquonock and took charge of mills in that place. A year later his wife and the four children

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came to this country. The panic of 1857 put a crimp in the manufacturing of paper at Poquonock and the village became practically in the same condition that it is today. The textile industries which for the most part succeeded the paper business being now closed. Mr. Best's father was then called to Windsor Locks to take charge of a paper mill and had things started there in good shape when the mill burned down. He was again thrown out of employment but was soon engaged to go to Springfield and take charge of the Wright Manufacturing plant there. In the meantime he invented the plan of manufacturing globes for the study of geography out of paper instead of wood as they had been previously.

Starts to Learn Cigar Trade

His son followed him in the paper manufacture until he was 19 years old, when he decided to learn the cigar manufacturer's trade. In 1858 he went to New Haven to work at his trade and stayed there until the Civil War broke out. When President Lincoln issued his call for volunteers, William R. Best enlisted in Company A, Twenty-seventh regiment, C. V. The first engagement he served in was at Fredericksburg, Va., and he participated in all the battles which the regiment fought. On May 3, 1863, he was taken prisoner at the battle of Chancellorsville and was sent to Libby Island and later paroled. He was honorably discharged July 27, 1863. He returned to New Haven, but in 1865 came to Windsor. For several years he worked for Samuel Case in the cigar business. In 1870 he assisted in forming the Best Manufacturing company for the manufacture of cigars. The first place of business was in Maple avenue. The building later was converted into a dwelling house. The company expanded and had quarters in the rear of the hotel building. Finally the business grew to such extent that they bought the building in Central street which stood where the Tunxis theater now is and which was burned in 1918. At one time the company manufactured millions of cigars each year and had contracts with firms which called for 30,000 cigars a month. When the company's business was at its height the salesmen went about the New England states with wagons and sold from their trucks to the retailers.

He is one of the few remaining members of the Windsor Veteran battalion of the G. A. R., and as a member of Robert O. Tyler post of Hartford. Mr. Best enjoys remarkably good health for

a man of his years, but his eyesight is failing him, so that it is with difficulty that he reads now. He has a remarkable memory and says that a doctor recently told him that he saw no reason why he should not live to be 100 years old or more. There was no celebration of his birthday anniversary, but many of his friends knew that he had reached his ninetieth milestone and congratulated him on the event.

Canadians Get Help From Government

TORONTO, Ont., Can., April 17.—Tobacco growing in Ontario is to receive further government assistance. A commission of three professors in agriculture, on instructions from the minister of agriculture, will make a survey to ascertain the soils best adapted to the culture of tobacco. They will also inquire as to the best varieties both for the Ontario soil and for the markets. Soil tests will be made on various farms, and also at the government experimental stations within the tobacco districts.

Bayuk Cigars, Inc., Show Quarterly Increase

Bayuk Cigars, Inc., for the quarter ended March 31, 1926, reports net income of \$154,905 after Federal taxes and depreciation, equivalent after preferred dividends, to \$131 a share earned on 77,121 no par common shares. This compares with \$76,701, or 28 cents a share in the first quarter of 1925.

Income account for the quarter ended March 31, 1926, compares as follows:

	1925	1926
Net after Fed. taxes	\$169,529	\$ 91,226
Other income	18,285	19,535
Total income	187,814	110,761
Depreciation	32,909	34,060
Net income	154,905	76,701
Preferred dividends	53,556	54,880
Surplus	101,349	21,821

Dick Bythiner On Job

Since Richard (Dick) Bythiner, plenipotentiary of the famous Water street house of E. Rosenwald & Brother, New York, returned from Havana recently he is devoting about all his time to the New York trade. Dick says he stopped off in Tampa, too, and he almost lost his wad when the real estate men rushed him off his feet. He is satisfied that the tobacco business—especially the Sumatra business—is good enough without dabbling in tropical land booms.

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Each and every one is cordially invited to send us items of information that are of interest to the trade. All such information will be used with discretion.

NEW YORK, THURSDAY, APR. 22, 1926

Join!

Trade associations are more highly regarded, today, than in many years. They are more numerous, they are more active, they are absolutely accomplishing much more than they formerly did in actual beneficial results to the branch of the tobacco industry they represent.

Support of these trade bodies is more generous than previously. Membership, personal and financial, is improving, has improved. Practically all big men in the business realize the importance and present necessity of these associations, and they are giving more of their individual time and attention to their management.

That is, in some divisions of the industry. In others, however, it is very sad to say, there is very little response, if any, to the calls for assistance and co-operation which the association officers solicit.

These officers, left alone in their efforts for the furtherance of their trade bodies, are helpless. They surely cannot do more than their natural supporters desire and require.

Unless tobacco trade business men enlist their private and commercial aid in proportionate amount and spirit, the trade associations which require this aid are doomed.

And to destroy an association for absence of enthusiasm, for failure to step up and sign the roll, is to bring down upon that particular part of the tobacco business some remarkably drastic circumstances.

But the other failure, that of the member in good standing who fails to show sufficient interest in his trade organization to attend a meeting or vote upon a proposition of importance—there you have an even less desirable element than in the business man who expresses no opinion on trade matters because of non-membership in trade associations.

This at a time, too, when trade movements are getting under their own power as righteous steam-rollers for the delivery of substantial advantages.

One such conspicuous result is in the recent tax revision. It is senseless to say that this economic and political subject could have been handled by the trade at large without the adequate associations to represent it in Washington.

And in the many, many minor matters of trade development, information and detail, it is the division association which is invariably called upon for the results desired—and desired at once!

Non-members of these various tobacco trade associations frequently request the aid

of these bureaus. They ask for something, perhaps, which has taken time and money to obtain. Yet they ask for it, not as a trade courtesy, but as a right!

How such business men can look themselves in the eye without developing astigmatism is difficult to say. They surely cannot expect these costly organizations to operate, year after year, with just the faith and good-will of the trade!

Producers, manufacturers, jobbers, retailers—and their salesmen and clerks—are all vitally interested in the success of their enterprises. They want to see these enterprises succeed—and they desire to succeed with them.

Yet how can they expect the industry, as a whole, to vastly improve unless they, too, place their individual shoulders to the wheel of progress and shove mightily by joining their associations—now?

Overalls And Aprons

There are several rumblings in the tobacco trade, just now, from manufacturing centers. These warning vibrations and sounds come from the usual cause—labor.

Labor rates and schedules are high. In some instances they are absolutely the highest the tobacco industry ever experienced. And they are high not only for expert labor, but for inexperienced help, also.

Always in the Springtime, especially in May, the demands of labor develop. Contracts and agreements expire. And that element of unrest accumulates as the weather moderates—and invitingly beckons to the out-of-doors.

Fact is, some classes of fluctuating and traveling labor desire to work indoors only when so compelled by weather or circumstance. With the occurrence of various offers of employment or vacation, labor ceases to be labor.

But, on the other hand, there is that substantial body of worth-while labor which does not quit a job for a rest, nor does it go from shop to shop in search of new experiences unless compelled to do so.

And it is some of these permanent fixtures in the field of labor which are now asking for improved conditions. They are asking, it seems, not for bonuses, for benefits, for charity, but for living wages.

Living wages in some communities have been forced to unreasonable heights. Cigar towns, particularly, have felt this. Food, rents, clothing—all things which go to make labor contented and happy—are so high that much of the former desirable element found in cigar factories is now engaged elsewhere.

This, of course, has occasioned grave misgivings in many towns where hand workmanship is necessary. Boards, knives and gauges are still useful to many cigarmakers. But there are many more tools of this character it appears, than there are cigarmakers to use them.

Naturally, the answer is that cigar making machinery is, therefore, required. But the strictures of the trade are such that these valuable machines cannot be used universally as yet, and manual labor must be employed.

For the manufacturers and their superintendents this is indeed a problem. Overalls and aprons, like the tools of the trade, are easier to handle than simply dealing with human bodies and hands to wear and utilize them.

Right there is the intricate problem the employing manufacturers perpetually face. It is an equation which requires mathematical skill and rare good judgment to solve. Pencil and paper must be hitched up with justice.

And, if the smoker is to pay-the-freight of increased labor costs, he, too, should be considered. Increased prices are not popular with the trade, wholesale or retail, and the eventual consumer considers added costs even less desirable.

To face all these elements, and still award labor its due, is a precarious situation in some factories. But to ignore the basic facts of the situation is even worse.

Without haste, without rancor, without any thing except exact balance of good feeling, this thing of labor adjustments must be accomplished by a portion of the cigar industry just when it is about to start forward upon an era of greater prosperity.

And that prosperity depends in large measure, upon overalls and aprons!

The "The"

Without a moment's hesitation there occur to your mind, no doubt, the title of "the" leading brand or foremost house in your specialized field of tobacco business.

Just why these concerns and these brands lead in their respective lines you probably credit with a personal opinion. But whether or not this opinion is correct, you do admit that the "the" brand or the "the" house stands pre-empted because of one reason, anyway.

That one reason is this—*quality*.

Other considerations are numerous. Yet the one outstanding element of *quality* overshadows all others. Nothing can compare, nothing can equal *quality*.

And, in the final analysis of the firm or brand success, it is invariably proven that *quality*, in some very distinctive sense, is so evidently superior to competitive effort that it stands in the limelight—alone!

To prove this excellent merit of *quality* however, is not so simple. Merely to assert that such-and-such a brand or house offers the best material or service is *not* enough.

It is surely not enough to make the claim without the goods. And, even, with the goods even with the proven fact of superiority, it is not enough to possess it unless *publicity* proves it!

In this country struggling along, are many factories, many brands, many concerns. They have, in numerous instances, to offer a cigar a tobacco, a cigarette of undoubted merit.

They can, in fact, and *do* prove it in many ways, in sometimes a wide territory.

But they fail of their ultimate success because of just one important consideration. They lack industrial vision.

Industrial vision is not such a complex matter as it seems, either. For it is nothing more than the point of view of every real success—advertising. Minus this essential element of business prosperity there is seldom any "the" to an enterprise of any sort.

In other words, even with the best of management, salesmanship—yes, and *quality*—there can never be the pronounced satisfaction and reward of merit unless advertising is hitched to that necessary "the."

Put in Pep—And Salt!

Do not spend so much effort in telling in your advertisement what you are "going to do," that you will have none left for the performance of your promises.

It is a very easy matter to create good impression, because that depends merely upon words, but unless you live up to the good impression created by your advertising it will not prove very profitable.

There are a great many advertisements in the papers that impress you with the idea that the advertiser will fall all over himself in his efforts to please you, but when you write for information your letter is delayed several days longer than it ought to be, or when you call you are turned over to the mercy of rude and impatient clerks, perhaps.

Advertising cannot do everything. The system back of it must be equally good, or it loses its effectiveness.

Trade Marks Filed

In U. S. Patent Office

The following trade-marks were published in compliance with section 6 of the Act of February 20, 1905, as amended March 2, 1917. Notice of opposition must be filed with the U. S. Patent Office, Washington, D. C., within thirty days from date of official publication.

Ser. No. 220,357. PALESTINE CIGARETTE TOBACCO CO., INC., Boston, Mass. Filed Oct. 17, 1925.



220,357

The words "Palestine Cigarettes" are hereby disclaimed apart from the mark shown in the drawing.

The Particular description of goods.—Cigarettes. Claims use since Dec. 1, 1924.

Ser. No. 222,185. A. OPPENHEIMER & CO., London, England. Filed Oct. 23, 1925.



222,185

The Particular description of goods.—Cigars. Claims use since August, 1925.

Ser. No. 221,372. BIAGIO MIDULLA, do-business as B. Midulla Company, New York, N. Y. Filed Oct. 7, 1925.

MARTA



221,372

The Particular description of goods.—Cigars. Claims use since Sept. 13, 1921, in the business of applicant's predecessor as to the word "Marta" since April 4, 1886.

Ser. No. 223,833. S. BENADERET, INC., San Francisco, Calif. Filed No. 25,



223,833

The Particular description of goods.—Cigarettes. Claims use since Sept. 30,

Ser. No. 223,456. BELGA MATCH SOC., Ninove, Belgium. Filed Nov. 18,



223,456

The Particular description of goods.—Cigarettes. Claims use since February,

Ser. No. 223,457. BELGA MATCH SOC., Ninove, Belgium. Filed Nov. 18, 1925.



223,457

The Particular description of goods.—Matches. Claims use since May, 1924.

Ser. No. 224,215. USINES DES FLANDEURS SOCIETE ANONYME, Brussels, Belgium. Filed Dec. 3, 1925.



224,215

The Particular description of goods.—Matches. Claims use since August, 1925.

Patents Granted

By U. S. Patent Office

Complete description of the recent patents briefly described herewith can be obtained from the Patent Office by sending to the Commissioner of Patents, Washington, D. C. the number of the patent together with ten cents in currency or money order. Stamps will not be accepted. For this sum the Patent Office will supply a printed copy of the patent, which usually contains complete drawings and descriptions in detail.

No. 1,574,599. CIGAR AND CIGARETTE LIGHT EXTINGUISHER. WALTER W. BRISCOE, Staunton, Va. Filed Oct. 26, 1923. Serial No. 671,007. 3 Claims. (Cl. 131—51.)



1,574,599

1. In a cigar and cigarette light-extinguisher the combination with a substantially conical body portion primarily open at both ends, of a pointed fire-spreader projecting through the opening at the smaller end of the structure in frictional contact with the inner walls thereof.

1,575,099. PIPE. POLTON L. CORSON, Plymouth Meeting, Pa. Filed Feb. 9, 1921. Serial No. 443,579. 1 claim. (Cl. 131—12.)

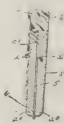


1,575,099

A pipe comprising a bowl, a stem extending from the bowl, a cleaning element movably mounted in the best, a shaft secured to said element and extending through an aperture in the bottom of the bowl, and an operating element for the cleaner secured to said

shaft on the under side of the bowl and shaped to appear as a continuation of the latter.

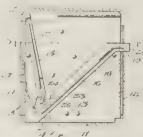
No. 1,575,420. CIGARETTE CASE. ISADORE EISENSTARK and BERNARD LIPSHITZ, Brooklyn, N. Y. Filed July 14, 1924. Serial No. 725,771. 1 Claim. (Cl. 69—21.)



1,575,420

In the process of manufacturing leather compartmental cases, the process step of mechanically assembling a superimposed, flatwise contacting, marginally united leather back side and leather front side with an intermediate partition of flexible material; in inserting between the partition and each of said sides, a tongued hot-mold having rigid molding tongues and an intermediate partition receiving slot the faces of which are parallel; in simultaneously stretching and shaping said sides and maintaining the partition straight, and lengthwise tautening said partition; and in causing said stretched and shaped sides to become set by the heat from the hot-mold.

No. 1,575,573. CIGARETTE CASES. ERNEST GREGORY, Derby, Conn., assignor to the Lyons Manufacturing Company, New Haven, Conn., a Corporation of Connecticut. Filed Dec. 29, 1923. Serial No. 683,408. 2 Claims. (Claims.) (Cl. 206—41.)



1,575,573

1. In mechanism of the character described; an inner plate having an opening therethrough; an ejector lever pivotally connected thereto adjacent to said opening and having an offset portion projecting into said opening and movable therein; a primary lever; and a pivot connection between said primary lever and ejector lever at said offset portion.

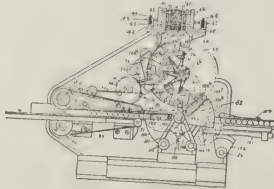
No. 1,575,787. TOBACCO PIPE, CIGAR, CIGARETTE, OR HOLDER THEREFOR. JACQUES PERL, Berlin, Germany. Filed Dec. 29, 1921. Serial No. 525,759. 2 Claims. (Cl. 131—12.)



1,575,787

2. As an article of manufacture, a cartridge for cooling tobacco smoke comprising a porous carrier impregnated with a refrigerating substance capable of absorbing heat when dissolved in water.

No. 1,575,924. MACHINE FOR BANDING CIGARS. THEODORE G. MCCURRY, Brooklyn, N. Y. Filed Mar. 28, 1925. Serial No. 18,970. 6 claims. (Cl. 131—61.)



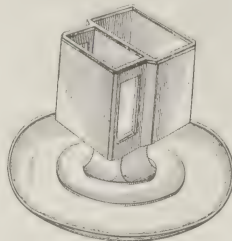
1,575,924

1. In a cigar banding machine, the combination with cigar holding and band feeding mechanism, of means for bending the ungummed ends of the bands inward before they are applied to the cigars, said banding means compris-

ing two moving members one of which has a friction surface and the other of which has a sharp edge over which the band is drawn while pressed against by said friction surface.

Designs

No. 69,290. ASH TRAY. CARL T. SLOAN, Wilkensburg, Pa. Filed Dec. 4, 1925. Serial No. 15,635. Term of patent 3 1/2 years.



69,290

The ornamental design for an ash tray as shown.

No. 69,358. TOBACCO PIPE. ALFRED ORLIK, New York, N. Y. Filed Nov. 10, 1925. Serial No. 15,396. Term of patent, 3 1/2 years.



69,358

The ornamental design for a tobacco pipe, as shown.

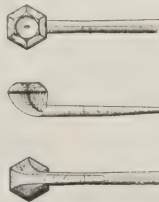
No. 69,365. SMOKER'S SET. EDWIN E. SLICK, Pittsburgh, Pa. Filed Nov. 28, 1925. Serial No. 15,570. Term of patent, fourteen years.



69,365

The ornamental design for a smoker's set, substantially as shown.

No. 69,359. TOBACCO PIPE. ALFRED ORLIK, New York, N. Y. Filed Nov. 21, 1925. Serial No. 15,488. Term of patent, 3 1/2 years.



69,359

The ornamental design for a tobacco pipe, as shown.

Pitt County Leads in Carolina Production

GREENVILLE, N. C., April 17.—Pitt county produces more tobacco than any other county in North Carolina, and Greenville buys more tobacco than any other North Carolina city except Wilson.

Six warehouses in Greenville this season handled 46,297,880 pounds of tobacco at an average of \$25.96, the total amount paid out for tobacco amounting to \$12,017,459.

Pitt county produced in 1925 29,674,197 pounds of tobacco or more than half of the tobacco marketed in Greenville, while it produced 26,817 bales of cotton.

There were seven warehouses in Greenville and two in Farmville handling tobacco the past season. Farmville reported sales amounting to 12,105,116 pounds while Wilson reached top place with 75,999,447 pounds of tobacco.

Greenville Active Market

Greenville is well equipped with facilities for handling tobacco. There is the Farmers' Warehouse, conducted by O. L. Joyner & Sons; the Star Warehouse, run by G. V. Smith and B. B. Sugg; Forbes & Morton, run by G. E. Forbes and W. Z. Morton; Centre Brick, run by W. S. Moye and J. Gentry; Gorman's Warehouse, J. N. Gorman & Sons; McGowan & Cannon, two warehouses run by J. M. and C. H. McGowan and Biggs Cannon. McGowan & Cannon are now conducting two sales warehouses, they having acquired the old Gorman Warehouse some months ago.

J. N. Gorman & Sons, who sold their warehouse, have purchased other property in the tobacco district in Greenville and have let the contract for the erection of a building that will cover more than an acre of ground.

R. M. Garrett is president of the Greenville Tobacco Board of Trade; J. S. Ficklen is vice-president, and K. W. Cobb is secretary and treasurer.

The Board of Trade directs all activities of the tobacco industry involving the seller, buyer and warehouse. It is also responsible for general advertising of the market and regulates in a general way the sales. All tobaccoists, including the independent buyers, are eligible to membership.

Not only does Greenville have large tobacco warehouses, but it is also the center of a large redrying business. The Export Leaf Tobacco Company, the Imperial Tobacco Company, the Ficklen Tobacco Company and Person & Garrett operate redrying plants, while the American Tobacco Company, W. C. Thomas Tobacco Company, Gorman & Sons, and Liggett & Myers Tobacco Company have redrying facilities, but have not been operating recently.

Tobacco Recent Development

The development of the tobacco industry in Pitt County and Greenville has all come about in the last 35 years. Prior to 1891 all of the tobacco grown was shipped to Oxford and Henderson. Five years before the growing of tobacco was first begun, so that the industry traces its beginning back to just 40 years ago or just one generation.

Cotton and tobacco are the principal crops in Pitt County, but the tobacco production brings something like three times as much as cotton, although Pitt is one of the leading cotton counties in the State. If it were not for tobacco, Pitt would be known as an outstanding county in cotton.

The Norfolk fine sandy loam and the Norfolk sandy loam are well suited for the production of cotton and tobacco. Scarcely more than one-third of the land in Pitt county is under cultivation. While some of the land is swampy, practically all of it can be drained. The possibilities for production of these staple crops are far from being exhausted.

While Wilson is ahead of Greenville in the buying of tobacco Pitt is ahead of Wilson in tobacco production, the production in Wilson being 20,770,595 pounds.

The Loose-Leaf Tobacco Warehouse Sales

WASHINGTON, D. C., April 19.—Late in February and in March marketing of the 1925 tobacco crop was practically completed, and markets in several of the leading producing sections closed, says the Federal Reserve Board in its monthly summary of the tobacco situation. The Board continues:

Total Sales By Producers

Total sales by producers for the season, August through February, in the Virginia, Carolina, Kentucky, and Tennessee markets, exclusive of deliveries to cooperative marketing associations, amounting to 657,732,000 pounds, as compared with 467,602,000 pounds during the corresponding period last year. Sales in the Virginia, North Carolina, and South Carolina markets were considerably larger than in the previous season, and in the burley tobacco sections of Kentucky sales were also larger, notwithstanding the fact that the crop was smaller than in 1924. The following table shows in greater detail the amounts of the different types of tobacco sold in the several producing sections during the seasons ending with February in 1925 and 1926:

Sales of Tobacco at Loose-Leaf Warehouses (August to February, Inclusive)*

	1925-26	1924-25
	Pounds	Pounds
Virginia:		
Dark belt	26,550,363	22,268,411
Bright belt	62,550,885	56,891,113
North Carolina ...	338,106,775	232,015,764
South Carolina	32,291,682	39,759,569
Burley	87,715,457	72,053,632
Western dark	90,504,835	44,613,266
Total	657,731,997	467,601,755

* Exclusive of deliveries to cooperative marketing associations.

Partly because of the offering of poor grade tobacco for sale at the end of the season, prices of all types of tobacco in the Virginia markets were lower in February than in January.

Prices of nearly all types were lower than in February of 1925 and were generally lower than for any month since 1920. Preparations for the new crop made good progress in March and plant beds were prepared. Reports by farmers to the Department of Agriculture of their intentions to plant in 1926 indicate that total tobacco acreage will be smaller than in 1925, but reductions are not indicated for all areas. Growers of cigar type and of most dark types indicate smaller acreage, but growers of burley and of Maryland export type tobacco indicate that plantings will be about 8 per cent and 20 per cent larger respectively, than in 1925.

In the tobacco-manufacturing industry the output of cigars was large in February than in January, but production of cigarettes and manufactured tobacco products declined. Compared with other recent years, the output of cigarettes exceeded all previous records for the month of February, but that of cigars was smaller than in any other recent year.

Cigarette Smuggling Into Canada

MONTREAL, April 17.—A billion cigarettes at least are smuggled into Canada every year.

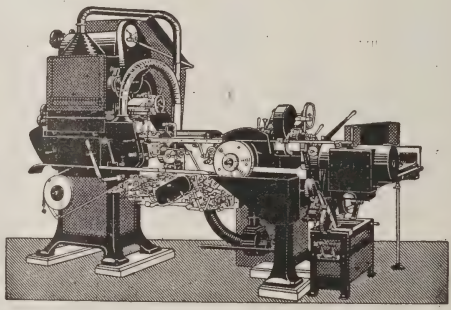
Nearly every railway car arriving in Canada from the United States brings on an average at least one or two cartons of smuggled cigarettes and some times more.

A civil service employe in the civil service building here takes and fills orders for smuggled cigarettes for his office associates.

Such were the revelations laid before the Stevens Committee, investigating the Customs Department, by H. J. Bourke of the Imperial Tobacco Company. High excise duty makes its profitable to smuggle cigarettes, he testified, and he felt that body search by custom officials is not allowed, makes it rather easy. Light fines make it comparative safe if done on a big scale.

“Excelsior Record” Cigarette Machines

The only Cigarette Machine with One-Knife Cut off and Capacity of 50000 Plain or Tipped Cigarettes per hour



Unequalled finish of Cigarettes—Easy operation—Clocklike precision—Low maintenance cost

EXCELSIOR CIGARETTE MACHINES MIXING, SIFTING AND COOLING MACHINES

TOBACCO CUTTING MACHINES ROASTING MACHINES

AUTOMATIC KNIFE GRINDING MACHINES

N. V. Export Maatschappij v h 85 / 87 Stationsweg

J. C. MULLER ROTTERDAM 3

Philadelphia Makes Good Cigar Showing

Manufacturers Gratified With Production During First Quarter of Year—Retailers Have Brighter Prospects—Leaf Trade Slightly Better—Notable Activities.

PHILADELPHIA, April 19.—Closing of the March accounts and the final summary of business for the first quarter of the year in the manufacturing branch of the cigar industry, as it pertains to Philadelphia trade, discloses a very gratifying status in the production of all grades of cigars. Manufacturers are keenly enthused over the better showing made in this first quarter of 1926 over that of 1925. The scale of average increase in cigar production is estimated at from 10 to 20 per cent over at the same period of last year.

While the manufacturing branch of the industry shows the greatest improvement there also is a brighter side disclosed in the retail section where dealers are being benefited by the boom at the city is having from the activities of the Sesqui Centennial Exposition and the attraction of crowds of visitors to the various conventions and gatherings now on schedule at this early time and extending throughout the year.

The smaller manufacturer too is sharing in the big improvement that has been reflected in recent days since the reduction became a reality. The reduction makes possible the manufacture of his product at a more reasonable rate of profit, a factor heretofore most impossible with the higher prices paid to Uncle Sam.

Leaf dealers, while their business is slightly improved, are hopeful of better times, like their brethren in the production of low priced cigars. They have been experiencing brighter prospects, though far from normal, for all sides of leaf distribution.

Better Than First Quarter of 1925

Among the firms reporting a very satisfactory and much improved demand for cigars is the Congress Cigar Company, 3rd and Spruce Streets. From all sections of the country demands for the cigars are increasing. The first quarter of the year as summed in the accounts of the Congress Company shows a substantial increase over the same period of 1925. The new Camden factory of the firm now being rushed to completion to care of the expanded 1926 business will provide this large Philadelphia producer with all modern facilities in the way of manufacturing equipment building arrangements. H. J. Hoffman, of John Hoffman & Son, Milwaukee, Distributors of the La Palma, called General Manager Willis A. Andruss the company during the week seeking increased shipments of the cigars the middle western headquarters of firm.

Healthy Increase Shown

Like its associates in the other large Philadelphia manufacturing centers, the firm of Otto Eisenlohr & Brothers, 932 Market street, has a glowing report of the first quarters sales for 1926 and Henrietta, in its national production. The first three months of year show an exceptionally healthy ease and particularly for the Cinco the newest of the five centers, the Henrietta Juniors, which have been parading in demand since the tax reduction and the consequent discount of \$2.50 was allowed per 1,000 on the cigars of the Cinco. The Webster sales section have been extensively extended in the current year and like the Otto and Henrietta are reported as far in advance of the anticipations of the first part of the year. Jacob Binder, who covers North and South Carolina the Eisenlohr products, was a visitor to headquarters this week, and gave a full account of the sales of these firms in the Southern field, which he is handling.

Back in Home Office Harness

Back at their desks from a swing around the circle of the Western distributing centers for the El Producto, the Four Horsemen of the G.H.P. Cigar Company, are now preparing for the extension of shipments to take care of the present expansion in demands and for the growing orders for the brand in the territory covered. With a view to co-operation with the dealers in the territory covered, the El Producto is to be widely featured in advertising campaigns and among other things accomplished by the travelers was that of the 1926 ad service which the G.H.P. company is to back in co-operation with its dealers and the promotion of the El Producto. The Four Horsemen are Benjamin Grabosky, of the firm, General Manager Frank P. Will, Sales Manager Tom Dean, and Advertising Manager, H. H. Kynett.

Making Rapid Progress

With a bright future for the distribution of the Dutch Master in the Philadelphia territory the campaign launched for this brand by the Consolidated Cigar Corporation, was closed in the week. For the past two weeks there has been a whirlwind sales drive for the newly introduced territorial campaign of the brand, which will add materially to the popularity of the Dutch Masters now firmly established in many other sections of the country. Like its success in other fields where it now is firmly fixed as a paying cigar stock to the dealers, the Consolidated Corporation's product made a big hit locally. All the dealers of the central city section and the outlying territory have been running displays, sales drives and free distribution coupons on the Dutch Masters, and now that the brand has been so widely featured it bids fair to forge to the front ranks of sellers in this territory. Fifteen local sales representatives, and four from New York, have been working with Manager James E. Lynch in the drive.

Two New Roig Shapes

Two new shapes have been added to the Roig Cigars of the Roig & Langsdorf Company, Broad and Spring Garden Streets. Invincibles in retail at 10 cents, and in the two for a quarter sizes. Both are foil wrapped and of the high grade Roig quality. These will supplement the Roig Cigars recently added to the firm's product in the revival of an old time favorite of previous years. Since the firm has been making the brand discontinued during the war days it has been heavily sold as a popular five cent size. At one time this Roig Londres was a national favorite in the nickel cigar class. T. C. Belson, of the firm, reports the new sizes as meeting with success similar to that enjoyed by the nickel cigar.

The trade in Ohio, West Virginia and Pennsylvania is welcoming one of Philadelphia's most popular associates from the firm of the Coraga Cigar Company—Howard Pent, now making a swing around the field. Back at headquarters here, 127 N. 7th Street, the welcome is being practically demonstrated in the increasing business and orders have been keeping factory facilities at capacity meeting the incoming demand from the section visited as well as that long established trade in the Great Lake Region and the Middle West. The orders have been so heavy that it has been found necessary to keep factory hands at the bench on holidays as well as the customary working days in an effort to meet the needs of the dealers for Marshall Field, ever since the first of the year.

Finds Orders Waiting

When Jesse Heinemann caller on Quaker City dealers handling his newest

New- a "2-in-1" holder that can be used with or without Arrowhead Projection!



THE Arrowhead Cigarette Holder has been so very successful that we are adding two more assortments to the line—the "Two-in-one" Arrowhead Cigarette Holders.

The big selling features of the Arrowhead are:

It takes all sizes and shapes of cigarettes
Holds tight and smokes right
Cuts out waste and stays clean
Won't char, as cigarette goes out automatically at the end of the smoke.

The two additional advantages of the "2-in-1" Arrowhead are:

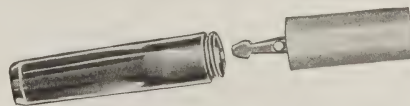
Arrowhead tip can be unscrewed and reversed, and screwed in so that Arrowhead points inside. It is protected and can't tear the clothes.
Can be used with or without Arrowhead projection. The Arrowhead tip is hollow and draws freely when it is reversed, so that the holder may be used as a usual style cigarette holder.

Ask your jobber for details about

Assortment 20636. Twelve Two-in-One Arrowhead Cigarette Holders with clear bakelite mouthpieces with assorted colored bakelite burners—supplied on a sales-making easel back display. \$1 each, retail.

Assortment 20637. Twelve Two-in-One Arrowhead cigarette Holders with clear bakelite mouthpieces and assorted colored fermaloid burners—supplied on attractive easel back display. 50c each, retail.


WM. DEMUTH & CO., 230 Fifth Ave., New York
World's Largest Manufacturers of Fine Pipes



"It's a W.D.C."




Charles Denby 2 for 15c



They satisfy the smoker because they are good, and the merchant because they sell.

LA FENDRICH
10c. to 3 for 50c.

H. FENDRICH, Inc.
EVANSVILLE, IND.—ESTABLISHED 1850



ROBERT EMMET

Fresh Cigars Kept Fresh in Airtight Tins

One Size
One Grade
One Price

Packed in Airtight Tins

10c

The Big Seller
Wherever You Go

SPIETZ CIGAR CO., LIMITED, Manufacturers
Harper & Seneca Sts., Detroit, Mich.




made good



LA PALINA
CIGAR


ABOVE ALL

BOLD
CIGARS



Bold cigars are an old stand-by with thousands of dealers and smokers everywhere. Stock up in Bolds today.

Bobrow Bros. Inc., Mfrs.
Philadelphia, U.S.A.
Makers of Topic-La Tosella-Recall



of smoker, the El Principal, he found a goodly sized order list awaiting him last week. Coming here from the Baltimore headquarters of the Lord Baltimore, the Heinemann Cigar Company, he was greatly pleased with the growing business which the El Principal has been enjoying and which will likely be up to that of the long established brand within the year. The El Principal has been successfully launched in New York and Pennsylvania where it is keeping pace with the popularity of the Lord Baltimore. The Heinemann Company has been well established in the trade as a manufacturer of private brands and this specialized business keeps its factories well employed, meeting the needs of the dealers as well as its own brands.

Reports from the Ephrata District brought to Philadelphia by leaf dealers are that the cigar manufacturing section thereabouts is now rushed with orders for the brands from local factories. The T. E. Brooks Company will open an additional factory in the Pennsylvania town of Ephrata shortly, where will be produced its five cent cigars. The firm already operates a chain of 14 factories and has a weekly output of between two and three million cigars.

—LIBERTY BELL.

Father's Day Plans Progressing

E. M. Freeman, chairman of Father's Day Committee, under the auspices of the National Board of Tobacco Salesmen's Associations, makes the following gratifying announcement:

We are pleased to report that orders for Father's Day posters and envelope inserts have been received from all parts of the country. Father's Day is going over big. Manufacturers and jobbers are asked to help the National Board of Tobacco Salesmen's Associations to put this day over, for it means big sales and increased profits to these manufacturers and jobbers. Order the Father's Day posters and envelope inserts now, not tomorrow.

The following is a list of some of the manufacturers and jobbers who have ordered Father's Day posters and envelope inserts:

General Cigar Co., Inc., New York City.
E. Regensburg & Son, New York City.
Congress Cigar Co., Philadelphia, Pa.
Bayuk Cigars, Inc., Philadelphia, Pa.
Consolidated Cigar Corp., New York City.
E. P. Cordero & Co., New York City.
Rothenberg & Schloss Cigar Co., Kansas City, Mo.
Julius Klorfein, New York City.
H. Anton Bock & Co., New York City.
C. C. Taft Co., Des Moines, Iowa.
Link & Co., Buffalo, New York.
Snyder Cigar Co., Buffalo, New York.

W. C. Van Velzer & Son, Delavan, Wis.
Chas. B. Perkins & Co., Boston, Mass.
J. E. Rauh Cigar Co., Milwaukee, Wis.
Casey Swasey Cigar Co., Fort Worth, Texas.
Southwest Cigar Co., Dallas, Texas.
Brannon Signaigo Cigar Co., Dallas, Texas.
E. Epstein Co., Dallas, Texas.
American Factors, Ltd., Honolulu, T.H.
Mason, Ehrman & Co., Portland, Oreg.
J. & B. Moos Co., Louisville, Ky.
C. F. Springer, Mineral Point, Wis.
R. A. Bachia & Co., Long Island City, N.Y.
Fitzgerald Cigar Co., Dubuque, Iowa.
W. J. Snyder, DeKalb, Illinois.
Wausaukee Cigar Factory, Wausau, Wis.
Schwarz & Son, Newark, N. J.
F. A. Davis & Sons, Baltimore, Md.
American Exchange Cigar Co., New York City.
Harry Blum, New York City.
Peter N. Jacobsen Cigar Co., Danport, Iowa.
H. H. Wirz, Greenville, Illinois.
Nathan Elson & Co., Chicago, Ill.
Washington Tobacco Co., Washington, D. C.
Reid Tobacco Co., Milton, Pa.
R. G. Sullivan, Manchester, N. H.
H. Bercoitch Cigar Co., San Francisco, Cal.
Hill & Wait, Inc., Rochester, N. Y.
R. J. Seidenberg & Co., Buffalo, N. Y.
Stid, J. Freeman & Sons, New York City.

The address of Father's Committee is 123 Liberty street, New York City.

The Twenty-Fifth Year For Hickey Bros.

DAVENPORT, Ia., April 17.—All the stores of the Hickey Brothers chain here and in Des Moines, Rock Island and Moline celebrated the twenty-fifth anniversary of the firm's establishment last Tuesday. Congratulations poured in upon the brothers and their managers, and it is evident that the Hickey have a huge commercial and personal following in this part of the country. Their progressive ideas in cigar store management have been copied and imitated all over the country. Recent innovations include the installation of fountains and lunches in many of the stores, and this movement has actually resulted in more cigar business at all locations selected.

Investigation Ordered

WASHINGTON, D. C., April 19.—The United States Tariff Commission has ordered an investigation under paragraph 316, the unfair competition clause of the tariff act, in connection with synthetic phenolic resin.—LAMM.

HOYO de MONTERREY

The Aristocrat of

Imported Cigars

VALERIANO CIUTERREZ, Representative

22 Wall Street New York

CORTEZ CIGAR CO.



Cortez
CIGARS

For MEN OF BRAINS

KEY WEST

Havana Quietly Awaits Market Action

Some Light Vuelta and Semi-Vuelta Sold—Cuesta-Rey Buy Upper Grades—Diaz & Co. Large Buyers—Medio Secures Good Vuelta—Packers Still Out—Rain and Wind Damage

Havana, Cuba, April 16.—Another rather quiet week passed. The few larger lots sold consisted of Vuelta Abajo and Semi Vuelta 14as and light grades of the same section.

Cuesta, Rey & Company, bought from Cano y Hno. some 93 bales of Vuelta Abajo upper grades, and they also sold to Lozano y Hno. a lot of Partido wrappers.

Ellinger & Company received another lot of Remedios 8as, probably the last one from Royo & Rodriguez, who received the other day a good vega, from the Remedios section, in commission.

B. Diaz & Company, probably the largest buyers during this week, bought from Sobrinos de A. Gonzalez almost 200 bales of Vuelta Abajo 14as, and 330 bales of Semi Vuelta volados, from Muniz y Hnos.

Another buyer of Vuelta Abajo 14as was the firm of Alonso & Garcia, who received in Manuel Abellas warehouse 193 bales. Also Constantino Gonzalez packed 40 bales of this grade from Camejo & Le Paz.

Light Vuelta Crop

Another proof that in Vuelta Abajo a rather light crop is expected is that the above mentioned large lot of light grades was sold at about 40% of the price asked by its packers several months ago.

The small dealers and speculators continue buying up small lots of Bron-

cos, Manchados and Amarillos, as well as a few wrappers here and there.

Last Tuesday, Domingo Medio, of Maurice Winter & Company, New York, arrived here, and a few days later his purchases were around 100 bales, also of Vuelta Abajo upper grades. Before leaving for the north, he undoubtedly will add further purchases to above quantity.

The packers and the packing laborers have not come to an understanding so far, and it seems that neither one nor the other party expects to give way.

Packing Delayed

Severiano Jorge & Ca. brought the tobacco from their farm in Taco Taco (Semi Vuelta section) to their packing house at Alquizar (Partido), but will not start their packing until the labor question is finally settled.

After a long drought in the entire Province of Santa Clara, it rained at last in all sections, enabling the farmers to put part of the tobacco in bundles and start piling same up. In Baez a heavy wind, combined with the rain, blew over many tobacco houses, and a few days later similar reports arrived from Taguasco, Fomento and Manicaragua, where many houses, filled up with tobacco, were destroyed.

Also, in Havana, it looks as if the rainy season has made its start, as it rains almost every day in short intervals.—GALLO.

Foreign Exchange Rates

In the subjoined table the quotation on sterling represents dollars and decimals of a dollar; all others represent cents and decimals of a cent. Quotations preceded by the decimal mark indicate a price measured in fractions of a cent. Parity of exchange is given as reported by the United States Mint, except in countries with a silver standard, where parity fluctuates with the price of silver.

Closing Rates Monday

STERLING—Par \$4.865¢ per sovereign.
Demand..4.85 13/16 Cables..4.86 3/16
FRANCE—Par 19.3 cents per franc.
Demand..3.30 3/4 Cables..3.31 1/2
ITALY—Par 19.3 cents per lira.
Demand..4.02 1/4 Cables..4.02 1/2
BELGIUM—Par 19.3 cents per franc.
Demand..3.65 Cables..3.65 1/2
GERMANY—Par 23.8 cents per mark.
Demand..23.81 Cables..23.81
AUSTRIA—Par 14.07 cents per schilling.
Demand..14.125 Cables..14.125
DENMARK—Par 26.8 cents per krone.
Demand..26.15 Cables..26.17
GREECE—Par 19.3 cents per drachma.
Demand..1.26 Cables..1.26 1/2
HOLLAND—Par 40.2 cents per florin.
Demand..40.09 Cables..40.11
HUNGARY—Par 20.3 cents per crown.
Demand..0.014 1/2 Cables..0.014 1/2
NORWAY—Par 26.8 cents per krone.
Demand..21.96 Cables..21.98
POLAND—Par 19.3 cents per zloty.
Demand..11.00 Cables..11.00

SPAIN—Par 19.3 cents per peseta.
Demand..14.41 Cables..14.42
SWEDEN—Par 26.8 cents per krona.
Demand..26.76 Cables..26.78
SWITZERLAND—Par 19.3 cents per franc.
Demand..19.29 1/2 Cables..19.30 1/2
CHINA—Cents per silver dollar for Hongkong; per tael for Shanghai and Peking.
Hongkong—
Demand..54.00 Cables..54.12
Peking—
Demand..74.00
Shanghai—
Demand..70.00 Cables..70.12
PHILIPPINE ISLANDS—Manila: Par 50 cents per silver peso.
Demand..49.75 Cables..50.00
JAPAN—Par 49.8 cents per yen.
Demand..46.90 Cables..47.00
ARGENTINA—Par 42.44 cents per Argentine paper dollar.
Demand..40.06 Cables..40.18
BRAZIL—Par 32.45 cents per paper milreis.
Demand..13.93 Cables..14.00

Upmann's New Address

HAVANA, April 15.—Practically all equipment is now settled in the new factory quarters of H. Upmann at Figuras street, Number 4. This change to larger premises was absolutely necessary because of the largely growing business of the plant. No change has been made in the cable address, "Upceigars," and the title of the house remains Fabrica de Tabacos "H. Upmann" S. A.

TADEMA INFINITO LORD BYRON
CLEAR HAVANA CIGARS
ARGUELLES, LOPEZ & BRO., Inc., Makers
GENERAL OFFICE AND FACTORY, TAMPA, FLORIDA
Eastern Office: 222 PEARL ST., NEW YORK Warehouse: HAVANA, CUBA

Cable "Nuco"
P. O. Box 1985
Tel. A. 9067.
ANGEL MENENDEZ S en C
Dealers in All Kinds of Havana Tobacco
Specialty—Remedios & Vuelta Abajo Tobaccos
SITIOS 11, HAVANA, CUBA

HAVANA CIGARS

The
Leader
in All
the World's
Markets

ROMEO
y
JULIETA

U. S. REPRESENTATIVE

WM. T. TAYLOR, 155 E. 42nd St., N.Y.C.

JUAN B. DIAZ

BRUNO DIAZ

ROSENDO PEREZ

Packings:

San Juan
San Luis
Pinar del Rio
Puerta de Golpe
Santa Clara
Placetas
Guaymas
Zaza del Medio
Sancti Spiritus

J. B. DIAZ & CO.

(ESTABLISHED 1877)

PACKERS, DEALERS, STRIPPERS
and EXPORTERS OF LEAF TOBACCO

Prado 125—Havana—Cuba. Cable: Zaidcomp



SELGAS & COMPANY

IMPORTERS & PACKERS

Havana & Porto Rico Tobacco

Warehouses:
Havana—Consulate 138-140
Porto Rico—Manati

128 Water St.
NEW YORK

HERMANN DIEHL

GERVASIO 182, HABANA, CUBA

Commission Dealer and Exporter

Havana Leaf Tobacco of all kinds
STRIPPING PLANTS

Tel. A. 3002

Special attention
given to
American and
Foreign Accounts

TORANO & CO.

SPECIALISTS IN PARTIDO

HAVANA LEAF TOBACCO PACKERS AND DEALERS

Cable: Toranoco 53 Estrella Street Habana

GERALD C. SMITH

83 A. AMISTAD STREET HAVANA, CUBA

Leaf Tobacco

M. ABELLA

PACKER AND LEAF DEALER IN

PARTIDO, SEMI VUELTA AND REMEDIOS

100 Galiano Street

Cable Abella

Habana, Cuba

HIJOS DE DIEGO MONTERO

S. en C.

COMMISSION
EXPORTERS
DRAGONES 106-108

LEAF TOBACCO

HAVANA, CUBA

MENENDEZ & CO.

Leaf Dealers, Packers and Exporters
OF

TOBACCO

Cable Parra 87 Amistad St., HABANA, CUBA

HINSDALE, SMITH & CO., Inc.

Established 1846

Importers of Sumatra and Havana and Packers of
Connecticut Leaf Tobacco
SPRINGFIELD, MASS.

125 Maiden Lane
Cable Address "Nargit"

New York
Telephone 901 John

Compania de Abraham Haas

ESCOGIDAS Escogedor de Tabaco CAMAJUANI
SANCTI En Rama SANCTI
SPIRITUS SAN MIGUEL 85, HAVANA, CUBA LAS VUELTAS
LAS VUELTAS CAMAJUANI
Cable: Haas, Havana PLACETAS

LESLIE PANTIN & SON

Commission Merchants

LEAF TOBACCO and CIGARS

Virtudes 74, HAVANA, Cuba

MANUEL A. SUAREZ & COMPANY

(S. & C.) ESTABLISHED 1873

GROWERS, PACKERS AND DEALERS IN
LEAF TOBACCO

Cable: "Cuetara" - - Figuras 28-30-32 Havana, Cuba

Cable "Quinto"

P. O. Box 502

WALTER SUTTER COMPANY

COMMISSION MERCHANTS—EXPORTERS

LEAF TOBACCO

SALUD 87

HAVANA, CUBA



Pablo L. Perez
Frank B. Strator

Cable: Palupo
Codes: A. B. C. 5th Ed.
Bentley's

PABLO L. PEREZ & COMPANY LEAF TOBACCO

Telephone A-7914

Lealtad 110,

HAVANA, CUBA

SOBRINOS DE A. GONZALEZ

HAVANA LEAF DEALERS

Raimundo Cabrera 152/158 (Industria)

Habana, Cuba

P. O. Box 495

Cable ANTERO

Cleveland Business Turns for the Better

Decided Improvement Shown During Past Two Weeks—
Weather Continues to Play Prominent Part—Jobbers Re-
port Good Collections—Pipes Come in for Liberal Play.

CLEVELAND, Ohio, April 17.—Business took a decided turn for the better during the past two weeks. It is hard to put your finger on just what is the cause for the sudden improvement. Perhaps it has been the weather. I hate to harp so much on this weather angle but it surely seems as though the weather barometer is indicative of the business barometer. It was a very bad Easter season for all retail merchants. Can you imagine an opposite result with snow on the ground Easter Saturday?

The jobbers report collections as good. That is one of the most important elements of this business of ours—that of getting the money before the bankruptcy lawyers get it.

Pipes and smokers' articles are getting a heavy play from local merchants. It is no wonder that dealers feature these articles because there is a healthy profit in them and the merchandise is clean, unperishable, and stable. You will find a card or display case of pipes on every counter in the city and these and trays, stands and kindred articles form extra profit items that mean success. Playing cards and razors seem to be leaders in other accessory lines.

To Run Euclid Beach Stands

F. W. Fries, who operates the cigar stand at the Seltzer Drug Co. store at East 105th St. and Euclid Avenue, will operate the two stands at Humphreys' Euclid Beach Pleasure Emporium this summer. These stands are surely money makers and in Fries' hands should go even bigger.

A. Kirtz Robbed

The warehouse of A. Kirtz, cigar and tobacco jobber of this city, was burglarized this week. About \$1,000.00 in merchandise was removed before the culprits were scared off. This is the second time within a few months that this place has been burglarized.

A Fine Meeting

The Tobacco Trade Association had its monthly meeting at Baumoel's Friday night. Judge Stael spoke and offered to the members present—and there was a capacity crowd there—a very interesting discussion on the subject of "Crime and Enforcement." A quartet sang in a pleasing fashion some fine numbers, and a good time was had by all. The Association does more to keep the trade members together than anything we know of. Its purpose is to eliminate entirely the petty jealousy and knocking of competitive lines and it has succeeded admirably. Those of you who are not members, better call Dick De Shetler, who is at the J. B. Moos Company, or just come around to one of the meetings and you won't miss any more of these get-togethers. Remember, too, the National Convention of the Association is in the Fifth City this year and Cleveland is and always will be an ideal host. It has come to the point now, that if you are in the business in any kind of smoking line—well, you can't afford not to join.

Good Cigar Department

Morty Stiel, well known cigarist and druggist, has opened a new drug store

out Euclid Avenue, near Windermere. Here is a young fellow who can qualify in the Live Wire Club at any time. The store is at an ideal location and with Morty's experience in this business it should go over big from the start. One of the finest cigar and tobacco departments in the city graces this store and is already more than paying for itself. Morty has our best wishes, for they always go out to the young fellow who is up and on his toes.

Jimmy Rowen Back

Jimmy Rowen, our old friend, got back into town the other day all enthused over the way Henry the Fourth is selling. Jimmy tells me that it is all the bunk about business being on the raw edge and as far as he can tell, from the way he has been getting orders for his brands, business was never better.—HEBE.

Parish Police Jurors Kill Louisiana Tax

NEW ORLEANS, La., April 16.—The Police Jury Association of Louisiana, assembled at their bi-ennial meeting in Baton Rouge, the State capital, April 14, was a representative gathering of these dignitaries from every parish of the state. A great deal of work was accomplished. They took up matters looking to the raising of more revenue for the state, and they made certain recommendations to the Legislature, which will convene early in May, as how this can best be accomplished.

As the police jurors of the parishes are appointed by the Governor, it may safely be declared that they will not make any recommendations or suggestions to that Legislative body which would be inimical to the chief executive's views or desires. The sales tax bill, or proposed sales tax bill, sponsored by Mr. Harris, Superintendent of the public schools of the state, proposing a tax of twenty per cent on the sale of cigars, cigarettes and tobacco in Louisiana, as well as a similar tax on cosmetics, lip sticks and other commodities for feminine use, had been placed on the docket of the Police Jury Association for action, but it was not considered by the general meeting.

It was found that the executive committee of the Association had killed it, so that it never had a chance to come up before the association for consideration. With this "black eye" from the Police Jury Association of the state, the so-called luxury tax bill of Superintendent Harris, even if some venture-some member of the legislature should be bold enough to introduce it, would not even be referred to a committee for consideration.—CRESCENT.

The United Buys Brooklyn Property

Tankos, Smith & Co. sold for the Huber estate, represented by Dutton & Holohan, attorneys, to the United Cigar Stores Company, lessees, 439-442 Fifth Avenue, northeast corner of Ninth Street, Brooklyn, two four story buildings and a one story extension, 40 x 80.

EDUARDO H. GATO



Established Since 1871
BOUQUET de GATO—MI PREFERIDA—CRESSIDA
E. H. GATO CIGAR CO., Factories and Office, Key West, Fla.

East Hartford Fire Has Small Effect

SPRINGFIELD, Mass., April 17.—East Hartford's disastrous tobacco warehouse fire, which early last Saturday morning destroyed 1,000,000 pounds of cased leaf tobacco, representing the product of 1,000 acres of Connecticut Valley tobacco fields, will undoubtedly relieve to a degree the pressure of overproduction which has overshadowed the growers in the valley, in the opinion of observers of the tobacco situation. On the other hand, the loss of 1,000,000 pounds will be but a comparatively small amount when it is considered as a reduction in the existing surplus stocks of valley leaf tobacco.

Interest among tobacco growers in the much discussed "tobacco holiday" project that was the center of interest last winter has notably lessened now, said J. Whitney Root of Southwick. He pointed out that much increased interest in tobacco production has already been aroused in other producing districts by the wide publicity given the plans to cut down production here. Disastrous as the East Hartford fire proved, its loss was small when compared with the accumulated surplus from overproduction.

Lynne P. Townsend of the Hampden County Improvement League said that while he was not in close touch with tobacco growers in this district, he was confident that the question of overproduction would largely take care of itself through credit restrictions this season. The marginal farmer, or in other words, the one whose land is least suited to grow a good crop of tobacco, will be gradually eliminated through his own failure to make growing the crop profitable, said Mr. Townsend. Also, he pointed out, tightening of credits by banks and fertilizer distributors will have a part in cutting down the acreage.

One interesting phase of the condition created by the East Hartford fire arises from the reported complete coverage of the burned leaf by insurance. It is said that many of the growers whose tobacco was tied up in the burned

warehouse would, if they received their insurance money promptly, be placed in a position to carry on this season's operations with a financial backing that would have been lacking, were their crops warehoused and credit on the tobacco limited.

Where Are the Boston Cigar Strikers Going?

Few strikes by organized labor have even taken place without creating consequences that the originators of the strikes did not contemplate. This is said to be especially true of strikes in the cigar-making industry and there is indication that the present walkout of union cigarmakers in Boston will prove no exception to the rule.

Although no formal statement has been made, it is evident that the remaining large manufacturers in this city have reached the end of their patience and that some, if not all, have about decided to remove their business to New York, New Jersey or other places where labor conditions are vastly better. It is no secret that these places are angling for the business and that strong inducements are held out. One firm in New York not only has offered floor space in a modern building to one Boston manufacturer, but also has agreed to provide the necessary machines to start him in his new location.

Labor controversies, as a rule, are difficult things upon which to comment. Invariably the unions, through their leaders, obtain much more publicity than do the employers and they present their side of the argument in its best light.

A Former Strike

An example of this was the Boston cigarmaker's strike of several years ago when a "nominal wage increase" was all that was mentioned. But when a newspaper obtained a copy of the complete list of demands and printed it the public learned that the cigarmakers stood in the light of attempting practically to control the factories. That strike collapsed soon after this incident. It had lasted several weeks and it drove three

factories out of Boston. The strikers did not gain a point.

The present basis of contention is said to be a demand for a wage increase representing a part of the \$4 per thousand tax reduction granted by Congress. In detail the union wants those men who make the higher-priced cigars paid \$2 a thousand additional. \$1.75 increase granted to those working on lower-priced products, an increase of \$1 a week to strippers, and ten cents per 1000 additional for packers. These demands would total \$2.31 per thousand cigars manufactured.

When the manufacturers petitioned for a tax decrease they promised Congress to pass the entire reduction along to the consumer and by doing so benefit the smaller retailers who have been existing on cigar profits so small as to be nearly unnoticeable. In view of this pledge they pointed out to the union leaders that they could not grant the increase and still compete with those companies who are making their cigars under better labor conditions. Boston's present rate of pay is \$21 per thousand; plentiful labor may be had in the territory surrounding New York at \$13 and \$14 per thousand. Furthermore, it is said, Boston labor conditions make it necessary to manufacture about ninety per cent of the Boston product in one size, the Londres, while around New York skilled cigarmakers are available who are able to turn out every size and shape in the finest workmanship, enabling those manufacturers to compete in any part of the country instead of confining their business to the New England territory only.—FRED C. GREEN, in Boston Transcript.

Porto Rican Agriculturists To Visit America

SAN JUAN, P. R., April 15.—A committee of the Association of Agriculturists of Porto Rico is to leave here April 22 to visit the United States. This committee is composed of Enrique Landron, secretary, M. Gonzales Quinones, executive secretary, and Dr. Zeno Gandia, attorney. bacco, which had been cased, was in

Connecticut Fire Loss

(Continued from page 3)

the Rosenwald warehouse which escaped injury. It will be necessary to take an inventory of what tobacco is in the Rosenwald warehouse as a check on what was in the Halpine warehouse at the time of the fire.

Safe Visible in Ruins

The large safe in the burned warehouse is visible in the ruins. In it are many of the records of the tobacco from the third and fourth districts of the Connecticut Valley Tobacco Association. The association, however, has a complete record of all the tobacco in the Halpine and Rosenwald warehouse at the headquarters on State street, this city, and this will be used as a further check.

Insurance Companies Help to Check Up

The insurance companies have been invited by President Alsop of the association to co-operate in the checking up of the tobacco in the two warehouses and a representative of the companies is at work with Buel C. Grant, manager of the warehouse for the East Hartford Tobacco Growers, Inc.

The insurance on the burned tobacco is with the several Hartford fire insurance companies and the Springfield Fire and Marine Insurance Company. Mr. Alsop said yesterday that the growers "would receive full value."

Association Has Record of Poundage

There is a record with the association of the poundage of each grade of each individual grower, and the association has also samples of the several grades of each grower taken after the crop was delivered and inspected at the warehouse.

With the possible exception of a few hundred cases all of the tobacco burned was of the 1925 crop.

The insurance companies have said they are willing that the association sell and deliver any of the tobacco in the Rosenwald warehouse where the check-up and inventory is going on. Sales are being made.

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Valley
Tobacco

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HATFIELD, MASS.

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BROAD LEAF and HAVANA SEED Tobacco

SILBERMAN & KAHN, Inc.

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Packers of Connecticut Broadleaf and Havana Seed.
109 COMMERCE STREET, HARTFORD, CONN.

S. A. Fassler

S. A. FASSLER & CO.

GROWERS OF SHADE AND PACKERS OF

CONNECTICUT TOBACCO

148 STATE ST., HARTFORD, CONN.

W. L. Katzenstein

Connecticut Busy With Very Good Sales

Havana Seed Sold—Poor Weather Delays New Crop—More Shade Acreage—Growers Lease Lands to Packers—Plan of Compensation—Lots of Buyers—Fires Cause Big Loss.

HARTFORD, April 19.—A fairly busy week occurred on this mart, and sales in considerable volume were recorded. These were confined mostly to the Havana seed types of the 1925 crop, which were out of sweat, sampled up, and ready to sell, and were mostly of the light grades.

There were also a few nibbles at the dark wrapper grades, which show up a very good style tobacco, being much thinner in leaf and a larger yielder, than either the 1923 or 1924 crops.

Work Delayed

The continuous cold weather is very much of a drawback in regard to getting spring work started on farms, and has delayed tobacco bed sowing from ten days to two weeks. This, in turn, will mean a late set out crop, and consequently delayed harvest with attending risk of early frosts.

So far this spring we have had only one or two balmy days, with cold, raw freezing nights, and days so windy that bed sowing was out of the question.

As to how large the cut in acreage will be, it is yet a little early to arrive at any definite figures. But it is safe to count on a twenty to twenty-five per cent cut in total acreage, and a fair chance of its being more, owing to the retarded seasonal weather.

Shade Increase

The shade acreage will perhaps show an increase of about one thousand acres over last year's crop, and the shade growers may also increase their acreage of broad leaf. But the total of such increase will be more than offset by the other growers who will, in many cases, cut out the crop entirely for this season, and put the land to other uses.

There are, however, many growers who have made contracts to grow a crop on their lands, leased to packers. They put up the ready cash for labor and fertilizer, and pay the grower a specific price for his labor, at so much per pound in the bundle, when ready to deliver to warehouses.

Daily Wages

By this arrangement, the grower can figure that he is getting a day's wage, and if the yield is heavy, he will fare that much better when delivery time comes. Chances are, he will be better off than if he grew the crop on his own account, and more ready to make the same deal for succeeding seasons. At no great distant time this may bring about that method of tobacco production in this section for the future, and it is the only way in which the crop can be made on an economic basis, producing fairly uniform product.

Benefits and Results

The packers, buying their fertilizers for cash or specific terms, buy much lower than the farmer, and are assured of a fair degree of uniformity in quality of the crop when raised on the same formula of fertilizer.

On the other hand, the grower furnishes the land, buildings, and labor

to grow the crop, at so much per pound, when delivered. He has advanced to him, from time to time, such amounts as he needs to carry on the labor, which amounts are deducted in the final accounting. By this arrangement every grower is going to do much of the work himself, rather than hire labor. He will find himself better off in the end than if he grew the crop on his own account and took chances on an overloaded market.

Here Are the Buyers

Buyers were here in force during the week, and among them were M. L. Gershel, Jos. Arens, R. Stanley, J. Jacoby, A. I. Mendelsohn, Samuel Mendelsohn, Frank Bach, J. Marqusee, M. Levy, Leo Hirsch, M. Schwartz, S. Summers, S. Roberts, all of New York; Messrs. Bobrow Brothers, L. Kramer, of Bayuk Cigars; C. M. Hipple, Philadelphia, Leo Taussig, of Escallente & Company; Messrs. Newman and Friedman, successors to Newman & Gach, of Chicago, Pfalzgraff & Brothers, of York, Pa., and several others.

Shipments Good

Tobacco shipments out of storage keep up at a good pace, and many bales of shade grown have gone forward much earlier than usual.

Following the big fire in East Hartford of the tenth, there was a complete loss of the Ellsworth warehouse in Broad Brook on the seventeenth. This contained several hundred cases of 1924 crop, owned by New York parties, and considerable 1925 crop being packed, the loss totalling upwards of \$200,000.

Association Notes

Sales have been in good volume for the past two weeks, and while not official, reports have it around 3,000 cases each week, comprising all grades.

Warehouses are about through with packing the 1925 crop, but there are yet a good many crops on farms of members who would rather sell in the green state, than pack and wait for proceeds.—NUTMEG.

C. V. Association Suit Demurrer Argued

HARTFORD, Conn., April 17.—Arguments on demurrer to the complaint in the case of the Connecticut Valley Tobacco Association, Inc., against Michael Leahey, of Suffield, were heard by Judge Isaac Wolfe in the superior court yesterday.

The complaint in brief is that Leahey in violation of his 1922 contract with the association sold and delivered his crop of tobacco to a third party.

Colomon Elsnar, attorney for the defendant contended that it is vital, necessary that the association allege performance of the contract on its own part. Francis W. Cole, for the plaintiff argued that the complaint alleging violation of contract, was sufficient under the circumstances. Judge Wolf reserved decision. Several citations were made.

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Grower and Packer of

Connecticut Broadleaf Tobacco

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Danville To Speed Up Her Auction Sales

Fifth Sale Proposal Voted Down by Association—Twenty-five Pounds Fixed as Minimum Sale—Col. W. T. Hughes, Retiring President, Makes Interesting Report.

DANVILLE, Va., April 17.—The Danville Tobacco Association is scheduled to speed up the sales next season in order to deal more expeditiously with the deliveries at the height of the season. It does not, however, think that the time has come to put on a fifth sale, despite arguments made for it. At the annual meeting to which brief reference was made in last week's TOBACCO, A. Berkeley Carrington, associated with Dibrell Brothers, and son of Col. A. B. Carrington, was elected president of the organization and John B. Harvie was named vice-president. Committees for the coming year were appointed and various reports were heard, one of these from the basket committee, showing that it is in an excellent condition as is the Tobacco Association.

Col. W. T. Hughes, the retiring president, recommended the fifth sale in his report and the executive committee also advocated an additional sale next season. A minority report was presented disapproving of the extra sale and when the report was read a debate was precipitated. It was argued that Danville should take steps to maintain its position and that the fifth sale would be a great boon to the tobacco interests and would result in more tobacco being brought here. As it is, it was stated, many farmers arriving here are unwilling to wait to get floor space and leave or nearby smaller markets. In this way, it was held, thousands of pounds of leaf have been lost.

Opposed to Fifth Sale

H. L. Boatwright spoke against the fifth sale, saying that the tobacco interests should strive to extend the marketing period and should not do anything that would tend to speed the selling season which is annually being crowded into a shorter space of time from October to December 31. His plea, in effect, was for more orderly marketing and he referred to the cost that would have to be borne by the dealers in putting on an additional buyer. If Danville were to get the fifth sale, he said, it was certain that other markets would seek to step up their selling facilities and that in the long run it would mean a heavy investment on the part of the dealers when it was not actually needed.

Other speakers declared the need for a fifth sale is apparent, as the farmer as now come to the belief that after the Christmas holidays there is invariably a slump in prices and that is the reason why they rush their leaf in hoping to dispose of it at the high prices before the Christmas recess comes. Exception as voiced to the accuracy of this statement and it was pointed out that during the past season some grades sold even higher after Christmas than before.

"Compromise" Effected

As a compromise proffered by Julian Jordan it was decided next season to speed up the selling limit from 260 pounds an hour to three hundred pounds an hour, to curtail the dinner hour and, of persons greatest importance, to enforce vigorously the existing warehouse rule that no pile under 25 pounds in weight shall be sold. In this is the secret of congestion, since farmers, to a growing extent,

are bringing in small lots of tobacco in their automobiles and on arrival subdividing it. The decrease in the size of the piles has been marked of recent years and the auctioneers point out that it takes just as long to sell a small pile as one weighing 300 pounds.

There are instances where piles weighing four pounds have been displayed for sale. Warehousemen have pointed out that it is to the advantage of the farmer to observe the 25 pound rule as there are cases where an unusually small pile has brought such a low price that it was necessary to take the warehouse charges out of another pile of tobacco.

The Association at its annual meeting made reference to the absence of E. G. Moseley, veteran member of the Danville trade, and for many years chairman of the executive committee. He is ill at his home here, but recovering. This was the first annual meeting he has missed in fifty years, it was said.

The report of the retiring president which gives authentic data on the accomplishments of the Danville market is as follows:

"To Members of the Danville Tobacco Association.

Gentlemen:

In accord with the custom of the former presidents of your association, I beg to submit the following report of the year which closed March 15, 1926.

Extensive preparations were made for a large 1925 crop, but an unprecedented drouth began before the planting season was well launched, and in many sections there was scarcely a shower before cutting time. In some localities rain fell so late that tobacco took a second growing, making it very hard to cure and resulting in the largest crop of from common to medium fillers seen for many years.

I am glad to say, however, that there were some good mahogany fillers and dark wrappers, the latter bringing outside prices. In fact, the choice lots sold very high.

From a few favored sections where there was more rainfall we received some fine bright wrappers and cutters which sold exceedingly high. The wrappers ranging in price from 60c to 90c and sometimes above, while cutters were from 45c to 60c.

Semi bright fillers or semi bright tips were very scarce. Same can be said of a better leaf just above these ranging from 8c to 11c. During the entire season there were very few, if any, of the old fashioned lemon wrappers to be seen.

Total sales for the season were 38,718,989 pounds, whereas the sales for 1924 were 36,526,629 pounds, so you will note a gain in 1925 of 2,192,360 pounds, and this after a growing season during which there was not only the worst drouth for many, many years, but also numerous and terrific hail storms, even at late as early September, followed by a very early killing frost, when quite a percentage of the crop was still in the fields.

Packages of leaf tobacco consigned to warehouses:

April 1, 1925, to April 1, 1926, 3,308
April 1, 1924, to April 1, 1925, 3,368

Decrease 60

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M. L. T. HUGHES
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4th & 5th Editions

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Bright and Dark Virginia
Burley—Western—Seed Leaf
Strips—Scraps—Stems—Cuttings

Cable Address: "Morrisco"
All Codes Used

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Bentley's—A. B. C. 4th & 5th Editions

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We specialize in Georgia, South Carolina, Eastern North Carolina and Old Belt
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Packages of leaf tobacco consigned to dealers:

April 1, 1925, to April 1, 1926 70,358
April 1, 1924, to April 1, 1925 61,569

Increase 8,789

While Danville has always enjoyed the reputation of having more floor space than any other market, the progressive owners of Planters, Banner, Piedmont and Holland's Warehouses have enlarged these buildings, thus supplying not only a great deal more room but better facilities for handling the steadily increasing quantity of tobacco sold on this market. There is approximately 500,000 feet of floor space in the open market warehouses.

The Danville Warehouse Company is to be congratulated on having secured the services of H. W. Winstead as manager of Holland's Warehouse. Mr. Winstead is a high class gentleman, an experienced warehouseman, and the large trade that he has influenced to Danville proves him to be a most valuable asset to the Danville Tobacco Market. The Tobacco Association gives him a hearty welcome.

The new Hughes Warehouse, built by W. T. Hughes, is considered one of the largest in the South, and the Bowen Brothers, of Lake City, S. C., proprietors, whose reputation as up-to-date progressive warehousemen preceded them, have received a cordial welcome to Danville. The Bowen Brothers are well and favorably known over the entire bright tobacco belt, having operated and are still doing so on several different markets, and it is confidently expected that they will be instrumental in having large quantities of tobacco brought to Danville from growers in outlying sections whose product has hitherto been sold elsewhere. A good beginning along this line was made this past season.

It is hoped and believed that a fifth sale will be put on next season, to expedite the handling of the daily rush, so with all the above mentioned facilities and the good roads with which Danville is now practically surrounded, our city should, with the necessary team work, return soon to its former position as the largest loose tobacco market in the world. We cannot afford to let our North Carolina friends forge ahead of us, for Virginia is the Mother of tobacco as well as of States.

Among the buyers on the Danville Market are not only representatives of all the large companies, but the greater number of substantial buyers on a market, many of whom buy largely of this market and also have plants or substantial connections in the Carolinas and Georgia.

The banking accommodations of Danville are more than ample for this great market and the banks join the Board of Trade in urging all good tobaccoists, especially buyers on nearby small markets, to locate here. Danville's schools and churches are such as to readily attract those in quest of a place to locate.

Our Association has been called upon during the year to bow in humble submission to the Almighty Will in the loss of four valued members, namely: Messrs. J. W. Skinner, W. Y. Noe, Ike White, and W. T. Keeling. Suitable resolutions were passed upon the death of these associates, copies being sent to the families of the deceased; also spread upon the minutes of the Association.

At this time it is hard to accurately estimate regarding the next crop. There is little doubt that the farmers desire to plant an average crop, but due to the poor and short crop of 1925, bringing so little money, it is doubtful if even an average crop can be planted.

Do Not Overcrop

In concluding, I must pass a word to the farmers, knowing that my associates will agree with what I am about to say. Do not overcrop, as an oversize crop almost invariably spells disaster. Do not raise as many fillers and medium mahoganies, for owing to the fact that the use of plug tobacco is decreasing, there is little demand for these types; consequently, no competition on the market and the farmer who raises the tobacco this season will do so at a loss. On the other hand, the demand for cigarette tobacco is growing by leaps and bounds. One can raise bright tobaccos, cigarette cutters and export leaf much more successfully if the rows of tobacco are not more than three feet apart and the hills not over twenty inches apart, then top the plant from fourteen to sixteen leaves, gathering as it starts to ripen at bottom.

This section of the country cannot hope to compete with the Carolinas as to quality or price as long as our farmers adhere to the old methods of raising tobacco.

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CODES: Bentley's, Lieber's

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CAROLINA
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HOPKINSVILLE
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 Cable Address: ULTOCO, Richmond, Va.—All Codes Used

bacco while our neighbors in the Carolinas follow the new.

Before retiring from office, I wish to thank my fellow members, especially all those serving upon committees, for their hearty co-operation in whatever has been undertaken this year by the Association. Our efficient Secretary and Treasurer is always ready to assist with his knowledge and experience, and thus is of inestimable help to the Presiding Officer. I wish also to thank the Registrar for its co-operation along the line of publishing our notices, etc., promptly and correctly. Last, but by no means least, the whole Association thanks its farmer friends who have continued to sell their product on the open sale and to assure them that the members of the Danville Tobacco Association are indeed their friends.

"Assuring all of my very best efforts toward the future growth and development of our market and wishing for the incoming President, also the Association, a year of accomplishment."—TETLEY.

Growers May Not Heed Warning

HENDERSON, N. C., April 10.—In spite of the warning that has been sounded by officials of the Tobacco Association of the United States, there is every indication at this time that the 1926 tobacco crop in Virginia and the Carolinas, and particularly in North Carolina, will show a considerable increase in size over the yield for 1925. Frank Parker, statistician of the State Department of Agriculture, is out with a statement to the press of the State, to the effect that a careful survey of the situation, made by agents of the department, indicates an increase of at least seven per cent in the crop. He undertakes to make no explanation of the real cause or reasoning of the farmer in going in thus heavy, and the chances are it will be even heavier, after the crop is planted, in the face of such strenuous warnings of almost certain disaster if another enormous crop is dumped on the market.

While the late spring has kept back the plant beds, they are coming out sufficiently to indicate the intentions of the farmers to some extent, it is stated by observers. One or two farmers in this neighborhood have been heard to remark to others that they would probably have to borrow some plants.

The lateness of the spring is not expected to have any particularly bad effect on the crop, other than to make it considerably late from one to two weeks. That may not have any adverse effect upon the ultimate yield. One prominent farmer of the county, who is pretty well acquainted with the situation, said this week that he believed the farmers would go in for a much larger crop than they had for several years.

This condition prevails in the face of figures that are just announced by the State Department of Agriculture showing a crop in 1925 of more than 340,000,000 pounds in North Carolina alone, to say nothing of the 95,000,000 pounds in Virginia and 51,000,000 pounds in South Carolina. All figures are those for producers' sales. They show an average per hundred pounds of \$22.50 in North Carolina; \$16.52 in South Carolina.

The Department's figures indicate an acreage of 547,000 in North Carolina for the 1925 crop, with a per acre yield of 660 pounds, or a total production of 361,020,000 pounds, which averaged \$23 per hundred, or a value of \$83,035,000 for the entire crop.

After having achieved its goal of more than 10,000,000 pounds of tobacco sold on this market of the 1925 crop, Henderson is now laying its plans for an even bigger total for the 1926 crop. This is partly due to the prospects of a larger production and partly to the fact that it is felt the market can be developed into greater proportions than it ever has been before.

A delegation of the leading business men of the community during the past week was in Richmond in conference with high officials of some of the leading tobacco companies with a view to obtaining double sales on the auction market in 1926. There have been rumors here that the Oxford market has been promised double sales, and Henderson is anxious to keep up with the procession and hold its own in this respect. Interviews were rather vague and indefinite, with the general impression conveyed being that there was plenty of time yet for action in this regard, and that it was a bit too early in the season to be emphasizing such a matter. We Henderson people, however, are anxious to get on the band wagon in ample time, and are letting no grass grow under their feet. The great expense of a double set of buyers was explained by the companies, while some promised to take the matter under consideration. While it is said to

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CHASE CITY, VA.

be the policy of the companies to provide one buyer for each 12 to 15 millions pounds of tobacco handled on a market, it is recalled here that Durham in 1924 sold only about 10 to 12 million pounds, and, with a double set of buyers in 1925, pushed her total up to around 16,000,000 pounds. Henderson warehousemen and business men believe that this market can do almost as well with a little encouragement from the buyers, such as is sought.

While very little of a definite nature developed from the trip, which was made by possibly the largest delegation of business men ever to leave the city on such a crusade, it is the determination of those behind the movement to press the issue, and to do all in their power to obtain a double set of buyers this season.—HAB

Public Director of Tri-Pool Resigns

HENDERSON, N. C., April 17.—The past week saw further defection in officialdom of the Tobacco Growers Co-operative Association. George Ross, chief of markets of the North Carolina Department of Agriculture, and public director of the association, named by the governor of the State, resigned last Monday, he said, because of conflict with duties of his position with the State, and also his official duties in connection with 53 other co-operative marketing associations.

Mr. Ross retires after having held office less than a year. He was appointed as public director, June 4, 1925, by Governor McLean. In announcing his resignation, Governor McLean made public the following statement, in which he declined to name a successor to Mr. Ross:

"There seems to be nothing in the statute which requires me to appoint a public director, although the by-laws of the association so provide. For the present, at least, I see no reason why I should be called upon to fill the vacancy caused by the resignation of Mr. Ross, and it is my present intention to take no further action in regard to the matter."

The association, since its formation in 1922, has had three public directors, one each from the three States of Virginia, North Carolina and South Carolina, which constitute the organization appointed by the respective governors, these being in addition to the directors elected by the growers. The total membership of the board at present is 25.

The North Carolina co-operative marketing law, under which the tobacco association and a number of others are organized, requires the presence of public directors on the boards of the associations, providing that they shall be appointed by "the director of extension or some other official." The official to make the appointment is designated by the by-laws of the association. The public director in the North Carolina Cotton Growers Association, Robert N. Pafe, of Aberdeen, is also appointed by the governor, while in a number of small associations the appointment is made by the commissioner of agriculture of the State.

Mr. Ross, who succeeded Dr. Clarence Poe, has been connected with the asso-

ciation during the most turbulent period of its existence. Since his retirement from the directorate of the association, Dr. Poe has sharply criticized the former re-drying policy of the association, under which R. K. Patterson and T. C. Watkins, Jr., while officers of the association, made large profits on contracts for redrying association tobacco.

In resigning, Mr. Ross assigned as one of the reasons the fact that he has official duties in connection with 53 other co-operative marketing associations. Most of these differ from the tobacco association in two important particulars, in that the contracts contain a clause permitting withdrawal at the end of one year, and that the by-laws make it impossible for any director to draw a salary from or trade with the association.

Since the recent action in the Federal court, however, the waters have quieted. Governor McLean, who is a member of the association, made no statement with reference to Mr. Ross' retirement, further than announcement of his present intention to leave the vacancy unfilled.

Recently Mr. Ross advanced several propositions to the board of directors which have received no action. One of these provided for all records of account with growers to be kept at the local warehouses instead of at a central point. Another provided that the warehouses should receive and store other commodities in addition to tobacco, and still another that grading should be done by State and Federal authorities instead of by the association. Still another would have combined the organs of the tobacco, cotton and peanut associations into one paper devoted to co-operative marketing, but not controlled by any one association.

Mr. Ross has also opposed a re-sign-up campaign predicted on abandoning the association, unless a majority of the crop is signed. Mr. Ross is committed to the opinion that the association can be operated successfully with a smaller percentage of the crop.

In his letter to Governor McLean tendering his resignation, Mr. Ross wrote as follows:

"June 4, 1925, you appointed me as the public director of the Tri-State Tobacco Growers Co-operative Association to succeed Dr. Clarence Poe, who had resigned. I have served since that date with a great deal of interest, and regret for many reasons that I cannot continue longer in that position."

"For some time I have felt that there was a conflict of duty between my serving as a director in one particular co-operative association while there are 53 cooperative associations in the State which have the same claim upon my time as the chief of the Division of Markets in the North Carolina Department of Agriculture. My responsibilities to all cooperative associations are set forth in Sections 5, 8 and 19 of the Cooperative Market Act, Chapter 81 1921."

"The greatest problem that will confront the many associations now forming and those about to be formed, will be in regard to their grading, financing and warehousing policies, and here again the Division of Markets is charged with the responsibility of making sur-

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as to the pooling and mingling of the commodities under contract on a fair and equitable basis to each and every grower.

"Sincerely appreciating the honor that you conferred upon me by this appointment, and trusting that my service has met with your approval, I am," etc.

Here is Governor McLean's reply: "I acknowledge receipt of your letter of the 12th inst. tendering your resignation as public director of the Tri-State Tobacco Growers Cooperative Association, for the reasons as stated in your letter.

After carefully considering the reasons stated in your resignation, I feel that they are sound."—HAB.

The Tri-State Co-ops Make Nominations

HENDERSON, N. C., April 10.—Throughout the territory embraced in the Tri-State Tobacco Growers Association, member growers met in county seats today and nominated men from among whom are to be chosen a body of men from the several districts to elect the directors who will manage the affairs of the association during the coming year. In this year the meeting was held in the association's warehouses, instead of in the court house, as is understood to have been the case in many instances. The meeting here was declared well attended, with a morale evident as good as could be expected.

The meeting was presided over by J. B. Hicks, president of the county club of the association, with John Wilkerson, the county secretary serving as moderator. There was no other business transacted, it was said, and the meeting was rather brief.

Fourteen men were chosen as nominees, and the members will come tomorrow May 15, and cast ballots for seven of the number to serve as directors from this county to the district convention that will elect the district directors for the coming year. Vance county is in a district with Warren, Franklin and Halifax counties. For the past year S. R. Adams, of Townsville, this county, has served the district as director. Whether he will be re-elected next year, or whether he wants the place, has not been determined.

Today's meeting was carried through with as much seriousness and determination as though the association had not been up against the fight of its life in the past few weeks in the receiver's action in Federal court. It is understood that this sort of an attitude marked the meetings in many county seats in the three states.

From headquarters of the pool have gone out letters to the membership emphasizing the importance of electing strong directors to meet the problems of the association, "in its fifth and last year of operation." The statement further sets forth that, "as the present association holds large stocks of tobacco, valued at millions of dollars, and the present membership have considerable financial investment, both in the warehouse properties and the reserve funds of the present association, they have been urged to take a very active part in choosing and naming the men who will direct their business at the time when their organization is undergoing the most severe attacks in its story."

A statement from Raleigh headquarters tells of the big annual meeting at Raleigh May 18, to which William M. Ordine, United States secretary of agriculture, has been invited. He has notified his intention, it is said, to be present.

The campaign for the new five-year plan in the old bright belt is beginning to get well under way, so far as

efforts are concerned. Meetings are being held at different points in the territory embraced in the belt, and appeals are being made to the farmers to enlist their efforts for another try of the association under a contract that has been greatly modified, and which is said to embody remedies for many of the principal objections raised by disgruntled members of the association.

An effort has been made to eliminate the objectionable features from the new contract, but even at that there seems at this early date to be some evidence of uncertainty as to the probable outcome of the undertaking.

On all sides, at least in this locality, are predictions that another association is impossible in the face of what has happened to the present organization. Yet there are a few members of the old pool, and at least one or two were heart and soul behind Senator Person's suit for a receivership, who already are said to have signed the new agreement.

It is thought, however, that there is little likelihood of any sizable organization being built up in this section, and some are even of the opinion that the marketing of next fall's crop will see even fewer members of the pool than last year delivering their tobacco to the association. The litigation in both State and Federal courts in the past few months is believed to have had a more or less demoralizing effect upon the rank and file of the membership, and to have caused some of them to become imbued with the idea that they will be at liberty to sell at will and wherever they please, regardless of their contract.—HAB.

Contract for Whitlock Addition Awarded

RICHMOND, Va., April 17.—The contract for the construction of the new six story addition to the Whitlock branch of the P. Lorillard Company here was awarded today to the White Construction Company of New York and Baltimore.

Work on the addition will begin at once, the foundation having already been completed at Twenty-fourth and Cary streets, under a separate contract. The new building, which, it is reported, will cost in the neighborhood of \$500,000, will be of re-inforced concrete and steel with a frontage of 150 feet and a depth of 250 feet, and is to be devoted entirely to the manufacture of various brands of little cigars.

It is understood that the contract calls for completion by September 15, an unusually short time limit for a project of such magnitude. The building is the second large addition to be added to local tobacco plants during the present year; work on the six story addition to the Allen & Ginter branch of Liggett & Myers Tobacco Company, being now well under way.—JACK.

Tobacco Imports Into Ecuador

WASHINGTON, D. C., April 19.—Any arrangements to import tobacco, cigars, or cigarettes into Ecuador must be made direct with the Provisional Government, since all monopolies granted by previous governments have reverted to the State by a decree effective September 1, 1925, according to a Consular report to the Department of Commerce from Guayaquil, Ecuador.

It is understood in Ecuador that the Provisional Government has made a contract with one manufacturer to import tobacco, but a permit for each importation must be obtained previously from the proper authorities.—LAMM.

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We have the latest improved Proctor Re-Drying Machine, and our *Storage capacity is unlimited.*

We solicit your Orders and will give same prompt and efficient attention.

SEND FOR OUR WEEKLY REPORTS

Louisville Market

LOUISVILLE, Ky., April 17.—The Louisville Tobacco Board of Trade reports the hoghead leaf tobacco transactions as follows:

Tobacco Sales for the Month and Year to April 16

Ware-houses	Auction Sales	Private Sales	Total for Week	Year Jan. 1 to date
Kentucky & Louisville	18	25	43	3,498
Main Street.	8	...	8	1,583
Planters-Farmers	...	15	15	812
Burley	26	40	66	5,893
Year 1923	...	...	80	11,141
Year 1924	...	...	187	15,098
Year 1923	...	...	123	21,812

Classifications of This Week's Sales

	Old Crops	1925 Crops	Total
Burley	17	47	64
Dark	2	...	2
	19	47	66

Classifications of Sales Jan. 1 to Date

	Old Crops	1925 Crops	Total
Burley	4,827	5,993	10,820
Dark	151	149	300
	917	4,976	5,893

Classification of Sales to Same Date in

	1923	1924	1925
Burley	10,205	13,430	20,050
Dark	936	1,668	1,762
	11,141	15,098	21,812

Comparisons with Previous Years

	1926	1925	1924
SALES			
Total sales of new crop to date	7,606	11,650	15,159
Sales of new crop to date	6,531	9,845	13,226

REJECTIONS

	1926	1925	1924
Rejections this week:			
Burley	7	...	...
Dark	0	...	...
Total	7	30	31

Percentage of rejections to auction sales:

	1926	1925	1924
Burley	27	...	...
Dark	0	...	...
Total	27	41	21

RECEIPTS

	1926	1925	1924
Receipts this week	33	12	186
Receipts, Jan. 1 to date	4,125	8,601	11,299

Quotations at Louisville April 16

	Dark	Bright	Colony	Dark
Trash, green or mixed	8-10	11-13	14-16	6
Trash, sound	10-11	12-14	17-19	6 1/2
Common lugs	13-15	16-18	19-21	6 1/2
Medium lugs	17-19	20-22	23-25	7
Good lugs	20-22	23-25	26-28	7 1/2
Common leaf	16-18	19-21	22-24	10
Com. leaf, short	11-12	14-16	18-20	8
Medium leaf	18-20	22-24	26-28	14
Common leaf	24-26	26-28	29-31	20
Good leaf	26-28	30-32	33-35	22
Fine & Select	28-30	30-32	33-35	22

Burley, 1925 Crop

	Dark	Bright	Colony
Trash, green or mixed	6-8	10-12	11-13
Trash, sound	8-10	12-14	14-16
Common lugs	11-13	13-15	17-19
Medium lugs	14-16	18-20	20-22
Good lugs	15-17	20-22	24-26
Common leaf, short	10-12	13-15	16-17
Common leaf	14-16	16-18	20-22
Medium leaf	16-18	19-21	24-26
Good leaf	22-24	23-25	28-30
Fine & Selections	26-28	28-30	30-32

N. B.—Unsound or defective in condition, length or color, or mixed packages, from 1 to 3 cents lower.—F. E. BROCAR, Secretary.

Burley Co-op. Rushes Big Payment Plans

LEXINGTON, Ky., April 17.—Work has been pushed rapidly the past week in the \$10,000,000 distribution the Burley Tobacco Growers Co-operative Association is making to its members in Kentucky, Ohio, Indiana, West Virginia, Tennessee, Missouri and Virginia, and it was said at the offices today that the checks would be in the hands of the growers by April 30th.

Staff Engaged

The entire clerical staff of the association, under the direction of Secretary and Treasurer H. Lee Earle, and Assistant Secretary B. P. Anderson, has been engaged in the work a whole week, assisted by Vice President Bush W. Allin, who came from his home at Harrodsburg and signed checks to the growers for most of the week, assuming also the duties of the presidency of the Association in the absence of President James C. Stoen, who was out of the city on business for the Association. Besides the office staff fifty extra clerks and calculators were employed in order to make certain the checks would be in the hands of the growers by the promised time April 30.

Enormous Amount of Detail

As there will be about 140,000 checks some of the growers have assigned their certificates as collateral for loan, and as there is an average of ten calculations on each account it will be necessary to make 1,400,000 calculations for the checks are ready for the mail. The second distribution on the 1924 crop is the final payment on 29 grades, all of which have been sold out and paid for in full by the manufacturer. There are twenty-three grades not represented in this payment, on which distribution will be made to the growers when a sufficient amount has been sold to warrant a distribution, according to information from the officers of the Association today.—J. S. P.

The Austin Co. Open Georgia Branch

GREENEVILLE, Tenn., April 17.—The Austin Company, Inc., one of the largest tobacco buyers and warehouse operators of East Tennessee, with both offices here, have extended the scope of their operations to Georgia, and according to information received here, have leased a large building at Dorcas, Ga., for occupancy and use for drying the bright burley crop of this section this year.

The Austin Company's new branch is located on the A. B. & A. railroad station to this section of the state, which they expect to bid for when it moves into the market later in the year.

Hopkinsville Average, \$6.7

HOPKINSVILLE, Ky., April 17.—Total tobacco sales for official week ended, 1,836,105 pounds; average price, \$6.7 per 100 pounds. Sold to date of 1924 crop, 27,528,940 pounds; average price for 100 pounds, \$9.34. Sold to date of 1925 crop, 16,459,145 pounds; average price per 100 pounds \$12.79.—J. H. HANCOCK, President, Hopkinsville Tobacco Board of Trade.

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BUYERS, REHANDLERS AND REDRYERS OF

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Improved Continuous Stick and Apron Steam Drying Machines. Ample Room for Air Drying
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Buyers on all Hoghead and Loose Leaf Markets in Burley and Dark Sections

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and Business References.

THE TOBACCO TRADING CORP.

All Kinds Kentucky-Tennessee & Virginia-Candor

— LEAF TOBACCO —

Louisville, Ky.

Richmond, Va. U. S. A.

Greeneville Has Good Tobacco Prospects

GREENEVILLE, Tenn., April 17.—We have had several days of splendid growing weather, warm with enough rain. The farmers in our section have all been busy planting corn. However, they have their tobacco land already plowed. The weather conditions will permit them to finish planting corn early in the coming week and be able to disc most of their tobacco ground very shortly. The tobacco plants have been growing rapidly, most all of the beds being covered with young, green plants; in most places they seem to be too thick, so we think with favorable weather conditions there should be plenty of ripe plants, and it looks as though we will get our crop out ten days earlier in last season.

We expect a good many of our growers to which time we will write you return about the progress of the crop. CLYDE B. AUSTIN, President of the 15th Company, Inc.

Springfield Average, \$10.42

SPRINGFIELD, Tenn., April 17.—The leaf tobacco transactions of this market are recorded as follows:
les for week 784,645 pounds
les for season 10,777,105 pounds
les last season 11,564,735 pounds
erage for this week \$10.42
erage for this season 14.63
erage for last season 20.22

Price Quotations

ash	.....	\$ 2 to \$ 3
mon lugs	.....	3 to 6
ed lugs	.....	6 to 9
lugs	.....	9 to 12
le leaf	.....	12 to 15
mon leaf	.....	4 to 10
dium leaf	.....	10 to 15
d leaf	.....	15 to 25
le leaf	.....	25 to 35
le leaf	.....	35 to 40

Lowest Average of Season

With large offerings on the floors, common grades dominating and at extremely low figures, the average of \$10.42 on 784,645 pounds is the lowest for the season. It appears the farmers have given up hope obtaining the prices that they once expected and are accepting the market for their crops. Good and fine styles are to sell high, as well as the very medium leaf. We can see no change in lugs and trashes.

Crop Cut Seems Probable

There has been much talk among farmers this week of them taking steps regarding the present tobacco situation. It seems that in some of the crops they have made preparations for the 1926 crop are giving the idea and are leaving the farm; and this will be the case, naturally the will be lessened to some extent. It is now our opinion that the acreage will be cut as compared that of 1925.—J. W. HAYES TOBACCO COMPANY.

Owensboro Outlook

OWENSBORO, Ky., April 17.—The tobacco sales here are reported by Moreland, Withers & Hicks, as follows: Sales over the loose-leaf floors for week aggregated: Green Rivers, 73 pounds; average, \$4.04. Burleys, 5 pounds; average, \$6.90, with market conditions and prices continuing as previously advised. Regular daily sales have been discontinued and we will have only two days each week for the balance of the selling season. Kentucky & Virginia Leaf To-

Cable Address: "Geyerco"

Established 1855

ED. C. GEYER & CO.

BALTIMORE, MD.

LEAF TOBACCO in all its Branches

bacco Company makes this observation: "With moderate sales through the week, there is no change to report in prices or character of offerings." "Because of scattering crops in this section not yet delivered, the Sales Committee decided to continue sales two days next week, Wednesday and Friday, after which floors will positively close for the season."

"In order to give complete market statistics, we will issue our final market report for the season at the end of next week."

Baltimore Market

BALTIMORE, Md., March 25.—Gieske & Niemann, leaf tobacco merchants, make reports as follows:

MARYLAND.—For the past week we had Receipts of 1600 hogsheds; and sales of 143 hogsheds.

There is a continued good demand for all grades of old crop and also for new crop, when of good quality and good keeping condition.

OHIO.—No receipts; sales 19 hogsheds, air cured tobacco.

Association Data

Leaf Tobacco Associations of Baltimore City issue these statistics for the week ending April 14:

Receipts, Including Reinspection

	This Week	Previously	Total	Net to Date	Same Date 1925
Maryland ..	188	2,327	2,515	2,085	917
Ohio	6	6	6	6	6
Total	188	2,333	2,521	2,085	917

Reinspections this week: Maryland 22; Maryland, to date, 430; Ohio, 6.

Deliveries

	Coastwise and Domestic	Foreign	Total	Ohio	Total
This week...	278	319	597	46	643
Previously ..	2,267	6,834	9,101	46	9,147
	2,545	7,153	9,698	92	9,790

Stock in Warehouses

	Maryland	Ohio	Total
Stock Jan. 1	11,451	680	12,131
Receipts since	2,085	---	2,085
	13,536	680	14,216
Delivered since	9,698	92	9,790
Stocks today	3,838	588	4,426

Sales

	Maryland	Ohio	Total
This week	143	19	162
Previously	2,000	22	2,022
	2,143	41	2,184

To Operate Star Warehouse In Lake City

SOUTH BOSTON, Va., April 17.—T. E. Hodges and W. W. Singletary have leased the Star warehouse of Lake City, S. C., and will operate it the coming season as an auction house. The Star warehouse was leased to the Tobacco Growers Association for the last few years. It is one of the largest in the state.

Mr. Hodges is of South Boston, Va., and is well known to the trade. Mr. Singletary is from Lake City and is also well known to the trade.

It is the consensus of opinion here that there will not be an unusually large crop of tobacco planted in this section another year. Fertilizer deliveries have not been very heavy and the farmers appear to be more intent on increasing the acreage planted to foodstuffs for man and beast than to planting a large crop of tobacco. The failure of the corn and hay crop last season, and the low price of tobacco is evidently the cause of this.—E. L. EVANS, Secretary and Treasurer of the Board of Directors.

Cable: Austin, Greeneville

STRIPS
SCRAP
BURLEY BRIGHTS

Arnolds No. 5
(A B C 5th Ed. Improved)

LEAF TOBACCO

THE AUSTIN CO., Inc.

GREENEVILLE, TENN.

Latest Proctor System

W. R. NAGEL & CO.

Dealers and Brokers on All Western Markets

Western District, Clarksville and Springfield Tobacco

OFFICE AND FACTORY:

NINTH & FINDLAY STS., PADUCAH, KY.

W. B. KENNEDY
Cable: Kennedy

Codes: Arnold's 5 and 15, A. B. C. 5th Edition

W. B. KENNEDY, JR.

W. B. KENNEDY & SON

PADUCAH, KY., U. S. A.

Leaf Tobacco Broker and Handler of All Grades of Leaf and Strips

Business Solicited on Orders for Commission

Factories: Paducah, Ky., Murray, Ky., Mayfield and Martin, Tenn.

A. F. Moreland

B. L. Withers

E. B. Hicks

Cable Address: "Moreland"

MORELAND, WITHERS & HICKS, Owensboro, Ky.

(Successors to J. S. Phelon)

Leaf Tobacco Brokers, Dealers and Rehandlers

Can handle all grades in any way desired, on Order or Commission. Personal care given all business, with special attention to Green Rivers and Burleys

Reliance Tobacco Co.

Dealers and Exporters

LEAF TOBACCO

DANVILLE, VIRGINIA, U.S.A.

CABLE ADDRESS "RELIANCE" ALL CODES USED

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DUNNINGTON & COMPANY

(Successors to W. G. DUNNINGTON)

Leaf Tobacco Dealers, Packers and Exporters

Our facilities are ample to buy, handle and re-ship in the best manner, any Quantity of Tobacco in any way desired. Branches on principal market of Virginia.

Farmville, Va.

Cable Address: "Dunnington," Farmville, Va. All Codes.

H. G. Whitehead

W. P. Anderson

S. H. Anderson

WHITEHEAD & ANDERSON

LEAF TOBACCO Commission Merchants and Exporters

Specialize Eastern Carolina bright tobacco, all grades, lowest to highest. In position by reason of close touch with entire trade to furnish on short notice any type tobacco from Bright or Old Belt Carolina or Virginia and all districts Kentucky.

WILSON, N. C., U. S. A.

The largest bright leaf tobacco market in the world.

Cable Address: "Dorothy"

Codes A. B. C. 5th Ed., Arnolds No. 5, Western Union

Cable Address: "HODGE, HENDERSON"

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of KENTUCKY, Inc.

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Leaf, Strips, Scraps and Stems

Natural or Artificial Seasons

Head Office: HENDERSON, KENTUCKY

Henderson, Ky.

Owensboro, Ky.

Hopkinsville, Ky.

Paducah, Ky.

Madisonville, Ky.

Clarksville, Tenn.

Springfield, Tenn.

Kingsville, Canada

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Codes:—Bentley's and
Western Union**CHARLES T. W. ARGUE COMPANY, Inc.****Leaf and Strips for Home and Export Trade**

Henderson, Ky., U. S. A.

HEADQUARTERS for all grades of Kentucky and Tennessee DARK tobacco, fired and air-cured—**Wm. L. Burford & Co.****LEAF TOBACCO BROKERS**

Headquarters 1000 W. Main St. LOUISVILLE, KY.

Branch Factories on Loose Leaf Markets in Both Burley and Dark Sections.
Orders and Correspondence Respectfully Solicited

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AFRICAN BRANCH

OFFICE AND FACTORY 1001 WEST MAGAZINE STREETS

LOUISVILLE, KY., U.S.A.

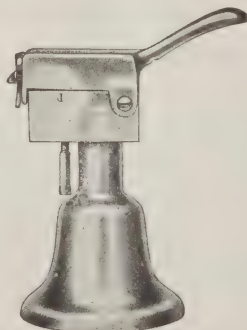
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CIGAR LIGHTERS***Easily filled, odorless, ignite everytime. Made in
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individual use.***GUINCO BELL LIGHTER**
Paper Weight

The small bell lighter is especially designed for individual use, made of bronze, enameled in any color desired. Sold separately or with cigarette jar and trays to match.

S. E. GUINN MANUFACTURING CO.
JOHNSON CITY, TENN.**Paducah Prospects**

PADUCAH, Ky., April 17.—Due to more favorable weather for handling deliveries have been heavier and large sales have been held over loose floors during the latter part of the week. Although heavy rains fell during the early part of the week, the weather was not warm enough to produce a good stripping season; however, farmers were enabled to make deliveries of tobacco they had already prepared for market, which accounts for larger sales than for some time. No doubt the deliveries during the week practically cleaned up what tobacco was stripped and in bulk, and we do not expect a rush of deliveries again until we have a good, general season. In only a few instances were growers able to take down tobacco that was hanging in the barns, and practically no stripping was done.

The market generally has been more irregular than for some time, and prices on common and low leaf have been a little easier. The percentage of good and medium leaf has been very small, but prices on those grades have remained firm.

Quotations: Good leaf, 25 to 35c; Medium leaf, 18 to 25c; Good common leaf, 14 to 18c; Common leaf, 7 to 14c; Low leaf, 4 to 7c; Good lugs, 4½ to 7c; Medium lugs, 3 to 4½c; Common lugs, 2 to 3c.

We have reports of a few small lots of old leaf selling at prices ranging from 10 to 14c. Sales were of common and medium grades.—W. B. KENNEDY & SON.

Czechoslovakian Tobacco Industry

WASHINGTON, D. C., April 19.—The manufacture and sale of tobacco in Czechoslovakia constitute a Government monopoly. Under the former Austro-Hungarian Empire the population had already become accustomed to this state of affairs, and this enables production to be concentrated on a definite number of brands of cigars, cigarettes, and pipe and cigarette tobacco. Different factories confine their output to one or two varieties of cigars, cigarettes or tobacco, and the resultant specialization of labor on mass production ensures certain economies in overhead costs. A few foreign specialties are on sale locally through the tobacco regie.

The offices of the regie are in Prague, and the central administration deals with the growth, purchase, manufacture and sale of all tobaccos. The general policy of the State to make itself self-supporting and independent of foreign supplies as far as possible is ap-

plied in this sphere by the encouragement accorded to local growers.

The plantations in Slovakia and Galitzia-Russia which were taken over from the Austro-Hungarian authorities have been improved and extended, while experiments are being made in the cultivation of tobacco in certain districts of Bohemia and Southern Moravia.

The main kinds of leaf tobacco grown are Nicotiana tabacum and Nicotiana glauca, but other varieties are also being tried out and experiments in improving the local leaf by hybridizing with Balkan types have met with some success.

In 1924 the area under tobacco cultivation was 10,255 acres, yielding a crop of 12,566,220 pounds, while in 1925 the crop was estimated at 14,329,900 pounds. No exact statistics are available, however, compared with pre-war production, an increase is computed at approximately 40 per cent. It is obvious, however, that the monopoly will require to import large quantities of tobacco from abroad for a long time to come.

The sources of tobacco supply have varied from year to year, but the tendency at present appears to be to purchase larger supplies from Bulgaria and Turkey. Holland and the Dutch colonies provide large quantities of tobacco for Czechoslovakia, while Hungary and Germany are also important in this connection. The purchases of tobacco from Italy and British Colonial possessions are on the increase, but little business is done with France, Algeria or Rumania. The total value of imported tobacco, including cigars and cigarettes, was 401,809 thousand Crowns in 1925, compared with 488,055 thousand Crowns in 1924 and 350,286 thousand Crowns in 1923.—L.A.M.M.

Clarksville Average, \$9.1

CLARKSVILLE, Tenn., April 17.—The tobacco transactions on this market have been as follows:

Sales for week	1,375,560	lb.
Sales for season	21,119,765	lb.
Sales last season	17,208,320	lb.
Average for this week	\$9.17	
Average for this season	\$12.12	
Average for last season	\$12.13	

—HENRY M. LUPTON.

Form an Association to Improve Facilities

ESCANABA, Mich., April 17.—The Escanaba Cigar Manufacturers' Association has been organized in Escanaba to promote the interests of local cigar factories and increase and improve manufacturing facilities of the city.

THE MEADS TOBACCO CO.
If it's TOBACCO we have it**DOMESTIC AND EXPORT****RED LION, PA.****U. S. A.**

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A. R. BLANKS TOBACCO CO.
LEAF AND STRIPS Handled on Order or Contract**FOR DOMESTIC AND EXPORT TRADE**All Grades of Fired, Air-Cured and One-Sucker
Orders and Contract Solicited. **MADISONVILLE, KY****SUHLING & CO., INC.****VIRGINIA, CAROLINA & KENTUCKY TOBACCO**Cable Address: Lynchburg, Va.
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S. B. SMITH & COMPANY

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Union Liebers Western

FIRST ESTABLISHED 1907
MAYFIELD, KENTUCKY, U. S. A.

LEAF TOBACCO DEALERS AND EXPORTERS

Well equipped in every respect to handle all fire-cured dark grades in any manner (natural or artificial drying) and to supply specialties in any quantities. Also efficient in handling export orders to any foreign port. Equipment coupled with geographical location enables best of services and strictly first hand source quotations.

Hopkinsville Sales a Little Larger

HOPKINSVILLE, Ky., April 17.—Movement of dark tobacco on the Hopkinsville market during the past week was slightly heavier than the preceding week, a total of 1,836,105 pounds selling over the nine local floors at an average price of \$6.78, the lowest weekly average of the entire season.

Two extremes were touched on the local market during the week when the highest price of the season, \$50 per hundred pounds, was paid for fine leaf and on the same day the lowest daily average, \$6.37 per hundred, was paid.

Tobacco men as well as the farmers are blue over the condition of the market, even the buyers admitting that the growers are selling at an actual loss. Still, the buyers declare they can not find a market for the common grades and cannot afford to pay more than is being paid.

The season's average price at Hopkinsville now is \$9.34 per hundred pounds. Offerings for the season amount to 27,528,940 pounds, while offerings up to this time last season were 16,459,145 pounds.

Quotations for the week were: Trash, \$1.50 to \$3.50; Lugs, Common, \$3.50 to \$5, medium \$5 to \$8, good \$8 to \$11, fine \$11 to \$14; Leaf, low \$4 to \$8, common \$8 to \$15, medium \$15 to \$20, good \$20 to \$30, and fine \$30 to \$50.—BURCH.

Cigar Factory Moves Into New Location

DELPHOS, O., April 17.—The Delphos Cigar Factory has moved into its new quarters in the Kollsmitz building at Fifth and Main streets.

Office quarters are being fitted up on the first floor with entrance from Fifth street. The factory will be on the second floor, the entrance being from the office quarters of the company. The equipment for all departments is being moved in at this time.

The new quarters are much more commodious than those formerly occupied by the company and are well lighted and modern and sanitary in every respect.

The company will add six workers to be force at this time, bringing the total number employed in the plant to approximately forty. It is planned to add more within the near future.

The large new quarters will provide plenty of room for future expansion and the company is looking forward to a prosperous future.

A meeting of the stockholders of the concern will be called soon.

An invitation is extended by the company to visitors to make an inspection of the new plant.

Markets Show Lower Averages

MAYFIELD, Ky., April 17.—With low grades largely predominating, and the medium to good tobaccos reflecting somewhat less strength, all markets show lower averages than the preceding week. Offerings were large and a considerable quantity contained excessive moisture, both of which also had a tendency to lower prices.

The dark air cured markets are all practically through selling; while the dark fired markets will probably close out the bulk of the outstanding crops during the next three or four weeks.

Auction sales for the week were as follows:

MAYFIELD: Sales for week 900,380 pounds at an average of \$5.77; for season 12,054,860 pounds at an average of \$7.39 against an average year ago of \$9.90 on approximately 8,747,000 pounds. Week's average, 76c lower than preceding week.

MURRAY: Sales for week 247,910 pounds, at an average of \$6.48; for season (auction market) 3,814,040 pounds, at an average of \$8.65. Week's average \$1.45 lower than preceding week.

PADUCAH: Sales for week 646,470 pounds, at an average of \$5.87; for season 8,894,195 pounds at an average of \$7.09. Week's average 71c lower than preceding week.

HOPKINSVILLE: Sales for week 1,836,105 pounds, at an average of \$6.78; for season 27,528,940 pounds, at an average of \$9.34 against an average year ago of \$12.79 on 16,459,145 pounds. Week's average \$1.02 lower than preceding week.

CLARKSVILLE: Sales for week 1,375,560 pounds, at an average of \$9.17; for season 21,119,765 pounds, at an average of \$12.12 against an average year ago of \$16.23 on 17,208,320 pounds. Week's average 64c lower than preceding week.

SPRINGFIELD: Sales for week 784,645 pounds, at an average of \$10.42; for season 10,777,105 pounds, at an average of \$14.63 against an average year ago of \$20.22 on 11,564,735 pounds. Week's average \$1.48 lower than preceding week.

OWENSBORO: Sales for week 878,375 pounds at an average of \$4.04 and Burley 13,275 pounds, at an average of \$6.90. Week's average on Green River 23c lower than preceding week and Burley \$3.70 lower. Daily sales at this market discontinued, but for the next week there will be two sale days, viz: Wednesday and Friday, and it is probable that the market will then definitely close.—S. B. SMITH & COMPANY.

H. S. McGriffin, President; F. I. Stewart, Vice-President; L. J. Harper, Sec & Treas.

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INCORPORATED
Packers of NORTHERN WISCONSIN TOBACCO
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ANDREW JENSON & SON

Packers of Wisconsin Leaf Tobacco
EDGERTON, WISCONSIN

Latest Equipment for Resweating Seedleaf Types of Tobacco

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Conn. Shade - Broadleaf - Porto Rico - Havana

197 WATER STREET :: :: NEW YORK CITY

Fine Burley Tobacco Seed

Three Standard, Hardy and Colory Varieties

Grown by us in 1925, under expert supervision on land that a plow had never turned before. Virgin soil, now growing scarce, produces vigor, purity and color which old land will not do.

Every tobacco grower knows that no fine tobacco can be produced without good seed. We are prepared to furnish fine seed for every type of soil in the Burley Belt.

No. 1. "HALLEY'S SPECIAL"—This is the colory disease resistant type—developed first on our own land by a representative of the Experiment Station of the University of Kentucky eleven years ago.

This tobacco is vigorous, colory and has plenty of weight, and is the safest tobacco to grow on any kind of soil. It is the only variety to plant in land that has grown much tobacco, insuring a crop when other varieties fail. This type of tobacco is the great contribution of the Experiment Station to the tobacco trade, and this autumn it took first prize at the Greendale, Fayette County Community Farm Produce Show.

No. 2. "COLORY TWIST BUD"—This is the old fashioned type of Burley crossed with color—the best weighing tobacco grown with sufficient color to command a good market price. Many sections of the Burley Belt are especially suited for this type and any grower who has used it has been pleased with the net return in dollars per acre.

No. 3. "IMPROVED HALLEY"—This type of tobacco was developed by us in 1907. It is the pioneer as a strictly smoking tobacco and the forerunner of several famous Burley cigarettes. It is a stand-up type, producing color on old land and new. This tobacco, smokers from top to bottom, commanded the leading prices on the Kentucky markets the first three years it was introduced.

FOR SALE BY

The Halley Tobacco Seed Co.

Fayette Warehouse No. 1, Lexington, Ky.

PRICE RECLEANED AND GUARANTEED, \$1.50 PER OZ.

HOPKINSVILLE, KENTUCKY, U.S.A.

THE LARGEST DARK FIRED TOBACCO MARKET IN THE WORLD

(BURLEY MARKET BEING ESTABLISHED)

Hopkinsville, Kentucky Tobacco Board of Trade

CORRESPONDENCE SOLICITED

Imported Tobacco, Cigars, Cigarettes, Etc.

Names of Steamships and Dates of Arrivals at Port of New York

Tobacco from Havana	
S. S. Ebro	—April 12
General Cigar Co.	235 Bales
Congress Cigar Co.	349 Pkgs.
S. S. Orizaba	—April 13
Bales	
Strouse & Holzman	5
Schuster Bros., Co.	6
J. A. Mesa & Co.	10
A. Cortina	4
E. Rosenwald & Bro.	10
M. Schwarz	15
B. Castellanos & Co.	5
S. Ruppel, Inc.	39
Stern, Mendelsohn & Co.	10
Benito, Martinez & Co.	7
Barrels	
Strouse & Holzman	10
S. L. Goldberg's Sons.	10
S. Rossin & Sons, Inc.	63
Hanover Cigar Co.	16
J. A. Mesa & Co.	12

A. Cortina	7
Waite & Bond	5
Meyer Pintz, Inc.	4
M. Lopez & Co.	75
Friend & Co.	18
E. P. Cordero & Co.	38
E. Rosenwald & Bros.	120
Consolidated Cigar Co.	6
M. Castellanos & Co.	10
S. Ruppel, Inc.	28
Stern, Mendelsohn & Co.	32
E. Spingarn & Co.	3
Imperial Leaf Tobacco Co.	3
Pkgs.	
Strouse & Holzman	5
S. Rossin & Sons, Inc.	8
M. A. Friedman	123
Waite & Bond	10
Yocum Bros.	5
Friend & Co.	10
W. O. Smith & Co.	10
J. S. Comor	10
E. Rosenwald & Bros.	5

Bayuk Cigars, Inc.	53
M. Schwarz	152
American Cigar Co.	254
E. Spingarn & Co.	6
Imperial Leaf Tobacco Co.	2
Benito, Martinez & Co.	5
M. Schwartz	2

Tobacco from Holland

S. S. Nieu Amsterdam	—April 12
Bales	
A. Bornholdt & Co.	18
J. Willing Co., Inc.	42
E. Rosenwald & Bro.	103
Cullman Bros., Inc.	17
Herzog & Subuy	8
R. J. Kugelmann Inc.	7
W. O. Smith & Co.	10
H. Duys & Co.	120
L. Schmidt & Co.	36
Cases	
W. Van Doorn	50
General Cigar Co.	4
American Cigar Co.	108
Hinsdale Smith & Co.	9

Tobacco from Greece

S. S. Blair	—April 12
Bales	
P. Lorillard Co.	6689
Tobacco Products Corp.	3520

American Tobacco Co.	9439
Banque Francaise des Pays D'Orient	2066
R. J. Reynolds Tobacco Co.	6500

Tobacco from Porto Rico

S. S. San Lorenzo	—April 5
Barrels	
Durlach Bros., Inc.	122
Rosenstadt & Waller	3
Bales	
Durlach Bros., Inc.	37

Tobacco from Manila

S. S. Pres. Garfield	—April 10
Bowring & Co.	30 Bales

Tobacco from Venezuela

S. S. Caracas	—April 12
Bales	
Durlach Bros., Inc.	30
Porto Rican-American Tobacco Co.	500
Barrels	
Durlach Bros., Inc.	400
Porto Rican-American Tobacco Co.	188

Cigars from Porto Rico

S. S. San Lorenzo	—April 5
Cases	
Lewis Cigar Mfg. Co.	140
Rosenstadt & Waller	5
Bosch Bros.	24
H. Otterberg	3
Villar, Lanza & Co.	5
Porto Rican-American Tobacco Co.	278
United Cigar Stores Co.	102
J. Klorfein	95
J. Schwarz	10
Gans Cigar Co.	1
Donato, Vigil & Co.	13
Infanzon & Rodriguez	5

Cigars from Manila

S. S. Pres. Garfield	—April 10
Cases	
Ruhrstrat Christian Co.	7
Kikfer, Steward Co.	10
Hamilton, Harris & Co.	66
United Cigar Stores Co.	29
Crane Cigar Co.	3

Cigars from Manila

S. S. Pres. Garfield	—April 10
Cases	
Freider & Sons Co.	38
Austin, Nichols & Co.	7
Philippine Tobacco Co.	32
H. E. Peabody & Co.	15
S. J. Freeman & Sons	24
S. G. Wilson, Inc.	1
United Cigar Stores Co.	100
Hothorn, Litzrodt Corp.	10

Cigar Leaf Scrap from Manila

S. S. Pres. Garfield	—April 10
Bales	
Determann & Co.	16
Kuenzle & Streiff	15

Cigars from Havana

S. S. Orizaba	—April 13
Cases	
Kennard & Lumley	3
Faber, Coe & Gregg	7
Central Union Trust Co.	16
B. Wasserman & Co.	2
J. B. Moos & Co.	2
General Cigar Co.	1
D. Frank & Co.	1
Woodhouse Co.	2
Schwarz & Sons	2
J. Wagner & Son	3
United Cigar Stores Co.	1
Alpers & Mott	1
Park & Tilford	5
A. J. Nillin & Co.	1
G. S. Nicholas & Son	6

Cigarettes from Egypt

S. S. Pres. Garfield	—April 10
Cases	
C. Jones Fielding	1
J. Gumpert	1
S. S. Malakuta	—April 16
On order	1 Case

Cigarettes from Belgium

S. S. Maine	—April 14
Galba Cigarillo Co.	2 Cases

Cigarettes from Southampton

S. S. Pennland	—April 14
Galba Cigarillo Co.	1 Case

Cigarette Paper from France

S. S. DeGrasse	—April 12
Cases	
P. J. Schweitzer Co.	2
Standard Products Corp.	46
S. S. Sarcozie	—April 16
American Tobacco Co.	100 Cases

(Continued on page 32)

Satisfying a general demand

The average American smoker prefers a smooth, mild, free-burning cigar, full of natural fragrance and at the same time economical in price.

Cigar manufacturers are now agreed that no other tobacco in the world combines all of those essentials to such a degree as the Porto Rican leaf. Used exclusively in the filler or blended with other tobaccos, it gives that "all day" satisfaction sought by the great army of American cigar devotees. Grown in an American insular possession it is admitted free of duty, an advantage towards economy in production.

The 1926 crop is of exceptional quality and dealings are now progressing at a brisk rate. The general demand of smokers must be satisfied and this is the Porto Rico year.

The Government of Porto Rico, as a protection for all buyers of its genuine native tobacco, requires that a Guarantee Stamp be affixed to all tobacco or tobacco products originating in Porto Rico. Look for these Stamps in all your purchases.

Full information on any subject relative to Porto Rican tobacco gladly supplied upon request.

Government of Porto Rico TOBACCO GUARANTEE AGENCY

F. LINARES, Agent

1457 Broadway

Telephone: WISconsin 4459

New York

Porto Rican Outlook

SAN JUAN, P. R., April 15.—As I predicted the buying season has opened fully. Mo. Grabosky has bought several larger lots, among them about 8000 quintals from those growers in Cayey, who are connected with the Federal Land Bank. As I understand, the price was \$45 per quintal, with the exception of the inferior tobacco, which is paid at the corresponding low prices. He also bought a very important lot of the well known Gonzalez family, at the same price.

Also the Lorillard Company bought larger lots and among these the tobacco which was in the hands of the Federal Bank and prices paid were \$44.50, \$42.50 and \$40.00, respectively. The Congress Cigar Company bought the tobacco from the Growers' Association of San Lorenzo, at \$45 for the better quality, and fixing certain prices for their tobacco which cannot be called "First class."

I have heard of several more deals, but I have not yet received the confirmation.—MIRAMONTES.

A Business Courtesy Built

Hickey Brothers celebrate the twenty-fifth anniversary of the founding of their business tomorrow, (April 13). They own twelve cigar stores, eleven of which are in the tri-cities and one in Los Moines.

Older residents of Davenport remember the Hickey boys when they sold apples on the streets of the city. They made the discovery early in life that courtesy, service and enterprise brought their reward.

They found that people preferred doing business with those who displayed genuine appreciation of their patronage. They saved as well as labored and then they had \$700 the brothers leased a room at 132 East Third street and opened a news stand and cigar store. William, or "Bill" as he is better known as the senior member of the firm. He was then 17 years of age and D. J. or "ohmy," 12.

The first year was a good one, the gross receipts aggregating \$10,000. Later on their string of stores, many of them located on the most important corners in the three towns took in almost million dollars.

The "Thank You" which closes every transaction done with this concern, even though it be but the purchase of a paper, has made Hickey Brothers known throughout the country. National magazines have given space to the story of their success founded on politeness and vice.

The success of this unique sales institution is deserved. There is a social atmosphere about these stores which suggests a club. Patronage is regular because people like to visit them for chat with friends and business acquaintances.

With the passing of the saloons came the cigar store soda fountain and later the luncheonette. Through a well organized commissary department the stores are able to supply the dinner or luncheon as well as the after dinner treat. They are something more than mere lunch counters.

But it takes more than courtesy and vice to achieve the success Hickey Brothers have enjoyed. It has entailed strict attention to business, and material genius of no small order. The owners work untiringly, setting the example for others in the organization.

The tri-city community will heartily congratulate the two familiar figures in the business life of Davenport, Rock Island and Moline on this happy occasion

and we are sure join with The Times in the hope that the next twenty-five years will bring them even richer rewards.—Davenport (Iowa) Daily Times.

"Self-Regulation In Business"

WASHINGTON, D. C., April 19.—An indication of the type of economic problems which are today uppermost in the thoughts of the business men of the country is disclosed in a list of subjects submitted by organizations which are members of the Chamber of Commerce of the United States for consideration at the annual meeting of the Chamber to be held in Washington, May 11 to 13.

The subjects were submitted by local chambers of commerce and by trade associations. This procedure is in accord with the by-laws of the National Chamber which provide that member organizations may in advance propose questions for consideration at the annual meeting. The general theme for the forthcoming Chamber meeting will be "Self-Regulation in Business."

The questions submitted cover a broad range of business thought, dealing with such subjects as taxation, reclamation, postal rates, national defense, the Interstate Commerce Commission, immigration, highway transport, health service, the Federal Trade Commission, crime prevention, aeronautics, public lands and national forests.—L.A.M.M.

Defend Use of "La Jeritza"

In a brief submitted to Judge Thacher of the United States District Court in the case of Jeritza versus Cohen Brothers, Bernard Chambers, attorney for the defendants, contends that the use of the name "La Jeritza" on the defendant's cigars is perfectly proper; first, because Jeritza is an assumed name and not the one with which the prima donna was born, and second, because her present legal name is Baroness Popper.

The plaintiff's attorneys in their brief cite authorities recognizing a woman's right to choose her own surname. Mme. Jeritza filed her suit March 16, against Louis and Isadore Cohen, who manufacture cigars under the name of Cohen Brothers, at 1016½ Westchester Avenue, the Bronx, New York City. She asked for an injunction restraining them from the use of her name and \$25,000 damages. In her suit she said that she is known as "La Jeritza" throughout the civilized world and contended that the phrase could, therefore, not mean any one but her.

Perfecto Garcia Plant Doing Immensely Well

TAMPA, Fla., April 15.—It is evident, from the operations of the Perfecto Garcia & Brother factory here, that business is increasing daily. And Manager Manuel Garcia reports an excellent outlook for future months as orders continue to arrive requesting immediate and periodic standing shipments. From the mid-western market, particularly, the request for more cigars is in great volume, and surrounding territory is contributing its share of the prosperity.

United Takes New Lease On Sixth Avenue Corner

The United Cigar Stores Company, occupants of the store in the four-story building at 886 Sixth Avenue, southeast corner of Fiftieth Street, New York, has taken a new twenty-one year lease on the property, from Andrew Pirrmann and Fred Maxwell. The lessee will pay a net rental of \$15,000 to \$16,250 a year.



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Barros, Porto Rico

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Growers, Packers & Strippers of
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Old Hill Side Smoking
Manufactured by
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Incorporated
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**MADERA TOBACCO COMPANY**

PORTO RICO TOBACCO

OUR SPECIALTY

**DEALERS IN ALL KINDS
OF LEAF TOBACCO**SAN JUAN, P. R., and
185 WATER STREET, NEW YORK**ORTIZ HERMANOS**

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Growers, Packers and Strippers of Exclusively INLAND

PORTO RICAN TOBACCO

National Selling Brands

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RUSSIA CHINA TOBACCO MFG. CO.

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China

Trade



Mark

San Francisco Cheered By Better Trade

Good Reports Come From Various Sources—Both Cigar and Leaf Tobacco Houses Enjoy Increased Activity—Better Orders Come in from Surrounding Cities and Towns.

SAN FRANCISCO, Cal., April 14.—The coming of wonderful weather following a period of abundant and needed rains, puts everything into a cheerful mood, in business and in every other way. So it is not surprising that the retailers are stepping up the size of their orders, and that the jobbers are in exceptionally cheerful mood.

The Bob Blaine Cigar Company reports the best speed up yet had, and March closed about the largest month in the sales of Garcia y Vega. "Mebbe" the swell new "bus" has something to do with drawing out orders.

Trade Perking Up

Sam Israel finds trade perking up in fine style. He had a splendid run on Easter box candies, for it seems that the cigar stands did their full share of the Easter candy business. Mother's day also is becoming a bigger-than-ever day, and Sam is prepared to duplicate the Easter orders. He reports a great jump in the sales of White Owl, since he can put over into the three-for-twenty class.

Big Demand for Manilas

H. L. Judell Company report that they are having a large increase of orders for the Alhambra from all parts of the United States. A letter from the president of the company states that they will not meet the tax reductions and price reductions on American cigars by reductions in price; but they are prepared to offer finer quality than ever before.

Milton Glass, the hustler for the Roi Tans, has been spending considerable time in Los Angeles and sends up word that things are going over great in that "village."

The El Primo, says the Goss people, is going just as great as ever. They are anticipating the biggest year in their history.

Porto Rican Much Used

In the line of the leaf trade, the Golden State Leaf House reports that it is finding the cigar manufacturers having a larger run for their locally made cigars than for a number of years past. The orders for leaf are coming in more freely by mail. So they may be ready to supply anything the trade may need on short order. One feature of the western trade is that there has been a great growth in the use of Porto Rico tobacco; for which reason they keep an exceptionally well selected line.

Harold Horn, who has been on a leaf selling trip to Los Angeles, reports the best trip he has yet had.

Results Still in Doubt

P. C. Dales, of Havana, Cuba, has been in the city placing his famous Flor de Cuba. He was "challenged to mortal combat" by John Glynn out on the Olympic Golf Club links. Reports are indefinite, but the question is raised, as to whether Glynn is still the champion golfer of the trade.

George Southward, the Tonopah, Nevada, dealer, whom everybody seems to know, is booked for a visit to San Francisco.

Joseph George, with the H. L. Judell Company, working out of Stockton, is now working the San Francisco trade taking the place of Henning.

Bering Gives Satisfaction

Hi Hammer, the general sales manager for Corral, Wadiska & Company, has been stopping in San Francisco, accompanied by his wife. They recently returned from a six months' tour of Europe. The clear Havana Bering cigar, put out by this firm, has been handled with great satisfaction by the Harry Bercovic chain of blue-front stores.

Emil Judell has just returned from a trip to Sacramento and reports everything wonderfully promising up that way. They are having fine reception for the new humidor pocket pack of five put out by the Chancellor people.

Adolph Judell is taking in the San Joaquin Valley in company with their salesman in that territory, in order to get into more personal touch with the trade. Adolph Judell reported that he found Mannie Cohn, their representative in Sacramento, exceedingly popular with the trade in that territory.

The United Cigar Company has vacated its stand at the corner of Stevenson and Third streets in San Francisco.

M. Claratay, the popular retailer on Montgomery street, is reporting an unusually promising business. Although it is a neighborhood of many stands, Claratay is a real cigar merchant and draws largely by the personality that his establishments with his customers.

Pollock Going Strong

Irvin Pollock, who has made a great success of the stand in the Merchant's Exchange building, is doing a more flourishing business than ever. Pollock does not depend on the trade of the building merely; but as there is a throng that comes in and out of the building he has managed to build up a trade from the outside, that counts its members for many blocks around.

The Joe Rindalo Company has gone after a hundred per cent placement for the Van Camp cigar in San Francisco. He is spending April putting over a gigantic drive on the new Van Camp Panatellas. G. J. Vitach, representative of the factory in the East Bay district who is something of a driver himself, has come over and is taking a hand, for there's nothing Vitach likes better than a hard drive.—SUNSET.

The New Hyart Importations Now Numerous

Many new importations are being constantly received by the Randes Importing Company, 1140 Broadway, New York. These are under the trademarked title of Hyart, and they comprise smokers' novelties and pipes for jobbers and retailers. One of the distinctive features of recent import is the line of hand carved briars in animals, with meerschau cups inserted as bowls. These artistic designs are made even more realistic by the natural coloring of the wood by European experts. Many of these items are now being shown in the west by Jacques Wolfe, sales manager, and he was last heard from at Kansas City with an astonishing batch of orders.

Six For a Quarter Once Again

OLNEY, Ill., April 17.—The building war prices again on nickel cigars, Frederick Bohren, local cigar manufacturer, advertises that his Bonus and New Smoke brands will hereafter be sold six for a quarter. Twenty odd years ago the Bonus first appeared, but the New Smoke is, as its name indicates, a recent brand.

An Old Cigar Factory Dismantled

GALESBURG, Ill., April 17.—The building which for a great many years was the Slaven Brothers cigar factory, at Seminary and First streets, a landmark in that part of the city, is being torn down. In years past the building was the home of one of the active cigar making industries of the city.

H. & K. Cigar Co., Inc.

The H. & K. Cigar Company has been incorporated; capital stock, \$20,000; incorporators, L. Hofstadter, J. Koenigsberg and H. Melansky. Attorney, M. H. Hofstadter, 261 Broadway, New York.

MT. JOY FARM PRODUCTS CO., Inc.

Growers, Packers and Dealers in

PENNSYLVANIA TOBACCO

All Lancaster County Grown MT. JOY, PA. Correspondence Solicited

Pennsylvania Objects to United Crop Cut

Lancaster County Tobacco Growers' Association Refuses Official Sanction to Acreage Decrease—No Objection to Individuals Making Reductions.

LANCASTER, Pa., April 17.—Farmers taking up the membership of the Lancaster County Tobacco Growers' Association refused to go on record as officially favoring a cut in the acreage for '26, at their April meeting held in Lancaster this week.

It was the consensus of opinion of the growers who voted down the resolution favoring a cut that a reduction of acreage would be made this year automatically by all growers, and that it would, in the main, be a good thing for it to happen. It was feared, however, that any official stand taken by the growers making up the Association could be used to the advantage of the growers outside the organization.

Marketing Problems

Among matters of routine business discussed by the Association was the perennial question of marketing. C. S. Abcker, a large grower, criticized the present methods of marketing, and strongly advocated the auction floor system of selling. This has not been the time that the auction floor has been so local a marketing question. It was abhorred, if we remember rightly, in the original plans of R. L. Kimbrough. The advantages that anybody would gain through this method of selling are a little hard for us to see. If there is a local demand for tobacco, buyers will very likely fail to take up the crop. If the demand is slack, an auction floor would hardly improve the market.

Prof. D. E. Haley, of State College, talked to the growers on fertilizers, and advocated the use of barnyard manure as a fertilizer only after the crop had been planted.

Preparing Seed Beds

Seed bed time is at hand, finally—and not one month late. Many a grower tried to make it a point to have his beds planted by St. Patrick's Day. It's exactly one month after that date now, and an occasional "spell" of freezing kept the seed beds untenanted.

Preparations are under way now, however, and crews, who work the traction engines that supply the steaming service for seed beds, are working on a 24-hour schedule. More growers than ever before are adopting the steamed seed bed, the best way to produce hardy plants, and give the crop a good start. And in the near season this is more important than ordinary conditions.

An "All-Lancaster" Cigar

Ed Olson hopes to produce in Lancaster County a variety of types of tobacco that will permit of the manufacture of an "All-Lancaster" cigar. He has been working on the development of lighter tobaccos that would have the aroma and flavor necessary for a good

smoke, when combined with Pennsylvania filler, and still be adaptable to climatic and soil conditions in this section. His investigations during the coming season will probably tell him, he says, whether or not it will be possible to produce this type of leaf here. Personally, we wish Mr. Olson every success.—KEYSTONE.

Miltiades Melachrinou, Inc.

The business of Miltiades Melachrinou which was recently placed in the hands of William R. Willcox, former chairman of the Public Service Commission of New York, and Isaac Siegel, former Congressman from New York, as receivers, in an equity proceeding brought against the company in the United States District Court, shows signs of improving. The receivers are under a bond of \$50,000 as fixed by the court. The business is being conducted by them under order of the court.

Since the receivers have taken charge, they have inaugurated a system of obtaining greater efficiency without in any way impairing the ability to manufacture, it is said. As a matter of fact, more cigarettes have been manufactured and sold per week since the receivers have taken charge than under the previous management, according to report. There are sufficient tobacco and supplies on hand to continue the greatly increased manufacture of Miltiades cigarettes for at least a couple of months. The sales of the product are increasing and the same is being pushed most energetically at reduced expense. There appears to be a steadily increased demand on the part of the consumers for this brand of cigarette.

Harry L. Ettinger, of the firm of Osborne & Ettinger, attorneys for the receivers, stated that attention should be called to the fact that this is not a bankruptcy proceeding, but a proceeding in equity, so that the assets can be conserved, the business continued and before very long the receivership terminated. The receivers are having a careful survey made of the affairs of the company, but have not yet made their report to the court.

The British Tobacco Market Quiet During March

LIVERPOOL, Eng., April 8.—Frank Watson & Company, Limited, make the following brief comment in their regular monthly tobacco report:

"The market during March was without any noticeable feature. Demand, especially for tobaccos of Empire origin, was fair and a moderate business was done."

AARON B. HESS

Packer of and Dealer in

Domestic Cigar Leaf Tobacco

Box 1084, LANCASTER, PA.

Warehouses: 630-636 No. Prince St., Lancaster, Pa.

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nothing satisfies like
a good cigar

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CIGAR***Direct All Inquiries to Either*

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OR

J. A. Doll Cigar Co., Mt. Wolf, Pa.

HAVA
**POCKET
PIECE****SELL ON THEIR MERIT
INVINCIBLES PERFECTOS
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LONDRES CROOKS***Manufactured by***G. A. STROBECK
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YORKANA CIGAR CO.

York, Pa.

THE CASTLE*The Best in 5c Cigars***W. H. MYERS & CO.
RED LION, PA.****WEB FOOT**

INVINCIBLES

Two 5c Quality Cigars

*Manufactured by***L. D. FRYE & SON
R. D. 1, Red Lion, Pa.****COGNAC****STATE BOND
WHITE ORCHID
ARROW SMITH***Mild Quality Cigars**Manufacturer***The P. E. REICHARD CO.
RED LION, PA.***"The House of Reputable Merchandise"***York County to Make a Monster Cigar****Red Lion Manufacturers Plan Construction of Thirty-Five
Foot Monster "Smoke"—Should Be Exhibited at Sesqui-
Centennial—Various Activities in Famous Cigar County.**

YORK, Pa., April 19.—What, in all probability, is to be the largest cigar in the world, is to be made in Red Lion, York county. The cigar will be placed on display in the center of the town to indicate to visitors that Red Lion is the center of the largest cigar manufacturing district in the United States. This plan was made last Tuesday at the semi-monthly luncheon of the Red Lion Lions' Club in the dining room of the Wallick House. The many cigar manufacturers in the borough will be asked to co-operate in turning out the giant cigar, which will be made entirely of tobacco. The committee in charge of the undertaking is composed of Arthur S. Ziegler, with whom the idea originated; William C. Frutiger and Robert Bartheaux. The meeting was in charge of Chief Burgess H. L. Haines, president of the club, who is a cigar manufacturer. The committee will employ a civil engineer to get a correct layout of the square in which the cigar will be placed and to determine the size of the giant cigar. Mr. Ziegler, chairman of the committee, states that the cigar will be at least 35 feet long and the thickness will be in

proportion to its length. A draftsman will also be employed to make a design for the cigar. Much interest in the novel venture is manifested by the cigar manufacturers of the borough, who will co-operate with the committee. The manufacturers figure that the giant smoke will be one of the best advertisements for the town, which has had an exceptional growth in population and prosperity. It should be put on display at the Sesqui-Centennial Exposition at Philadelphia.

Association Holds Interesting Meeting

The April meeting of the York County Cigar Manufacturers Association, held last Monday at Red Lion, was in the form of a booster and experience session. It was the expressed opinion that the cigar business generally is about normal at the present time, with every promise of improvement. Members of the association, who recently returned from business trips to different parts of the country, presented their views on the outlook for future trade. The meeting, which was largely attended, was in charge of the president, T. E. Brooks.

Inquiries for names of manufacturers, who are members of the association, were read by the secretary, C. M. Ehalt, who received them from agents desiring to establish business connections.

Isaac Rojahn, of Dallastown, reported that on a recent business trip he sold more cigars than on any previous occasion. That the five-cent cigar, particularly the York county product, is not only retaining its commercial value, but becoming a more extensive trade commodity, was indicated by remarks of other members, who recently returned from trips to the South.

W. C. Frutiger stated that he found York county five cent cigars in all cigar stores he visited, while in the Southern States. Interesting remarks on the same subject were made by B. M. Hannigan and D. A. Horn.

President Brooks told of his observations regarding Florida tobacco, which is reported to show a tendency to improve this year in price. C. S. LaMotte related an incident in connection with his recent visit to Florida. He gave several five-cent cigars to a gentleman of the South, and as a result has received several orders. The Southerner, in ordering the cigars from Mr. LaMotte, stated that the Tampa, which he previously smoked, hurt his throat. Mr. LaMotte also told of experiences in the West Indies, and the Panama Canal Zone.

At the close of the meeting, ice cream and soft drinks were served by the social committee.

Among the Happy Throng

The members present were Arthur S. Ziegler, H. W. McGuigan, Lemuel Sentz, Wallace M. Gemmill, D. A. Horn,

D. A. Horn, B. M. Hannigan, Isaac Rojahn, Clair Sentz, John W. Kelly, Earl E. Rost, Daniel Spangler, H. I. Ziegler, A. Scott Frey, Thomas I. Adair, Clayton McGuigan, William I. Myers, L. Earl Grove, Harry Fisher, Harry Smith, M. L. Downs, David F. Wolf, B. S. Sentz, Harry Wolf, Jac. Fishel, Allen C. Frey, Roy Snyder, Edgar Finchbaugh, J. E. Lowe, Samuel Finchbaugh, Herbert M. Smith, W. C. Frutiger, Bruce Nebinger, T. C. Miller, D. Frank Kaltreider, Stewart S. Shindler, James W. Kelly, Perry A. Tschopp, Stewart S. Stables, Charles F. Rosemar, W. U. Blessing, Arthur McGuigan, Samuel Winter, Roy Smith, Charles I. Laucks, Herbert L. Smith, A. E. Husor, C. S. LaMotte, Monetta Gohn, Joseph Klinefelter, Harry Sprengle, C. M. Ehalt, secretary, and T. Edward Brooks, president.

C. N. Foreman & Company, Red Lion cigar manufacturers, are reported to have more orders booked for their cigars than can be filled by their force of 200 employees for some time.

Meads Increasing Forces

The working force of the Meads Tobacco Company, Red Lion, which is the only company in this section of the state that prepares tobacco for export, has been augmented by 30 negro laborers from the South. About two weeks ago a contingent of 50 such laborers arrived at Red Lion to take jobs at the plant owing to the scarcity of local labor. Although earning good wages at piece work, some did not like the work and others objected to indoor employment and a number in consequence quit and

(Continued on page 32)**JAMES R. REYNOLDS***Leaf Tobacco***CONNECTICUT****ALABAMA SHADE**

314 Carroll St.

ELMIRA, NEW YORK

Bremen Tobacco Mart Shows Heavy Decline

WASHINGTON, D. C., April 20.—American Consul Reed at Bremen, re-writing to the Tobacco Section of the Department of Commerce on the tobacco market there says:

The figures for the import of American tobacco into Bremen during the month of February, 1926, reveal a heavy decline, 1,317 barrels arriving, as compared with 2,745 barrels in the preceding month, a decrease of 52 per cent. The imports during February, 1925, amounted to 1,870 barrels, 42 per cent more than during the last month. 20 cases of seed-leaf arrived in February, as compared with 60 in January, 1926. The market for American tobacco remained unchanged. Continuous cheapness from manufacturers (usually in parts of Germany) who are in financial difficulties or in the process of liquidation greatly hamper the normal development. Leading local firms stated, when interviewed on this subject, that their salesmen are absolutely helpless against this kind of competition. Cases are reported where manufacturers have sold their tobacco for practically nothing, being satisfied to recover the amount of the duty already paid. Although such cases are comparatively few, as only extreme financial difficulties could force a manufacturer such drastic steps, there still remain number of cases where tobacco has been sold considerably below present market prices.

Besides financial difficulties there are cases of overstocking. During the period of the depreciation of the German currency, various manufacturers started to invest their paper marks as far as possible in raw material (tobacco) to protect themselves against the devaluing of the mark. Some ill-founded and financially sound enterprises also invested in abnormally cheap stocks after the stabilization of the currency at the end of 1923, in order to avoid heavy income taxation. The continuous dullness of the domestic market now forces these firms to obtain the greatest care in management. To reduce expenses, consequently necessary stocks are being sold. These are a continuous and heavy burden on the market. Local dealers are of the opinion that it will take about one year before this tobacco is consumed.

A local importer who stated that in the last year his firm imported annually 8,000 to 12,000 cases of seed-leaf, much interested to revive and develop the domestic market. In the opinion of this local importer the American seed-leaf exporters lost the German market as a result of a negligent policy, years when there was a surplus of seed-leaf in the United States, the American importers were sufficiently supplied, but after small American crops, a few small shipments arrived.

The manufacturers who had taken up seed-leaf, were sometimes forced after a while to substitute another similar type of tobacco. As these changes sometimes caused financial losses, as well as other difficulties, the manufacturers usually withdrew from the market. The importer added that, if regular contracts could be guaranteed, it should be possible to develop a good market for seed-leaf, especially in these times, when fantastic prices are paid for extra covers.

The situation on the local market during the past month kept within normal limits. The jobbers showed interest in bought, whereas the manufacturers showed a hesitating attitude and only received absolutely necessary demands. A count of the unusually small quantity of Java tobacco, suitable for filling pipes, interest was noticed for other types.

The situation of Brazil tobacco remained unchanged. The market in Germany is still firm, affecting also local conditions which reveal a slowly rising tendency. Tobacco of really good quality, the last crop is still in demand, buyers are quite willing to pay good prices for it. The purchasers are of the opinion that the importers will sell first-class qualities of the new

crop at considerably higher prices than similar types of the last crop. There is also a good demand for especially cheap Brazil tobacco. All lots which are considered cheap are sold immediately.

Domingo tobacco is benefiting from the comparatively bad crop of Java tobacco. The tendency is remarkably firm, especially for good and healthy tobacco. Domingo tobacco which is not quite sound, is, however, difficult to sell. The greater part of the arriving shipments were deliveries on former contracts.

No changes can be reported in the market for chewing tobacco. The market for pipe tobacco further improved; local dealers are rather optimistic regarding the near future.

The market for oriental cigarette tobacco revealed no changes. The situation during the past month has been rather dull.

	February, 1926	February, 1925
	Packages	Packages
Java	1,260	3,200
Sumatra	350	750
China	500	1,250
Brazil	9,100	1,900
Turkey	4,500	5,200
Paraguay	40	1,750
	15,750	14,050
	Serouns	Serouns
Havana	120	2,800
Yara	—	—
	120	2,800
	Bales	Bales
Domingo	21,500	12,600
Carmen	280	1,620
	21,780	14,220
	Barrels	Barrels
Kentucky	550	880
Maryland	45	220
Virginia	710	770
Ohio	12	—
	1,317	1,870

Seed-leaf (Cases) 20
The prices obtained during the month of February, 1926, for the principal types of tobacco were about the same as those in the preceding month.—L.A.M.M.

Bavarian Market for Leaf and Broken Tobacco

WASHINGTON, D. C., April 19.—There is a potential market in Bavaria for leaf tobacco, especially Virginia leaf and Piedmont district tobacco, which is very popular in Munich, says a report to the Department of Commerce from American Vice Consul Zawadzki. There is also a strong demand for broken leaf of very light quality for use in cigarettes which should be cheap and need not be carefully graded. The report continues:

From an investigation conducted by this office, it appears certain that there does not exist in Bavaria a market for American finished tobacco products. This appears clear in the light of the present Bavarian economic situation, which, aided by the extremely heavy customs duties, has continued generally unfavorable to even a slight development of sales of American cigars, cigarettes or pipe tobacco.

The import duties, which are extremely high, follow:

Cigars—7,500 Mks. per 100 kilos (\$8.10 per pound).
Cigarettes—9,000 Mks. per 100 kilos (\$9.72 per pound).
Snuff and Chewing Tobacco—5,000 Mks. per 100 kilos (\$5.40 per pound).
Fine Cut Smoking Tobacco—9,000 Mks. per 100 kilos (\$9.72 per pound).
Smoking Tobacco other than above—5,000 Mks. per 100 kilos (\$5.40 per pound).

Statistics for 1925 show that there were 11,892 tobacco planters in Bavaria, as compared with a total of 102,182 for the whole of Germany. The crops harvested in Bavaria are used entirely for heavy smoking and cigar use. As a general rule the Bavarian tobacco is too heavy for cigarette use but is good as a wrapper for cheap tobacco.

The Canadian Tobacco Industry Growing

MONTREAL, Que., April 16.—A survey of the last return on the tobacco manufacturing industry of Canada, read in the light of a knowledge of increasing domestic consumption and the steadily rising favor of the Canadian manufactured product abroad, should be encouraging to the efforts being devoted at the present time towards greater and improved tobacco culture in Canada. It reveals that the Canadian industry is still under the necessity of making substantial importations of unmanufactured tobacco for utilization in the home industry. As far as the Dominion manufacturing activity is concerned, Canada is importing cigarettes to the extent of four times the value of those she exports, and cigars to many times the value, while there is a heavy importation of cut tobacco.

The survey of the industry made by the Department of Colonization and Development of the Canadian Pacific Railway at the end of 1924 indicates that at that time there were 130 tobacco factories in the Dominion, 96 of which were cigar and cigarette factories and 34 smoking and chewing tobacco and snuff factories. Every province of the Dominion, with the exception of Nova Scotia and Saskatchewan, is engaged to some extent in the manufacture, Quebec being supreme. By provinces, Quebec has 72 plants; Ontario, 42; British Columbia, 9; Prince Edward Island, 3; Alberta, 2; and Manitoba and New Brunswick, 1 each.

The total capital invested in the Canadian tobacco industry in 1924 was \$44,046,232, of which \$29,965,903 was invested in cigar and cigarette factories and \$14,080,329 in smoking and chewing tobacco and snuff factories. By provinces the capital was Quebec, \$38,715,379; Ontario, \$5,090,113; British Columbia, \$124,192; Prince Edward Island, \$81,163, and other provinces, \$37,385. A total of 8397 persons were engaged in the industry, receiving salaries and wages totaling \$7,338,058. The customs and excise duties paid by the industry amounted to \$24,824,018, and the cost of materials utilized was \$17,872,926. The gross value of the industry's annual production was \$59,953,502, and the net value of products was \$42,080,576, of which \$31,145,765 was attributable to cigar and cigarette factories and \$10,934,811 to smoking and chewing tobacco and snuff factories.

Exports Increasing

The principal commodity manufactured in Canadian tobacco plants is cigarettes, which had a value in 1924 of \$26,455,986, followed by package smoking tobacco with a value of \$13,329,642. Cigars were manufactured to the value of \$9,739,590; chewing plug tobacco to \$5,248,689; plug smoking tobacco to \$2,968,210, and snuff, \$947,693. Quebec accounted for almost the entire production of cigarettes, with a value of \$25,359,853, as well as the package smoking tobacco with \$12,178,021. Ontario accounted for the greater part of the remainder, with a value of \$1,096,133 and \$1,137,905, respectively. British Columbia's principal products is cigars, which had a value of \$183,572, while plug chewing tobacco was Prince Edward Island's chief product, with a value of \$120,273.

As regards the export and import situation it is gratifying to discover an increasing tendency to depart from a dependence upon imports of raw tobacco with one of increasing exports of manufacture. Imports of unmanufactured tobacco, which amounted to 13,965,869 pounds in 1923 and rose to 18,034,551 pounds in 1924, fell back to 14,847,553 pounds in 1925. All exports of tobacco had a value of \$427,406 in 1923, rising to \$772,484 in 1924 and remaining at \$759,626 in 1925.

Large Imports from U. S.

Outside of the unmanufactured product, which Canada imports mainly from the United States and heavily also from Cuba, the most substantial import trade is in cut tobacco, which has a value of nearly \$700,000, in the main coming from the United Kingdom, but also heav-

Florida and Georgia PACKERS AND DEALERS

I. Gardner, Pres. S. Spitz, Vice-Pres.
Jos. Wedeles, Sec.-Treas.

MAX WEDELES TOBACCO CO.

DEALERS IN

Fine Florida and Georgia Shade Tobacco

Our Specialty
Shade Grown Round Tip
Quincy, Fla.

JAMES J. LOVE

Leaf Tobacco

QUINCY, FLA.

Plantations

MALONE-OSCEOLA

F. Perry May Fountain H. May
Fred L. May

MAY

TOBACCO CO.

Growers and Packers of Shade Tobacco

York, Pa. Quincy, Fla.

B. Ottinger Henry Weinberg

B. Ottinger & Co.

Fine Florida and Georgia Wrappers

QUINCY, FLA.

A. E. Fraleigh Tobacco Co.



GROWERS—
PACKERS—
DEALERS—

Florida Shade
Grown Tobacco

MADISON, FLORIDA

Tobacco Merchants' Association Of The United States



Officers and Executive Committee:

Jesse A. Bloch, Wheeling, W. Va., president.
Chas. J. Eisenlohr, Philadelphia, Pa., ex-president.
William Best, New York, chairman executive committee.
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Harvey L. Hirst, New York, vice-president.
Asa Lemlein, New York, Treasurer.
Chas. Dushkind, New York, counsel and managing director.

ily from the United States and in smaller quantities from China and Hong Kong. Cigarettes are imported to a value of over \$175,000, heavily from the United Kingdom and also from the United States and Egypt, and cigars to a value of over \$130,000, mainly from Cuba, but also from the United Kingdom and the United States.

Unmanufactured Canadian tobacco moves, to a total value of nearly \$600,000, mainly to the United Kingdom, but also to the United States, Belgium, Denmark, Germany, Italy and other countries. Cigars to a value of about \$4,000 go to the United Kingdom, China, Newfoundland and other countries. Cigarettes are exported to a value of about \$20,000 to a wide number of countries, including British East Africa, Barbados, Jamaica, Chile, Hong Kong and Japan. Small quantities of plug and twist tobaccos go mainly to Newfoundland, and tobacco stems and cuttings to the United States, Belgium, Germany, Netherlands and other countries.

Brown & Williamson Are Expanding

R. P. Richardson, Jr., & Company, of Reidsville, manufacturers of Old North State smoking tobacco and Old North State cigarettes, have announced the transfer of their Reidsville plant to Brown & Williamson and with it the rights of smoking products that have heretofore been made by the Richardson company.

It is understood that Brown & Williamson will continue to operate the Reidsville plant in the manufacture of these two well known brands of smoking material and that the business will go forward without interruption.

The R. P. Richardson Company was organized and started in business here in the year 1870 with R. P. Richardson, Sr., as its first owner, he being succeeded by his son, R. P. Richardson, Jr., who developed and controlled the business up to the time of his death in June, 1922.

All through these years the company has been in operation here it has gone forward with marked success, always having a well organized force of proprietors and office help that carried the business on uninterruptedly for more than half a century.

It is not known whether there will be any change of name in the business after it is taken over by the Winston-Salem company or whether there will be a change of personnel in the operating management, but it is safe to say the new owners will carry it forward in a successful manner.

The Brown & Williamson Company is one of the big independent corporations in the Twin-City and its heavy investment in Reidsville shows their good faith in the future of this city.

The Review with all the other business houses and citizens in general extend to the Winston-Salem company greetings.

Welcome—thrice welcome—to the

PRINCE ALBERT

—no other tobacco is like it!

Brown & Williamson Tobacco Company! —Reidsville, (N. C.) Review.

Peruvian Match Monopoly Under Swedish Control

The monopoly on the importation and trade in matches now in effect in Peru, according to Commercial Attache H. Bentley MacKenzie, Lima, provides that automatic cigar lighters, both pocket lighters and those installed as an automobile accessory, may be imported only by the Swedish company holding the monopoly and that importations by all others are subject to confiscation.

Jamaican Import Increase Advocated on Tobacco

Increase in import duty of 33 1/3 per cent on soaps, matches, tobacco and cigars has been recommended by Legislative Council Committee to foster native industries and afford employment to Jamaicans unable to enter the United States on account of the American immigration law.

Listed Tobacco Stocks

Closing Prices Monday
Reported by Marketwyse

	Bid	Asked
American Snuff	138	140
American Snuff Pfd. New	100	107
American Sumatra	11	11 1/4
American Sumatra Pfd.	None	130
American Tobacco	113	113 1/2
American Tobacco Pfd.	110	112
American Tobacco "B"	111 1/2	112
Consolidated Cigar Com.	49	49 1/4
Consolidated Cigar Pfd.	96	99
Eisenlohr Common	123 1/2	127 1/2
Eisenlohr Preferred	92	93
General Cigar	49 1/4	50 1/4
General Cigar Pfd.	111 1/4	115 1/2
General Cigar Deb. Pfd.	108	112
Liggett & Myers	77	78
Liggett & Myers "B"	77 1/2	77 3/4
Liggett & Myers Pfd.	77 1/2	77 3/4
Lorillard, P.	37 1/2	38 1/4
Lorillard, P. Pfd.	112 1/2	115
Tobacco Products	96 1/2	97
Tobacco Products "A"	105 1/2	106 1/2
United Cigar	89 1/2	90 1/2
United Cigar Pfd.	117	121
U. S. Tobacco	58 1/2	59
U. S. Tobacco Pfd.	112 1/2	None

Inactive-Unlisted Stocks

Closing Prices Monday
Reported by Stone, Prosser & Doty

	Bid	Asked
American Cigar	113	115
American Cigar Pfd.	97	99
Bayuk Cigars	36	39
Bayuk Cigars 2nd pfd.	99	102
British-American Tobacco ..	27 1/2	27 3/4
Continental Tobacco Co.	14 1/2	15
G. W. Helme Co., New	68	70
G. W. Helme Co., pfd.	115	118
J. S. Young	126	130
J. S. Young, pfd.	103	109
Imperial Tobacco	24	25
International Cigar Machine ..	90	97
Johnson Foil	80	90
McAndrews & Forbes	39	41
McAndrews & Forbes pfd.	101	105
Mengel Co., com.	35	40
Philip Morris	21	22
Porto Rican A. T. Co.	68	74
Universal Leaf com.	60	65
Universal Leaf pfd.	99	101

Wisconsin

(Continued from page 3)

long time since sales were made before the goods were all in the boxes. E. M. Hubbell Sons have already sold their 1925 holdings to Cullmann Brothers, and so another of the crack packings is already whisked off the market, before being packed up even. Truly, it is a hot market that is seething in this state.

Sweeney & Sons announce the sale of their 1920 holdings to a Pennsylvania factory. This sale, together with the recent sale of their own 1924 packing, is also big news in the old leaf market. Sweeney & Sons represent the H. Fendrich Company in this state, and are putting up a banner packing of the '25 for that famous cigar house. The recent Sweeney litigation with the pool is to be resumed April 19, when the pool's plea for a permanent injunction against them is to be continued.

The good work against big seed types is getting the earliest start ever this year. Encouraged by their success in eliminating so much of it last year, the campaign against the hybrid types is drawing half-page ads in the northern areas that urge the farmers to buy only Comstock-Spanish seed. These ads are signed by a cluster of packers and dealers.

Pool Preparing to Make Payment

The pool announces that it intends to make a second payment upon the 1925 crop shortly. This payment will be in the neighborhood of \$500,000, and will be mailed out soon. To say that it will be enthusiastically received is putting it mildly, and the pool is to be congratulated by their efficient campaign against dissatisfaction within their ranks. The veteran officers and directors have all withstood the test of fire in previous campaigns, and can be relied upon to wage an able campaign to withhold their wavering ranks in line long enough to finish this, the last year of the present contract. It will be a tough battle, and the outcome of it will be of interest to everyone in the trade.

Warehouses are beginning to finish their season's run. All the pool warehouses but one, and maybe that one, Chippewa Falls, will be closed by the time this is in print. The Virroqua warehouse of the pool closed last Wednesday, after putting up the largest packing of any northern pooled warehouse, about 2,100 cases of binders and B's. It was advertised as an eight months' run when the warehouse opened last January. The pool will have between five and six thousand cases of binders of the northern 1925 pack, it is generally thought.

Some of the independent warehouses are nearing the end of their run, also.—Badger.

Holzman in Baltimore

From last reports Herbert Holzman, of Strouse & Holzman, 197 Water street, New York, was in Baltimore, Md., calling upon the cigar manufacturers of the waffle city.

Imported Tobacco, Cigars

(Continued from page 26)

Pipes from France

S. S. DeGrasse —April 12
To order 6 Cases

Pipes from Cuba

S. S. European —April 17
Cases

R. H. Meehan Import Co. 9
A. Oppenheimer & Co. 3
Globe Shipping Co. 3

Tobacco Mats from Holland

S. S. Nieu Amsterdam —April 12
B. Van Leer 2 Bales

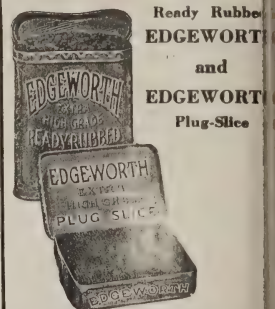
Cigarette Machines from Cuba

S. S. European —April 17
Pickfords Colonial, Inc. 4 Cases

Cigarette Holders from France

S. S. DeGrasse —April 12
S. M. Frank & Co. 1 Case

EDGEWORTH



TWO STANDARDS for dealers

Send us a trial order. We guarantee satisfaction.

LARUS & BRO. CO.
Richmond, Va.

B. WASSERMAN CO.

83 Chambers Street
New York

Established 1870 Incorporated 190

Importers

and

Distributors

of

Havana

and

Domestic Cigars

York County

(Continued from page 30)

returned to the South. The Meads Company has in the past weeks been receiving large consignments of tobacco which are being hauled in trucks from Lancaster county, where the company purchased a big part of the 1925 crop. The same company also expects to buy the entire York county crop and now has buyers in the field. The prices are according to quality and condition. The Meads Company is the largest tobacco packing company in York county—YORKAD.

CLASSIFIED ADVERTISING

FOR SALE—TOBACCO SEED. Shp. Famous Kentucky Experiment Station 1904. Rot Resistant Stand-up White Burley Tobacco Seed, pure selection, improved strain, \$1.50 per ounce. J. V. Shipp, Midway, Ky.

BROKERS WANTED FOR HIGH QUALITY cigars, to retail 5c, 8c and 10c. Territory: England, middle states and middle Western states. Harry A. Snyder, Littlestown, Pa.

TOBACCO

A WEEKLY TRADE REVIEW

ESTABLISHED 1886

Vol. LXXXI. No. 26

APRIL 22, 1926

Per Annum, \$3.00
Per Copy, 10 Cents

CABLE ADDRESS:—

Thomas-Lynchburg

On Parle Français.

Man Spricht Deutsch.

Se Habla Español.



CODES USED

A. B. C.—4th, 5th and 6th,

Arnold's No. 5,

Lieber's and Bentley's.

HOME OFFICE OF

W. C. THOMAS TOBACCO CO., Inc.

LYNCHBURG, VIRGINIA, U. S. A.

[BRANCHES AND BUYERS IN ALL IMPORTANT TOBACCO DISTRICTS]

DEALERS, PACKERS AND EXPORTERS OF ALL
GRADES OF AMERICAN TOBACCO—LEAF—
STRIPS—SCRAPS AND STEMS.

SAMPLES SENT UPON APPLICATION.

WRITE FOR PARTICULARS.

WAITT & BOND

Blackstone CIGAR

Extremely

Mild

Nothing will sell itself; but, it shouldn't be necessary to sell the same man twice on the same proposition... There are thousands of men who were sold on SUNSET TRAIL 5c CIGAR the first time they smoked it... There are thousands still who haven't had the chance to try.... The Roby Cigar Company of Barnesville, Ohio

MILD, yet distinctive in character, with an uncopyable blend that never varies. That's El Producto.

And there's a size to suit your fancy — 10 to 30c.

G. H. P. Cigar Co., Inc.
Phila., Pa.

What size please?

un-varying Quality

Bouquet
10c straight

mild

for real enjoyment

Puritano Fino
13c or 2 for 25c



EL PRODUCTO

ZIG ZAG

THE world's finest cigarette paper.
Manufactured in France.

Outsells them all — because of quality and low price.

Ask your jobber — he can supply you.

THE SUBRUG COMPANY
NEW YORK
Sole United States Importers





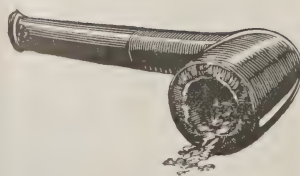
To men who make a hobby of pipes

Old peace-pipes, church-wardens, hookahs and briars make the finest sort of hobby . . . But don't let it run away with you. Spend all the time and money you can afford on tobacco tricks but stay off the trick tobaccos . . . Don't forget that what you get out of any pipe depends on what you put in it . . . And none of your trick experiments will go entirely sour if your pipe's always packed with sweet, spicy, mellow Granger.

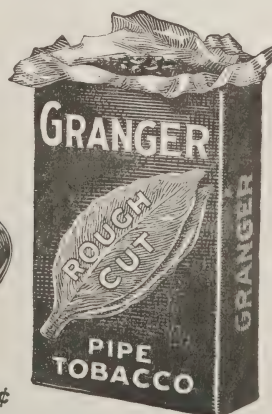


If ever a tobacco was "made for pipes"—it's Granger

Fine, ripe old Burley, mellowed by Wellman's famous 1870 method. And specially cut for pipes (rough cut) to burn slow and smoke cool and sweet—that's Granger. It's pipe tobacco from start to finish!



Packed in heavy foil instead of tins—hence 10¢



SUMATRA ROBERT J. KUGELMANN, INC. JAVA

128 WATER STREET, NEW YORK CITY

Cigarette Paper "EL PINO"

In Reels, Reams or Books

MIQUEL y COSTAS & MIQUEL

BARCELONA, SPAIN

United States Branch, 59 Pearl Street, New York City

H. DUYS & CO., Inc.

Headquarters for

**Sumatra and Java
TOBACCO**

142 WATER ST., NEW YORK

FRED SINGER

SINGER & MAYER, Inc.

IMPORTERS AND PACKERS

LEAF TOBACCO

144 WATER ST.

NEW YORK

PERCIVAL R. LOWE, Inc.

Leaf Tobacco Brokers

155 WATER STREET NEW YORK

CIGAR-CIGARETTE-TOBACCO

LABELS

Kehlmann Co.
229 West 28th Street New York

METROPOLITAN TOBACCO CO.

OFFICES AND MAIN DEPOT, 22-34 FOURTH AVE., NEW YORK

Main Depot	22 Fourth Avenue, New York City
Harlem Branch	179-185 East 116th St., N. Y. C.
Brooklyn Branch	649-661 Warren St., Brooklyn, N. Y.
Williamsburg Branch	287-291 Graham Ave., Brooklyn, N. Y.
Yonkers Branch	Bright Place, near South Broadway, Yonkers, N. Y.
Jamaica Branch	9007-9021 166th Street, Jamaica, N. Y.
Paschoque Branch	114-116 Ocean Ave., Paschoque, N. Y.
Bronx Branch	4581 Park Avenue, New York City

PAPER BAGS FOR SCRAP AND FINE CUT TOBACCO

Manufacturers, Protect Your Tobacco. Pack it in our Paraffine Lined, Weatherproof Bags that keep the natural moisture of the contents on the inside, and Excludes the Dampness and prevents Mould.

For twenty-five years we have furnished bags to the Scrap Tobacco Manufacturers. There Is A Reason. Write for samples—make a trial and be convinced.

THE WESTERN PAPER GOODS COMPANY

Third and Lock Streets

Cincinnati, Ohio

L. SCHMID & CO., Inc.

Importers of Sumatra Tobacco

138 WATER STREET

NEW YORK

CIGARETTE PAPER

Imported French in Bobbins, Reams and Booklets

Peter J. Schweitzer, Inc., 200 5th Avenue, N. Y.

BRANDS THAT BUILD UP BUSINESS



VEGA DEL REY

BOUQUET DE LA ADA

ARRIUS

LANGSDORFE DE LUXE

CAPITOL CLUB SPECIAL

S. H. FURGATCH Y CA., 75th St. & Ave. A., New York

Telephone 3956 John

Cable Address—MARQUEE, New York

JULIUS MARQUEE & SON, Inc.

Leaf Tobacco

141 WATER STREET

NEW YORK

Warehouses: New Milford, Conn., Lancaster, Pa., Dayton, O., Viroqua, Wis.

STEFFENS, JONES and CO.

DOMESTIC LITHOGRAPHERS IMPORTED

STOCK LABELS AND BANDS—"ALUMINUM WRAPPERS"

27 East 21st Street (Caledonia 4744) NEW YORK

In Every Case

7-20-4
R.G. SULLIVAN'S

After all
nothing satisfies like
a good cigar

CIGAR

FAMOUS FOR QUALITY

CULLMAN BROS., Inc.

Packers Domestic Leaf Tobacco

Importers of Sumatra

161 FRONT STREET

NEW YORK CITY

Colorgraphic LABELS-BANDS-ADVERTISING

Quality

WINDOW TRANSPARENCIES

Service

AMERICAN LITHOGRAPHIC COMPANY

NINETEENTH STREET & FOURTH AVENUE — NEW YORK
109-80 WARREN AVE. CHICAGO FIRST NATIONAL BANK BLDG. TAMPA
610 PONTIAC ST. NEW ORLEANS 248 VALLEJO ST. SAN FRANCISCO

I could have sworn they were identical - yet there was a difference

"HEY, Bill, what's that magazine you're so interested in—Sauey Stories?"

"This isn't a magazine. It's an agricultural station bulletin."

"Well, I'll be blowed! What are you reading that for? . . . Don't tell me you're going to retire from the tobacco business to be a farmer."

"Not on your life, Shorty. I was just getting some more dope on a situation I came across in Ohio a while ago. It's something that'll maybe help in future buying."

"That sounds like good news. Shoot! Let's hear about it."

"Well, this started a while ago when I was out in Reubenville, Ohio, looking over some lots of cigar filler there. There were a couple of growers, Joe Potter and Ray Butler by name, who were working farms right across the road from each other. There was a good deal of rivalry between the two over their tobacco. One year Potter'd get a better price, the next year Butler's crop would grade higher. Each was working his head off to put it over the other. Last year they both raised a good crop and, as I happened to be one of the first buyers in the county, each came around with a hand of his best grade to get my opinion on it.

"It was a bit unusual, of course, but I'd heard of their rivalry so I thought I'd like to see for myself how their stuff compared. Well, sir, so far as I could



tell—and I gave 'em every test I knew—they were as nearly identical as twins. So when Potter came in to see me, I told him that, so far as I could see, there was no choice between them.

"'Say', he said to me, 'there's one thing you've overlooked—my crop's better fertilized than Butler's.'"

"'What do you mean,' I asked, 'and what of it?'"

"'Last year,' he replied, 'I heard tell of some experiments at the agricultural station in Germantown that showed that fertilizers made from sulfate of potash gave the best quality leaf. I went around to the County Agent and asked him about it and he explained it to me like this: The thing that makes good burning quality is lots of potash in the leaf and as little chlorine as possible.

"'Now, I'd been using all the manure I could get and adding commercial fertilizer, too, 'cause I wanted to have the

best crop in the county. But the county agent says that too much manure is bad because it contains chlorine.

It seems, too, that the commercial fertilizer I was using was mixed with a form of potash that has considerable chlorine in it. The county agent said I'd never get tobacco of good burning quality while I was using so much chlorine.

So this year I thought I'd put one over on Butler and I used less manure and more high-analysis fertilizer, and I saw to it that they used

sulfate of potash in mixing the fertilizer, because that contains lots of potash and hardly any chlorine. Now, my tobacco may not look or smell different from Butler's but I'll bet you ten dollars it'll burn better than his because he's still fertilizing the old way.'

"'Applesauce!' says I to myself, 'What do I care how you fertilized your tobacco?' Then I got to thinking it over and I dropped in to see the County Agent and he tells me it's absolutely straight goods and gave me this bulletin* which shows, by George, that Potter was right—there was a difference.

"'I'm beginning to believe it'd pay to find out how leaf is fertilized and to help these growers to use the right kind of fertilizers so that we can get better quality goods.'"

* Useful facts about fertilizers and their effect for improving quality of tobacco, which every buyer should know, will be found in the latest revised edition of "Better Tobacco," a copy of which will be sent you free on request.

POTASH IMPORTING CORPORATION
of America

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Atlanta San Jose, Calif. Baltimore

Sales Agents—H. J. Baker & Bro., 81 Fulton St., New York
West of Rockies—Meyer, Wilson & Company, San Francisco, Calif.



Burning time:
4 minutes, 52
seconds. The
fertilizer used
did not contain
potash in the
sulfate form.

Burning time:
8 minutes, 11
seconds. Potash
in the fertil-
izer was derived
from sulfate
of potash.

Genuine German
POTASH



OUT OF THE ORIENT

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THE CLIPPER SHIP, THE STEAMSHIP,
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